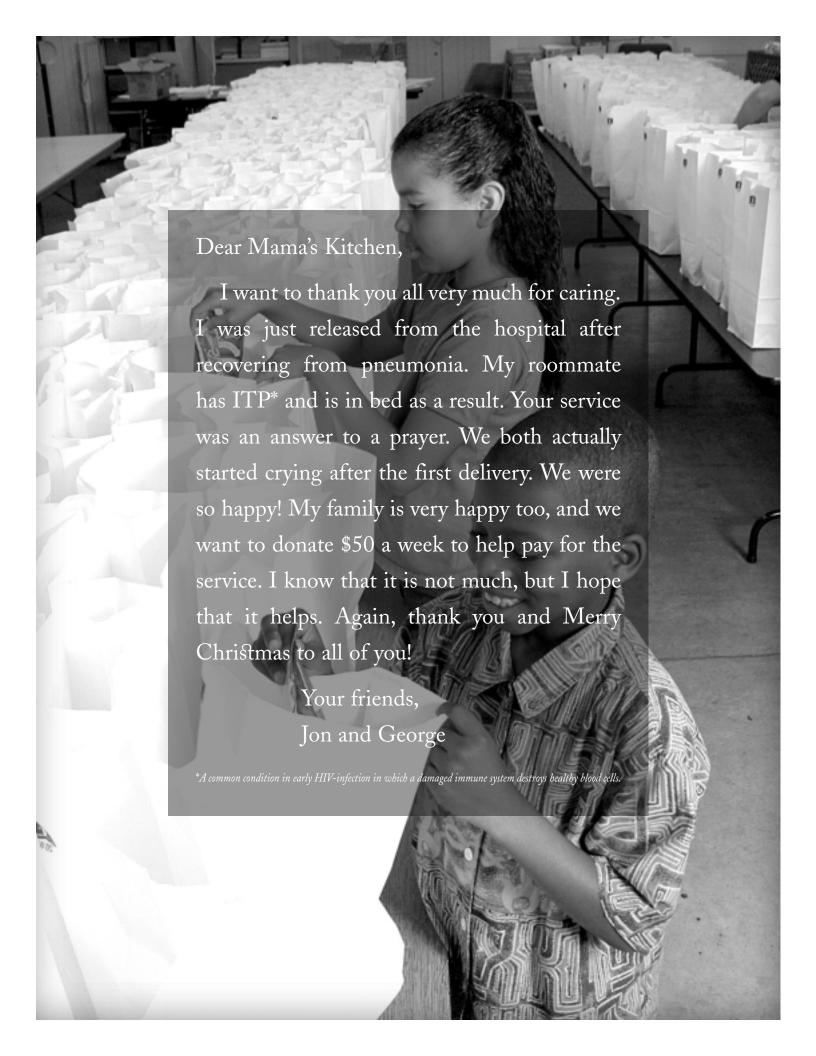
# mama's kitchen

2001 ANNUAL REPORT

#### 2002 BOARD OF DIRECTORS

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## MESSAGE FROM THE PRESIDENT

Thomas J. D'Amico / President



Carolyn McFarlane / Executive Director

Dear Friends,

We began 2001 with the objective of continued success in executing our mission and, by the end of the year, we had prepared and delivered over 400,000 meals and 2,750 grocery bags to over 700 men, women, and children affected by AIDS. Over 100 of these clients are children, with a majority of them under the age of 13. We also hit another milestone during 2001 by delivering our two millionth meal! We did all this with the support of 10 employees, 575 volunteers, and thousands of donors from throughout San Diego County.

Because of the unpredictable times we live in today, nonprofit organizations must develop solid strategies for responding to and coping with change. Last Fall Mama's Kitchen began a long-range strategic planning process to examine how we could most effectively serve our current clients and determine what other needs are not being met. We have engaged a facilitator from Nonprofit Management Solutions to help us shape our future and create a strategic plan that will allow us to continue our mission of serving people with AIDS.

In 2002 we ask for your renewed support of Mama's. With your partnership and encouragement, we will successfully nourish hearts...one meal at a time.

