

ANNUAL REPORT

mama's kitchen

2021

JULY 1, 2020 THROUGH JUNE 30, 2021





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 and families 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, food pantry service and nutrition education, all at no cost to clients.

A MESSAGE FROM OUR CHIEF EXECUTIVE OFFICER AND BOARD PRESIDENT

The 2020-2021 fiscal year was unlike any other year for Mama's Kitchen, marked by celebration, challenges, and new beginnings.

CELEBRATIONS

Since 1990, Mama's Kitchen has been dedicated to providing nutrition for our community's critically ill and in September 2020, we celebrated our 30th anniversary as an established nonprofit organization. Following the example set before us by our founders, who at first served the HIV/AIDS community, we have committed the last 30 years to expanding our mission scope to support more populations of critically ill community members. Today, we serve clients battling HIV/AIDS, cancer, diabetes, heart disease, and chronic kidney disease and each year we strive to learn and explore ways in which we can continue to grow.

In celebration of our 30th anniversary, we challenged our supporters to raise enough donations in 30 days to fund 30,000 meals. Together, we successfully raised \$74,215, equating to 29,686 meals! Our supporters' generosity made nutritious meals accessible to the most vulnerable members of our community and made the difference for the 2,000 people in need of our help during the pandemic.



Alberto Cortés
Chief Executive Officer



Michelle Jahn
Board President

In August 2020, we received a grant from the Cushman Foundation to expand our mission scope to serve clients with chronic kidney disease, adding a 5th critical illness to our range. Initially, we predicted serving 15 people in the first year of the program, but by August 2021, we had served 92 clients, a testament to the need for this service in our community.

MILESTONES

In January 2021, as a second wave in the COVID-19 pandemic increased cases county-wide, Mama's Kitchen made the difficult decision to pause all on-site kitchen and staging volunteer support. For the first time in our 30-year history, our meal preparation and on-site operations were forced to be completed without volunteer support. Our small but mighty team of 30 staff members banded together to ensure every meal was prepared and plated and every client phone call was answered. While we consider this to be an unconventional milestone, it certainly was one for the books. On March 30, 2021, we delivered our 10 millionth meal since our founding in 1990. Mayor Todd Gloria and I had the honor of delivering this special meal to Mama's Kitchen client Jimmy Go, a Skyline Hills resident and retired respiratory therapist who's used our service since 2019. On that day, we received dozens of special messages from our elected officials, corporate partners, and supporters like you, who joined us in celebrating the

tens of thousands of critically ill people helped through our nutritious food.

NEW BEGINNINGS

Our commitment to helping our critically ill neighbors through medically tailored nutrition is also a commitment to advancing the science and research that supports this medical intervention. In 2021 Mama's Kitchen began our first research project with Scripps Research Institute. This research will assess the impact of medically tailored nutrition for individuals with congestive heart failure. This scientific evidence can support additional opportunities for partnership and funding of future projects. We look forward to advancing the mission of Mama's Kitchen through our daily work and contributions to research.

Thank you for your continued generous support of Mama's Kitchen. You help move our mission forward by helping us respond to the needs of our critically ill community members. Each year, your encouragement allows us to imagine a community in which all people living with critical illness are no longer vulnerable to malnutrition and hunger.

WE ARE TRULY GRATEFUL.

Alberto Cortés | Chief Executive Officer

Michelle Jahn | 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.

The Home-Delivered Meal Service breaks down barriers to healthy nutrition by preparing and delivering medically tailored meals to individuals and families vulnerable to malnutrition due to HIV, cancer, and other critical illnesses. Our meals allow clients to strengthen their immune systems, improve adherence to treatment, reduce complications and hospitalizations, and improve quality of life. The Home-Delivered Meal Service 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.

NUTRITION EDUCATION

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

Nutrition Education is an important component of our 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 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 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.*

A close-up photograph of a woman and a young girl. The woman is on the left, smiling and looking towards the girl. The girl is on the right, smiling broadly at the camera. They are both looking happy and healthy.

OUR CLIENTS

♥ **"Mama's Kitchen has helped me stay alive! The meals have brought me peace and relief. It has taken a burden off my shoulders and provided for my child. The meals are very helpful, they keep me safe at home as I'm restoring my immune system. The staff and drivers are wonderful, kind, helpful and compassionate. Thank you!"**

YESENIA
HOME-DELIVERED MEAL PROGRAM

♥ "I truly appreciate the no-salt meals, filled with fruits and vegetables. Thanks to Mama's Kitchen bringing me nutritious food, my blood sugar level has stabilized."

