

ANNUAL REPORT 2019

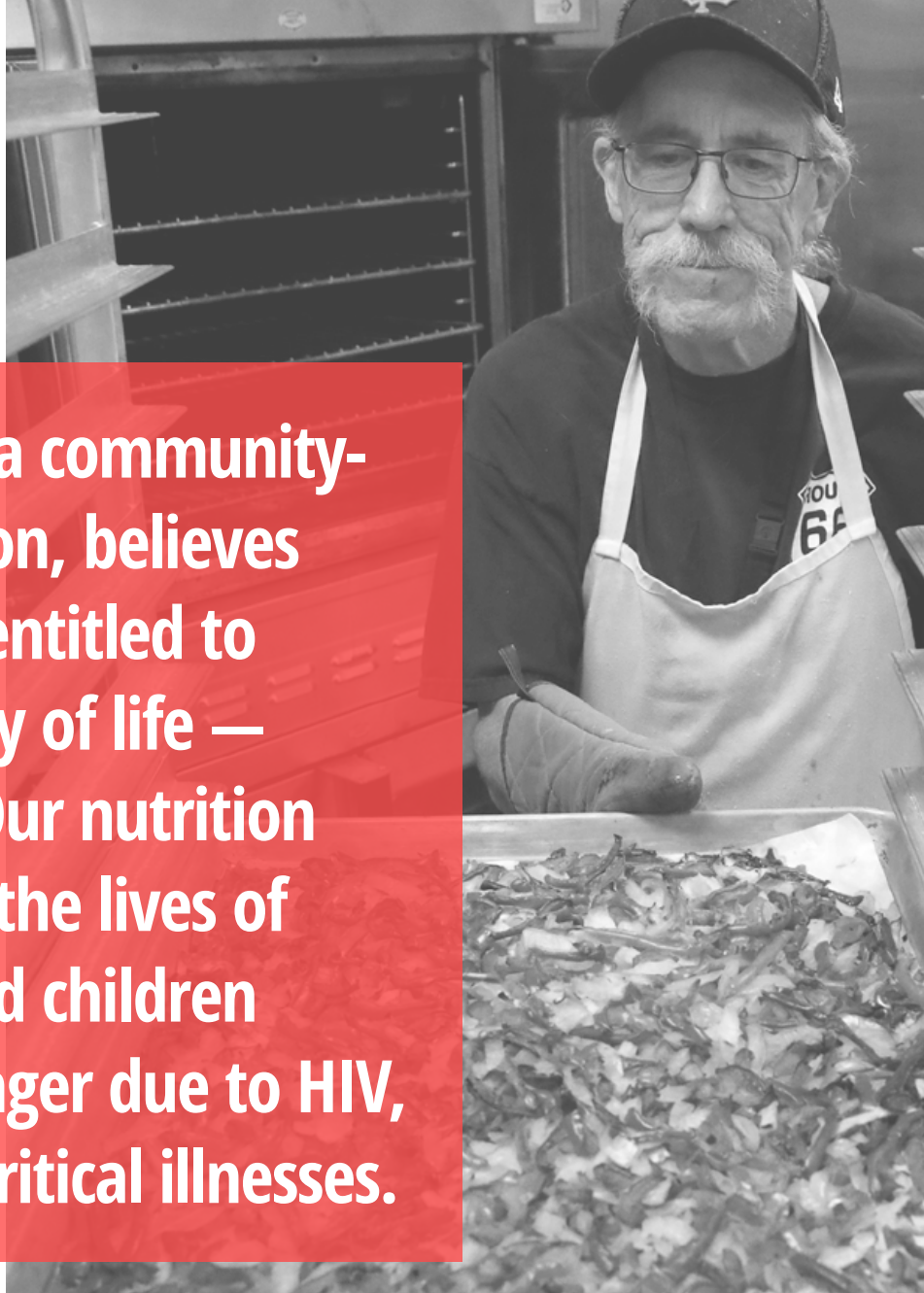
mama's kitchen

FISCAL YEAR JULY 1, 2018
THROUGH JUNE 30, 2019



OUR MISSION

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.



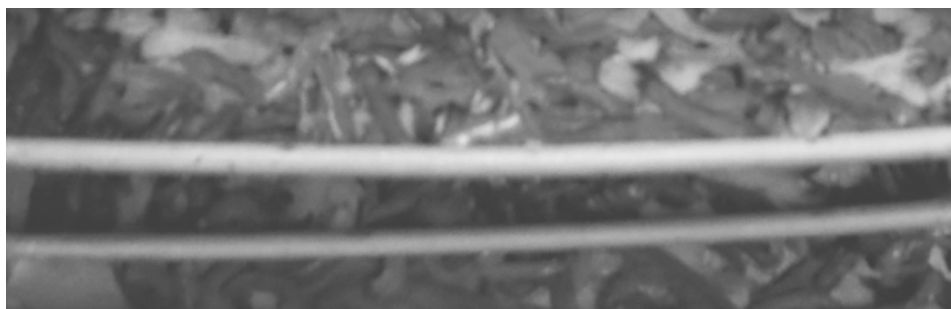
♥ OUR VISION FOR THE FUTURE

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 home-delivered medically tailored meals, food pantry service and nutrition education, all at no cost to clients.





Alberto Cortés | Chief Executive Officer Tim Rourke | Board President

A MESSAGE FROM OUR CHIEF EXECUTIVE OFFICER AND BOARD PRESIDENT

“The 2019 fiscal year provided historic growth for Mama’s Kitchen.”

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.


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.