Thank you for being a loyal supporter of Mama's Kitchen.

Sincerely,

Thomas J. D'Amico / President

## AND THE EXECUTIVE DIRECTOR

In April 2001, I was appointed to the Food Services Task Force by the San Diego HIV Planning Council, which makes recommendations for the allocation of federal Ryan White CARE Act funds. The task force membership is made up of community members who are HIV+ and receiving CARE Act-funded services, and by agency staff who provide these services. Because we receive this funding, my membership is to provide expertise and is a non-voting position.

The council charged the task force with addressing the following concerns:

- 1. The extraordinarily high percentage of funding that San Diego currently allocates to food services twice the national average.
- 2. A system that is overly dependent on the use of food vouchers redeemable at local grocery stores. This program was created in response to the closure of the AIDS Foundation food bank in 1997 and, while it was intended to be a short-term solution, has continued unchanged and with no future plans for what is needed for the efficient delivery of food services.
- **3.** Inefficiencies in food delivery which fail to optimize coordination and communications between providers.

While final recommendations are not complete, most of the work on the home-delivered meal program has been accomplished. Mama's Kitchen can be proud that our delivery of three meals a day for seven days a week, which meets the guidelines of the American Dietetic Association's recommendation for people with HIV/AIDS, is the model for the homedelivered meal program recommendations.

#### MEMBERSHIP ON THE FOOD SERVICES TASK FORCE

The task force is still working on a program to replace the expensive food vouchers and final recommendations may provide Mama's Kitchen an opportunity to expand our grocery bag program.

We currently deliver a weekly bag of meat, fresh produce, and other food staples to 28 families with 57 children. We also continue to provide grocery bags to other AIDS service agencies to help them provide emergency help for clients in crisis. As you can see from our graph, this program is a success – especially in meeting the needs of families, a population increasingly affected by AIDS.

It has been a privilege to have worked with the staff, volunteers and board of directors at Mama's Kitchen over the past eight years. I have also been able to talk to and meet many of our clients and have learned from them about the struggle to live with AIDS. To be part of Mama's Kitchen is to know compassion, generosity and respect for diversity, and while I will return as a volunteer, I will miss the daily contact with so many wonderful and inspiring people.

Sincerely,

Carolyn McFarlane / Executive Director

Carolyn M Farlane

## TREE OF LIFE

## A HISTORY

The year 2001 was special as we celebrated the 10th anniversary of the "Tree of Life." This annual community event was created in 1992 by former board President Pam Higgins to bring together people who were suffering with the loss of loved ones to AIDS. By hanging an ornament with a personalized message, the

"Tree of Life" event allowed the community to commemorate the memory of loved ones, while sharing their sorrow with others during the holidays.

The Greater San Diego Business Association's newsletter article in 1994 captured the true meaning of the "Tree of Life:" "The event is called the 'Tree of Life' because it symbolizes the spirits of our friends, children and loved ones who had died of AIDS. It allows us to reflect and celebrate the joy, beauty, and

color of the spirits of those who have left us. It combines a grieving and release of feelings with a celebration of our friendships."

Held every year on World AIDS Day, December 1st,

the "Tree of Life" event has evolved into a community tradition, not only of remembrance, but also of support for those who continue their battle with the disease. Mama's Kitchen has been fortunate to have the steadfast support of Village Hillcrest for the past ten years. Every year five trees filled with personalized

> ornaments are li† December 1st and stay lit for entire month

> December. Anyone can purchase their personalized ornaments through the merchants at Village Hillcrest and hang them throughout the month of December, More than 300 friends of Mama's are joined by government officials during the tree lighting ceremony, which is followed by holiday carols by the Gay Men's Chorus, and culminating in a candle lighting ceremony that is both beautiful and memorable.



Mark your calendars to join us for this year's "Tree of Life" event at 6 p.m. on Sunday, December 1st, at the Village Hillcrest complex on 5th Avenue, between University and Washington.