MARVIN
CONGESTIVE HEART FAILURE
PILOT PROGRAM

♥ "I've been fighting cancer for eight years. Without Mama's Kitchen, I wouldn't be able to purchase the food I need to follow the diet my doctor recommends. After I pay my rent and bills, I hardly have enough to buy basics like toothpaste - there's not much left over for food. I love the meals I receive - especially the meatballs!"

ROSA
CANCER NUTRITION PROGRAM

♥ "With Mama's Kitchen, I have the peace of mind that I'll have the food I need. I was too thin before but now I have energy to do my daily activities around the house, and I am sleeping better. I feel much healthier with these nutritious meals."

DEREK
HIV NUTRITION PROGRAM

OUR MILESTONES



Mama's Kitchen Completes Diabetes Pilot Program Evaluation

Every day, we witness the importance of our work as we deliver healthy meals to critically ill San Diegans in need.

But beyond the "thank you's" and stories of renewed health, Mama's Kitchen is dedicated to measuring the deeper impact of our services on our clients' health and our community.

With this priority, Mama's Kitchen set out to do an in-depth evaluation of our Diabetes Nutrition Program.

DIABETES PILOT CLIENTS SEE 85% REDUCTION IN ER VISITS

In October 2019, Mama's Kitchen launched our two-year Diabetes Nutrition Pilot Program. As with our other Home-Delivered Meal Service programs, the diabetes pilot aimed to prevent complications and disease progression. With an estimated 9.4% of San Diego County adults living with type 2 diabetes, which is also ranked as the county's seventh leading cause of death, this pilot had important potential to help thousands of community members.

During the Pilot, we provided more than 90,000 meals to 299 San Diego County residents experiencing type 2 diabetes, with half of these individuals being insulin treated.

To measure the impact and effectiveness of the pilot, Mama's Kitchen commissioned The Caster Center for Nonprofit and Philanthropic Research at the University of San Diego to conduct a third-party evaluation.

We are thrilled to share the positive findings from this evaluation.

FINDINGS FROM OUR DIABETES PILOT PROGRAM SHOWED

29% REDUCTION

in A1C (with an average percent change of 2.5)

85% REDUCTION

in ER visits

70% REDUCTION

in hospital admissions

77% DECREASE

in number of days admitted to hospital

9% INCREASE

in frequency of checking blood sugar

28% INCREASE

in physical activity

With these positive outcomes, Mama's Kitchen has made the Diabetes Nutrition Program a permanent part of our Home-Delivered Meal Service and will continue to change the lives of San Diegans with type 2 diabetes through nutrition intervention.

OUR IMPACT

Fiscal year
2021

1,981

total number of unique clients served across all programs

599,938

total number of meals served through Home-Delivered Meal Service

\$1,041,501

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.

1,880

total number of unique clients



Number of Meals Served by Program

271,131

HIV Nutrition Program*

172,371

Cancer Nutrition Program

32,163

Children's Nutrition Program**

32,232

Congestive Heart Failure Nutrition Program

14,319

MediCal Congestive Heart Failure Pilot Program

21,972

Chronic Kidney Disease Nutrition Program

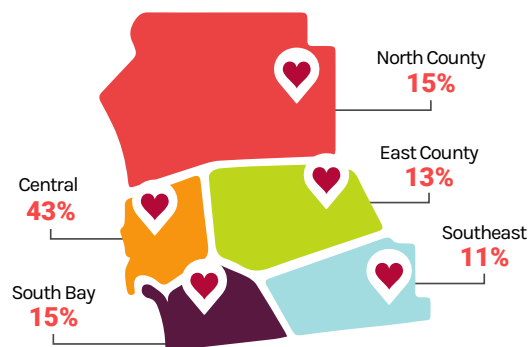
79,503

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 & PANTRY SERVICE*



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.

93

Emergency Food Assistance Program Clients

715

Emergency Food Assistance Program Bags Distributed

*Pantry was closed due to COVID between [DATES PANTRY WAS CLOSED]

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.