OUR IMPACT

Home-Delivered Meal Service



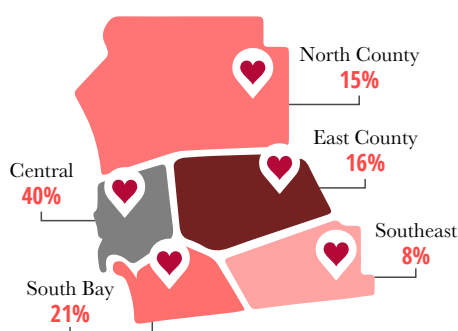
HOME-DELIVERED MEAL SERVICE provides three meals a day, plus healthy snacks, 7 days a week and offers 17 different meal plans to accommodate dietary restrictions and preferences. This fiscal year, Mama's Kitchen added a new Pilot Type 2 Diabetes Nutrition Program.

Number of Meals Served by Program

212,526	3,969
HIV Nutrition Program	Congestive Heart Failure Nutrition Program
138,591	10,866
Cancer Nutrition Program	MediCal Pilot Program
35,226	2,514
Children's Nutrition Program	Diabetes Nutrition Program

Children's meals are also included in the totals for the HIV and Cancer Nutrition Programs, based on their parents' diagnosis.

Number of Meals Served by Area



Mama's Pantry



MAMA'S PANTRY offers monthly access to low-income, HIV+ individuals, to choose produce, lean meats, eggs and dairy, refrigerated goods, dry goods, and canned items to best meet their health needs.

668
Pantry clients
4,547
Pantry Visits
95,487
Pantry Meal Equivalents

Emergency Food Program



EMERGENCY FOOD 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 clients facing an emergent crisis.

347
Emergency Food Assistance Program Bags Distributed
7,287
Meal equivalents

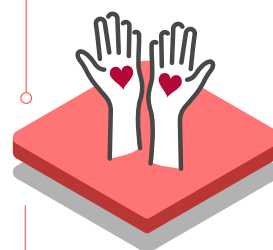
Medical Nutrition Therapy



MEDICAL NUTRITION THERAPY partners our HIV+ clients with our Registered Dietitian to learn tangible ways to use nutrition to achieve their best possible health outcomes.

139
Medical Nutrition Therapy clients
279
Medical Nutrition Therapy sessions

Volunteers



1,198	48
total volunteers	total number of corporate volunteer groups
31,152	150,072
total volunteer hours donated	volunteer miles driven
\$87,042	\$933,002
value of miles driven (Value based on the IRS Mileage Reimbursement Rate = \$0.58 Source IRS business rate)	value of donated hours (Value based on California Volunteer Time Valuation = \$29.95 per hour Source 2018 data The Independent Sector)

2019
by the numbers

1,624
total number of clients served across all programs

\$1,020,044
total value of volunteer contributions

368,498
total number of meals served through Home-Delivered Meal Service

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**



“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!”

FINANCIAL STATEMENT

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).

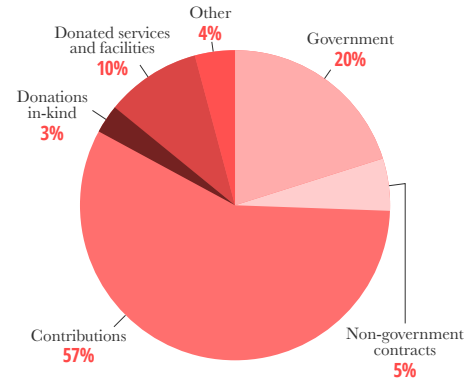
REVENUE, GAINS AND OTHER SUPPORT

	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 Diego grant	\$100,000	\$89,812
CDGB of Vista grant	\$15,000	\$10,000
Non-government contracts	\$207,596	
Contributions	\$2,188,171	\$1,631,216
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	\$2,956,720

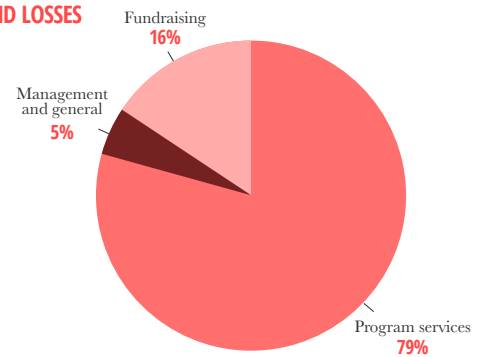
EXPENSES AND LOSSES

Program services	\$2,356,933	\$2,237,069
Social enterprise		
Management and general	\$148,319	\$149,216
Fundraising	\$463,505	\$475,719
TOTAL EXPENSES AND LOSSES	\$2,968,757	\$2,862,004
CHANGE IN NET ASSETS	\$844,761	\$94,716

REVENUE, GAINS AND OTHER SUPPORT



EXPENSES AND LOSSES



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
(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	\$4,268,261	\$3,872,327

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
Care1st
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
Cyril Reinicke
Daniel Potter
David Friedman
David Gillasp
Donna Mulcahy
Eileen Marks
Elayne Berman
Federico Montes
Gary Hess
Gilbert Field
Gisela Muller
Gregory Lommen
Hui Bau
Irene Galarneau
Janet Dixon
Jim Wong
Joel Gerber
Jorge Orozco
Karen Schuldis

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 Cory
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 Bellingher
Steven Rios
Stu Strebig
Teri Tucker
Terri French
Thomas DeFay
Tien Nguyen
Tyler Ly
Ursula McGowan
Victor Gonzales
Zach Barmack





OUR TEAM

BOARD OF DIRECTORS

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Kevin Atto
Vice-President

Scott Walls
Treasurer

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Secretary

Andrew Rosenberg
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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.



mama'skitchen

3960 Home Avenue, San Diego, CA 92105
PHONE (619) 233 - 6262 **FAX** (619) 233 - 6283
mamaskitchen.org