# GROCERY BAG PROGRAM CONTINUES EXPANSION



The grocery bag program was started in 1998 as a supplement to our regular meal deliveries, with grocery bags being delivered on Friday afternoons so clients would have sufficient

nutrition for the weekend. The grocery bag program has grown tremendously in the last few years to include weekly deliveries to families affected by AIDS with young children living at home. Each week during 2001, we delivered a bag of meat, fresh produce, and other food staples to 30 families with 60 children. A popular program among families who are concerned about their privacy and confidentiality, Mama's provides the weekly supplies of groceries discreetly in plain brown bags. Our deliveries help parents continue to care for their children, while coping with their own medical needs. Last year Mama's delivered 2,750 bags of groceries to families in need.

In addition, we continue our weekly delivery of 34 grocery bags to other AIDS service agencies to help them provide emergency help for clients in crisis. This also allows Mama's to provide nutritional services to hard-to-reach clients through collaborations with religious and community organizations. These include

Stepping Stone of San Diego, Being Alive-San Diego, PACTO Latino AIDS Organization, Christie's Place and CASA South Bay.

What's inside the grocery bag?

1 lb. bag of rice / canned fruit / canned vegetables /canned soup / tomato sauce / boxes of pasta / packets of pasta dinners / macaroni and cheese / tuna / small pkg of pancake mix / 14-20 oz. pkg of cereal / instant oatmeal packets / 1 lb. dried pinto beans / 1 lb. dried red beans / 16 oz. jar of peanut butter / 16 oz. jar of jelly

You can support this growing program by sponsoring a food drive at your workplace, your civic group, community association, or place of worship. To help you collect the non-perishable items needed, we can provide food barrels and printed materials of our wish list. For more information, please



# WE THANK THE CITY OF SAN DIEGO

Since 1995 the City of San Diego has faithfully endorsed our nutrition program for people living with AIDS through their financial support. Their assistance is the result of an annual proposal process through the Community Development Block Grants program. Mama's Kitchen has been successfully awarded funding of \$345,800 over the past eight years, and the City has also provided funds for microwave ovens so that many of our clients living in single room occupancy residences can warm their food and continue to receive nutritious meals. Over the years city officials who have visited the kitchen or participated in our fundraising events include former Mayor Susan Golding, former city council members Barbara Warden, Christine Kehoe and current council members Toni Atkins, Byron Wear, and **Jim Madaffer**. We are truly grateful to the City





City Council Members Byron Wear (above) and Toni Atkins (right).





Some of our genoerous donors (left to right): Jerome and Eleanor Navarro, Evelynne Davis Curran, Louise Hay, and Moses Urbano.

# GENEROUS DONORS MET THE CHALLENGE IN 2001

Like many nonprofits across the country, Mama's experienced a challenging year in fundraising during 2001. At the beginning of the year, many of us were already starting to feel the effects of the economic downturn, while others were reeling from the dot-com bust. As the year culminated with the tragic 9/11 event, Mama's Kitchen noticed a dramatic decrease in the number of gifts in 2001 compared to 2000 (886 fewer gifts!). However, we were able to end the year successfully because the average gift per donor increased.

As the leadership of Mama's kept close watch on expenses and pushed through with the year's fundraising programs, we were able to keep our meal delivery services operating without interruption. We are grateful to our thousands of supporters, our Mama's Day donors, and friends in the community for helping us keep our promise that no one with AIDS will go hungry.

## SHARING IN OUR MISSION

## WITH A BEQUEST TO MAMA'S KITCHEN

How can you help ensure the future stability of Mama's Kitchen? An important consideration is making a bequest by designating Mama's Kitchen as a beneficiary in your estate. There are several types of bequests. An example would be a specific bequest where you designate a specific amount or specific

property to Mama's. You can also choose to assign only a certain percentage of your estate to Mama's.

Whatever option you choose, you are leaving a legacy of caring for people affected by AIDS, ensuring that they will continue to receive the proper nutrition they need to fight the disease. Here's a sample wording for making a bequest to Mama's Kitchen:

"I give, devise, and bequeath to Mama's
Kitchen, 1875 Second Avenue, San Diego,
CA 92101, Federal Tax ID # 33-0434246, for its
general purposes (or state fraction or percentage) of
the rest, residue, and remainder of my estate, both real
and personal."