1,012

Nutrition Education clients

885

Nutrition Education sessions

VOLUNTEERS



623

total volunteers

26,850

total volunteer hours donated

\$920,429

value of donated hours
(Value based on California Volunteer Time Valuation = \$33.61 per hour, Source The Independent Sector)

210,560

total volunteer miles driven

24

total number of corporate volunteer groups (74 volunteers)

\$121,072

value of miles driven
(Value based on the IRS Mileage Reimbursement Rate = \$0.56 Source IRS business rate)

FINANCIAL STATEMENT

STATEMENT OF ACTIVITIES

For the period of July 1, 2020 - June 30, 2021 (with comparative totals for the period of July 1, 2019 - June 30, 2020)

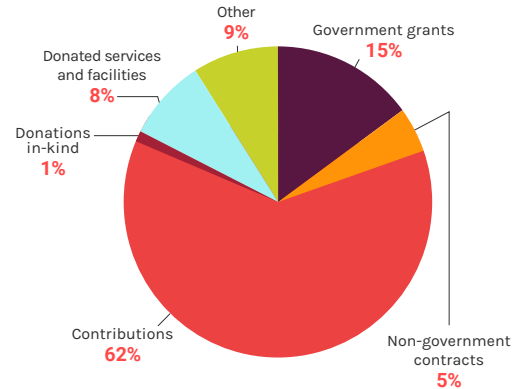
REVENUE, GAINS AND OTHER SUPPORT

	2021	2020
County of San Diego - Ryan White	\$628,831	\$557,222
County of San Diego - HOPWA	\$237,388	\$178,642
CDBG City of San Diego Grant	\$89,561	\$125,000
CDBG of Vista grant	\$68,000	\$15,750
Non-government contracts	\$326,239	\$323,007
Contributions	\$4,278,385	\$3,746,741
Capital projects - net of discount	\$150	\$1,150
Donations in-kind	\$78,247	\$55,145
Donated services and facilities	\$581,092	\$374,857
Special Events, net of direct expenses	(\$26,597)	(\$20,970)
Gain on sale of assets	—	—
PPP Loan	\$191,500	—
Investment income	\$67,474	\$47,236
Net realized and unrealized gain on investment	\$382,151	\$25,002
TOTAL REVENUES, GAINS AND OTHER SUPPORT	\$6,902,422	\$5,428,782

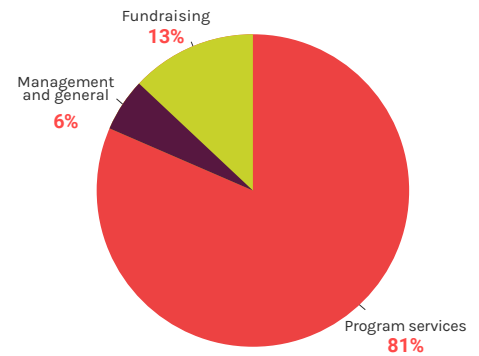
EXPENSES AND LOSSES

Program services	\$3,526,212	\$3,062,769
Management and general	\$239,161	\$165,433
Fundraising	\$567,903	\$418,547
TOTAL EXPENSES AND LOSSES	\$4,333,276	\$3,646,749
CHANGE IN NET ASSETS	\$2,569,145	\$1,782,033

REVENUE, GAINS AND OTHER SUPPORT



EXPENSES AND LOSSES



STATEMENT OF FINANCIAL POSITION

As of June 30, 2021
(with comparative totals for June 30, 2020)

ASSETS	2021	2020
Cash and cash equivalents	\$601,424	\$2,069,024
Investments	\$5,408,204	\$1,725,937
Accounts Receivable - net	\$355,843	\$271,160
Inventories	\$100,482	\$39,260
Prepaid expenses and other	\$27,133	\$41,034
Pledges receivable - net - current portion	\$4,091	\$4,241
TOTAL CURRENT ASSETS	\$6,497,177	\$4,150,656
Long-term Investments	\$44,281	\$40,476
Deposits	\$129,491	\$6,000
Property and equipment - net	\$1,650,832	\$1,732,132
Other assets - net	\$149,496	\$153,933
TOTAL ASSETS	\$8,471,277	\$6,083,197

STATEMENT OF FINANCIAL POSITION

As of June 30, 2021
(with comparative totals for June 30, 2020)

LIABILITIES	2021	2020
Accounts payable and accrued expenses	\$232,968	\$222,533
TOTAL CURRENT LIABILITIES	\$232,968	\$222,533
Long-term debt	—	\$191,500
TOTAL LIABILITIES	\$232,968	\$414,033
NET ASSETS	2021	2020
Without donor restrictions	\$8,122,528	\$5,485,919
With donor restrictions	\$115,781	\$183,245
TOTAL NET ASSETS	\$8,238,309	\$5,669,164
TOTAL LIABILITIES AND NET ASSETS	\$8,471,277	\$6,083,197

OUR DONORS

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

♥ \$100,000+

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