Always consult with your attorney when making plans for your estate. For more information about bequests to Mama's, please contact Edith A. Glassey, Director of Development at (619) 233-6262.

Please tell us if you have already included Mama's in your will, because we would like to show our appreciation for your generous gift.



Past board member Les Cohen has established a charitable trust for Mama's Kitchen.

## **TRAVELING**

## THE INFORMATION HIGHWAY

On December 1st, in the background of the "Tree Lighting Ceremony" in Hillcrest, Mama's Kitchen launched its new Website at www.mamaskitchen.org. Designed and programmed by board member Kelly Abbott, the site establishes an additional tool for fundraising, community outreach, marketing, and operations.

The site was designed not only to acquaint the public with Mama's Kitchen, but also to familiarize the staff, volunteers, and board with the idea of e-business. Increasingly, nonprofit organizations need the many advantages of e-business, such as accepting online transactions, file-sharing, and self-publishing. We're already using the Website to promote events, take donations online, and as an extension of our community mission.

Since December we've raised \$2,845 online. We've given employees the power to maintain their own sections of the Website, and volunteer schedules can be maintained automatically by Joe Fitzpatrick, our manager of volunteers. We've established a press center newsroom that allows Bailey Gardiner to post press releases live to the site, and allows reporters and Mama's Kitchen promoters to download logos, photos, and bios at their leisure.

Since the Website is seen as a key component to the sustained growth of Mama's Kitchen, the board has formed a committee to handle the day-to-day

management of IT infrastructure, online promotions, the Website, and eventually, an intranet and extranet.

With six current members and a strong plan for the creation of additional revenue-generating and cost-saving tools, Mama's Kitchen is well on its way to becoming one of San Diego's shining examples of nonprofit e-business success.



## EXPANDS OUTREACH

Last year Bailey Gardiner Inc. donated \$24,000 in public relations strategy and media outreach to Mama's Kitchen. Their goals were to remind the public of client needs and to publicize special events, all with two objectives in mind: to generate donations and volunteers for the Kitchen to support people struggling with AIDS.

The team at Bailey Gardiner acquired substantial placements on local television and radio broadcasts, as well as in newspapers such as the Union-Tribune, the North County Times, and Hispanos Unidos, helping get our messages to new audiences. With the assistance of Bailey Gardiner, Mama's Kitchen earned publicity that would have cost nearly \$100,000 in advertising.

Time Warner Cable gave Mama's Kitchen \$110,360 in free airtime in 2001 as part of the company's "Operation Outreach" program, which gives free airtime to local nonprofit organizations. The cable system aired public service announcements that reached over 190,000 Time Warner Cable customers in San Diego and Coronado.

The efforts and resources of these two generous companies greatly assisted in our accomplishments in 2001, and we look forward to continued success in the future.

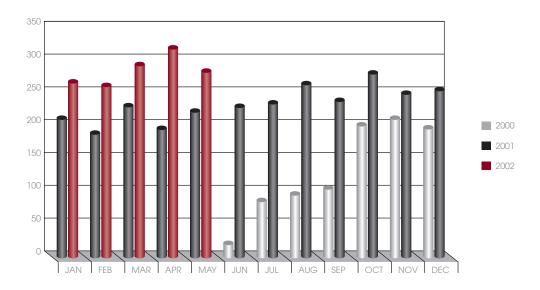




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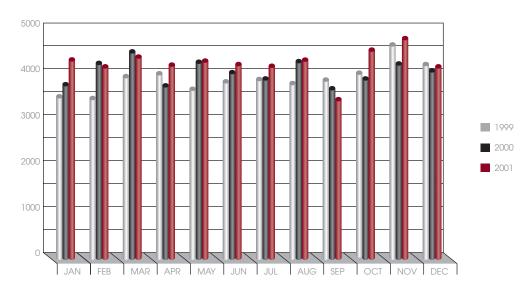
## GROCERY BAG DELIVERIES TO CLIENTS AND AGENCIES

JUNE 2000 - MAY 2002



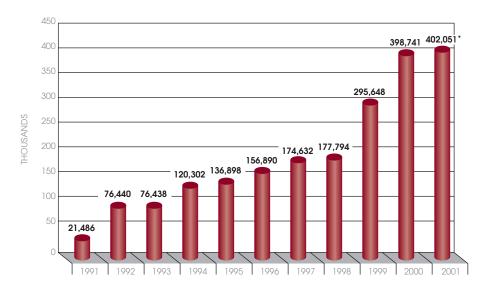
## **VOLUNTEER HOURS**

1999 - 2001



## NUMBER OF MEALS DELIVERED

1991 - 2001



424,051\*\* MEALS IN SAN DIEGO COUNTY IN 2001



## STATEMENT OF FINANCIAL POSITION

As of December 31,	2 0 0 1	2 0 0 0
ASSETS		
Cash and Cash Equivalents	\$886,598	\$336,552
Investments	\$634,376	\$981,460
Prepaid Expenses & Deposits	\$27,987	\$13,909
Grant Contracts Receivable	\$36,992	\$71,770
Inventory	\$24,658	\$3,876
Office & Computer Equipment	\$78,521	\$77,454
Kitchen Equipment	\$99,351	\$96,666
Delivery Van	\$24,808	\$24,808
Leasehold Improvements	\$24,966	\$23,476
Less: Accumulated Depreciation	\$(161,039)	\$(131,404)
Total Assets	\$1,677,218	\$1,498,567
LIABILITIES		
Accounts Payable	\$4,447	\$16,526
Accrued Vacation Payable	\$12,194	\$11,382
Grant Contract Advances	\$25,592	\$9,545
Total Liabilities	\$42,233	\$37,453
NET ASSETS		
Unrestricted	\$1,624,953	\$1,400,211
Temporarily Restricted	\$10,032	\$60,903
Total Net Assets	\$1,634,985	\$1,461,114
TOTAL LIABILITES & NET ASSETS	\$1,677,218	\$1,498,567

## STATEMENT OF ACTIVITIES

As of December 31,	2 0 0 1	2 0 0 0
REVENUE		
Federal C.A.R.E. Act - Ryan White	\$391,856	\$412,850
City & County of San Diego	\$89,938	\$61,440
Individuals	\$652,733	\$499,152
Corporataions and Foundations	\$378,683	\$422,143
Special Events	\$212,458	\$216,061
In-kind Donation	\$127,064	\$816
Interest Income	\$45,865	\$40,670
Total Revenue	\$1,898,597	\$1,653,132
EXPENSES		
Program	\$1,254,104	\$1,070,865
Management and General	\$115,847	\$116,465
Fundraising	\$265,829	\$205,213
Total Expenses	\$1,635,780	\$1,392,543
CHANGE IN NET ASSETS	\$173,871	\$204,470
NET ASSETS, BEGINNING OF YEAR	\$1,461,114	\$1,256,644
NET ASSETS, END OF YEAR	\$1,634,985	\$1,461,114

#### DONATIONS

We gratefully acknowledge the following individuals, corporations, and foundations for their generosity to Mama's Kitchen in 2001. It was a challenging year for us at Mama's, yet you made it possible for us to continue providing much needed nutrition to many in San Diego County who are affected by HIV/AIDS. INDIVIDUAL DONATIONS / \$10,000 - \$24,999 Anonymous / Robert F. & Jean Bartlett / Stephen D. McIntee & Robert Meinzer / Phil & Ann White / \$5000 - \$9,999 Neil C. & Margaret S. Otto / William D. Tench, M.D./ \$2,500-\$4,999 Anonymous / James C. Bingham & William K. M. O'Dell / Stephen & Roberta Edelstein / Ortis Furches & David Henbest / William Hughes & John Davis / Berrie & Edmund Kastner, Jr. / Judy A. Lidstrom / \$1000-\$2499 Anonymous (3) / Chana L. Anderson & Rhonda L. Phelps / Thomas G. Belprez / Donna L. Brooks, MD & Catherine Conheim / Victoria W. Campbell & Martha Campbell / Kathryn P. Cooney & Robin Madlock / Alberto R. Cortes / Steven & Celeste Cowell / Carl E. Crider & Carol L. Clause / Donald J. & Mary D'Amico / Thomas J. D'Amico & Randy Sulzer / Evelynne Davis Curran / Desire R. Igual De Montijo & Manuel A. Silva / Anthony C. Demos / Scott W. Eldredge / Sharon & Steven Elggren / Elizabeth A. George / Edward M. Gergosian & Susan J. Hoekenga / Jerome D. Halloran / Edward S. Hand & Stanley C. Harazim / Louise L. Hay / George & Arlene Hecht / Charles M. & Joan F. Howe / Thomas A. Hunt & Joanne M. Berg / Stacey E. James & Sandy Marciari / Andre Leichtag / Jain Malkin & Stuart Rubin / Laurie Ann Martin / Susan K. Mazza & Arnold La Guardia / Carolyn & Raymond McFarlane / Laurie D. Munday / Jerome V. & Eleanor S. Navarra / Stephen Peter Nedley / Thomas G. & Linda J. Oakley / Kevin M. Poulos & Richard Fisher / Elizabeth A. Powell, C.P.A. & Lynn Adams / Doris Kay & Robert Reed / Phil & Karen Rodgers / Nancy & Ray Sackheim / Margaret Scarpella / D. Barry Simons / Stephen Simpson & Sharon L. Jones / Dennis Stammeyer / Frank Stefano / Robin Mary Stemen / Daniel R. Stephen / Clifford & Pamela Surko / Patty & Jerry Tomlinson / Moses Urbano / Ronald W. Wakefield / Christy & John Walton / Mike C. Ward / Sally Woodward / James Ziegler Advised Fund at the San Diego Foundation / \$500 - \$999 William F. Adamic / Howard A. Allen / Muriel Alpren / Dave Andrews & Clyde Yoshida / Anonymous (3) / Gabriel Arregui / Ronald F. & Iris R. Bird / Roy and Maurene Black / Paula M. Blocker / Arthur Brodshatzer / Gene Burkard / Phil Burns / Marsha and Bill Chandler / Leslie J. Cohen / Susan A. Davies / Thomas & Aurora DePaolis / Todd Dempsey / Peter M. Dragin / Neal Dunn / John & Linda Elder / I. J. & Margaret Engler / Richard D. Farrar / Theo F. Fusby / Edith & David Glassey / Mary & Jay Hanson / Dr. Nan Haugen & Dr. June Scopinich / Rosemary E. Hobbs / Gerald & Ingrid Hoffmeister / Edward E. Hucke / Richard & Ann Jaffe / Sanjay Kumar Jha & Fiona Mackin-Jha / Jeanne Jones / Jennifer A. Kearns, Esq. / C. E. Kee, M.D. / Joseph & Christine Kloberdanz / Melissa Klumph / Dr. & Mrs. Jay and Lael Kovtun / George & Mary Krempl / Jon R. & Linda Kurtin / Eugene M. Lawhon / Joel R. Lehrer & Ed Zinkovich / Sheila & Jeffrey Lipinsky / Inge & Fred J. Marasso, M.D. / Dr. Carla Mathison / E. R. McCandless / Maxine McGann / Robert Michelet / James S. & Randi Moore / Jenny Bateman Mudge Fund of the San Diego Foundation / Dr. James Dickey Nauman / Robert O. Newbury / Janet Nichol / Daniel T. O'Connor, Jr. & Kellie Evans O'Connor / Walter T. Obermeier / Janet M. Olson / Dennis & Joanne Paradise / Jeanette E. Parson / Jane F. Petitmermet / Edward H. Richard & Warren P. Kendrick / Doron E. Rosenthal / Helen Warren Ross / Elena & Kenneth Salsitz / Joerg Sieber / John J. & Judy Berman Silbert / Robert F. & Julia M. Stansell / Karl Steinberg, M.D. & Nathan Rubin / Rich & Gaby Sulpizio / Donita Thompson & Anne Garger / Joanne-Marie Vanderbilt / David H. & Lynda H. Watson / Jeffrey E. White / Elizabeth Workman / Clifford A. & Gillian C. Yudelman / \$250 -\$499 Dr. Kenneth & Cindy Altschuler / Frances & Gerald Anderson / Shirley & Don Androlewicz / Anonymous (5) / John T. Armantrout / Jim T. Arrowsmith / Lyman Avilla & Robert McBride / Brian Babbitt / Antonia Barnhart / Richard & Lizabeth Bartell / Lori & Hunter Baskins / Charles Bates & Donald Carse / James & Frances Beeler / Larry Belt / Jonathan & Sherrie Benumof / Elisabeth & John J. Bergan, MD / Charles A. Bird & Charlotte Soeters Bird / Norman Blachford / Sunni Black & Bill Toone / Helen D. Blackeby / Barbara L. Brietigam / Blaine & Laverne Briggs / Ray & Jocelyn Broemmelsiek / Duane P. Brown & Lyndon Little / Geri Brown / Sandra A. Brue / Nancy R. Buchanan / Art Bunce / Esther J. Burnham / Antoinette J. Caragozian / Jean M. Carlo / Candace M. Carroll & Leonard B. Simon / Rochelle R. Celaya / Diane Clarke / Millard K. Cluff, II / June Collins / George L. & Mary Cory / Alec L. 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Hinrichs / Kit Hoagland / Stephen Hobbs & Susan Nickerson / Dr. Robert & Lois Huxtable / Daniel D. James / Scott M. Johnson / Ronald K. Jones / Roy K. & Barbara S. Jones / Peter T. Karoll, Jr. / James & Jerri Kassner / Wanda & Fred Kaufman / B. D. & Sheri Kelts / Patrick J. Kennedy / Katharine Kharas / Diana M. Khoury / Barbara Stone Kort & Norman Kort / Reinette & Marvin Levine / Elaine Lipinsky / Barry E. LoSasso, M.D. / Raymond Lobecki & Charles A. Higgins, Jr / Cornelia H. Mackey / Nancy A. Marlin & Fred Kolkhorst / Patricia S. McAfee / Dean R. McConkey, II / M.E. McCool / Mary McCormick / Gerald A. McDaniel / Trudie L. McElwain / Harold O. McNeil, Attorney at Law / Patricia & Luis Mendoza / Matthew Midgett / Julie M. Miller / Michael H. Miller & Raul Gonzales / Barry O. Moores, O.D. & Sue Warren Moores / Sara Falk Moser / Mona L. Moughton / Barbara M. Mueller / Becky Muka / Kenneth R. Neely / Susanne Noffz / Sean & Susan O'Brien / Elizabeth A. 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Thon / Susi & Jose Torre-Bueno / John & Cheryl Townsend / Georae & Janet Traver / Thomas & Dorothy Turk / Thurlie & Georae Tyner, Jr., / Peter & Akiko Vaida

Linda E. Van Noy / Robert G. Vater / Ada & Mike Wagenhoffer / Cynthia A. Creek-Watson / Wendy Watts / Carol & Kenneth Weisner / Roger S. Werbeck / Sarah White / Roxanne & Ian Wisenberg / Michael Wolfe / Bill Howard Wood / Marion P. Yakel / Roberta Young / \$100- \$249 Kelly Abbott / Richard Addesso / Sheila Alberts / Harlen G. Alcorn, Ph.D. & Rebecca Alcorn / Miranda Alexander / Katherine Alexander / Adria Allen / Ernest G. & Barbara Andrade / Colleen & Augusto Angelucci / Anonymous (8) / Amy C. & James C. Antoshak / Teedy & Irving Appelbaum / Thomas J. & Carla A. Applegate / Marilyn Armstead / Sally North Asbille & Danny R. Asbille / Martha S. Ashworth / Richard J. Aune / David & Bonnie Austin / Dr. Don Bacigalupi / Evan & Doris Bailey / Jonathan Bailey & Triton Klugh / Steven Baranek / William & Cathleen Barnier / Robert W. Bartlett / Hazel A. Beck / Anthea Beletsis & Gary Danielsen / Kimberly & William Belfour / Donald G. Bellisario / Richard H. & Lucia N. 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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.

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