

mama's kitchen

# ANNUAL REPORT 2025

Fiscal Year July 1, 2024,  
Through June 30, 2025



# ABOUT MAMA'S KITCHEN

SERVING SAN DIEGO SINCE 1990

Mama's Kitchen is a community-based nonprofit organization that provides medically tailored meals and nutrition education for individuals affected by HIV, cancer, type 2 diabetes, heart disease, and kidney disease.

With the help of hundreds of volunteers, we deliver more than 800,000 meals each year - more than any other nonprofit in San Diego County. We are proud to be the region's largest provider of delivered meals and the only local organization offering medically tailored meals.



## 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

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

## OUR SERVICES

### ♥ **Medically Tailored Meal Service**

Provides **three daily, no-cost medically tailored meals**, seven days a week, for critically ill individuals who are too ill to cook or shop for themselves. Each meal is designed by registered dietitians to meet the clients' medical needs.

### ♥ **Medical Nutrition Therapy**

Provides clients with **one-on-one nutrition education sessions** with one of our registered dietitians. These sessions provide clients with crucial knowledge such as how to use nutrition to manage their diagnosis and increase treatment response and how to read nutrition labels.

### ♥ **Emergency Food Bag Assistance**

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

## A MESSAGE FROM OUR BOARD PRESIDENT AND CHIEF EXECUTIVE OFFICER

The 2024–2025 fiscal year marked a period of meaningful growth paired with unprecedented challenges for Mama's Kitchen. While the year was defined by strategic advancements, expanded capacity, and new opportunities to deepen our impact across San Diego County, threats to federal funding and social service programs brought looming concerns for the future.

As demand for our services has surged over the past five years, we recognized the importance of investing in the infrastructure and systems needed to scale our operations. This year, those priorities translated into significant achievements that strengthened our ability to serve more individuals with greater efficiency and impact.

### Transformative Kitchen Enhancements

This year, Mama's Kitchen was able to complete two long-anticipated kitchen equipment upgrades: an advanced tray-sealing machine and a commercial Combi Oven. Prior to these investments, our ovens and packaging equipment were operating at full capacity, limiting our ability to cook and package medically tailored meals at the scale required to meet growing demand. For years, our culinary team relied on two leased Oliver Tray Sealing Machines, each capable of sealing only 20 meals per minute. Packaging more than 15,000 meals per week required extended kitchen hours and significant volunteer support.

With new funding from the California Department of Healthcare Services and the County of San Diego, we purchased an advanced Point Five Tray Sealing Machine capable of sealing 60 meals per minute. This equipment has drastically increased efficiency while reducing labor demands, tray costs, and reliance on volunteers.

Additionally, support from the California Department of Healthcare Services and the Parker Foundation enabled the purchase of a commercial Combi Oven, increasing our cooking capacity by 160%. This new oven, capable of holding twenty full sheet pans, expanded our total capacity to thirty-two sheet pans, a critical improvement as we prepare more than 8,000 lbs. of fresh vegetables each week!

### Supporting Our Seniors

In August 2024, Mama's Kitchen became San Diego County's only contracted provider of medically tailored meals for its Older Californians Nutrition Program (OCNP). With more than 60% of our clients over age 60—and with seniors

experiencing higher rates of chronic and critical health conditions—this contract expands access for seniors in need.

### Piloting for the Future

This year, Mama's Kitchen also secured American Rescue Plan Act funding to launch a shipped meal pilot. The one-year pilot, which concluded in December 2024, tested the feasibility of shipping meals to communities beyond the reach of our current delivery routes. While designed as a limited trial, the pilot provided valuable insight into the systems, protocols, and unique needs associated with serving rural communities. Additional details about this initiative can be found later in this report.

### Ensuring Our Resilience

In May 2025, shortly after the Big Beautiful Bill was introduced with significant budget cuts that would impact Mama's Kitchen, we received our first notice of cancelled funding – the cancellation of our Housing Opportunities for Persons with AIDS (HOPWA) contract, a loss of \$615,000 over the next three years. To safeguard our programs and ensure our sustainability, we launched the Mama's Kitchen Resiliency Fund on May 22, with a goal of raising \$1 million. The fund is a forward-looking investment to ensure we can continue serving our clients – without disruption and without compromise – no matter the challenges ahead.

Your support makes a meaningful difference every single day. Because of you, Mama's Kitchen continues to respond to rising needs while ensuring that nutritious medically tailored meals reach those who rely on them.

Thank you for being an essential part of this work. We are deeply grateful and look forward to what we can accomplish together in the coming year.



*Eva Matthews*

**Eva Matthews**  
Chief Executive Officer



*Jeannie L. Posner*

**Jeannie Posner**  
Board President

# WHAT IS A MEDICALLY TAILORED MEAL?

With decades of experience caring for critically ill individuals, Mama's Kitchen knows firsthand the value of proper nutrition in the treatment of those with critical and chronic illnesses. Today, we are San Diego's only nonprofit provider of medically tailored meals (MTM) and our organization is proud to have played a significant role in progressing the movement of MTM and Food is Medicine across the nation.

## What Makes a Meal "Medically Tailored"?

MTMs are meals specifically tailored by a registered dietitian to an individual's medical diagnosis, symptoms, medication interactions, and overall health needs. They go beyond what is considered generally healthy eating to support disease-specific nutritional needs.

Kidney disease exemplifies the complexity of nutritional needs and restrictions for a critical diagnosis. Someone with stages 3-4 kidney disease may be recommended to limit protein to avoid overworking and further damaging the kidneys. But once a patient reaches end-stage renal disease and begins dialysis, their protein needs increase significantly to replace what is lost during dialysis treatment. MTMs adapt to these shifting requirements, helping clients improve treatment response, strength, and overall health.

While most U.S. food assistance programs focus on food insecurity, medically tailored meals address **nutrition insecurity** and **medical necessity**. MTMs are different: Mama's Kitchen's registered dietitian nutritionists design these meals according to clinical guidelines to meet the needs of people whose conditions require highly specialized diets.

## Why Medically Tailored Meals Matter

MTMs don't just improve individual health – they strengthen community health outcomes. Live Well San Diego identifies poor diet as a key contributor to the four leading causes of death



in San Diego: cancer, heart disease, diabetes, and lung disease. For individuals already facing serious illness, nutrition insecurity compounds every challenge. Pain, fatigue, treatment side effects, and financial hardship from healthcare costs make it harder to access nutritious food. In turn, poor nutrition worsens illness and makes disease management more difficult.

Diabetes illustrates this challenge clearly. Many people experience a pattern of hospitalizations for diabetes-related complications, making progress in the hospital, but then struggling to sustain that progress once home. Research shows that MTMs can break this cycle: among people with type 2 diabetes, MTMs reduced hospital admissions by 50%, shortened hospital stays by 37%, and increased the likelihood of being discharged home rather than to a costly nursing facility.

## The Impact of Mama's Kitchen

Mama's Kitchen's Medically Tailored Meal Service has home delivered more than 13 million meals and has impacted tens of thousands of individuals and families throughout San Diego. Medically tailored meals are a cost-effective service that promotes health equity, reduces expensive healthcare utilization, and improves quality of life for those facing serious illness – carrying forward our founding belief that nutritious food is a life-saving medical intervention.

# INCREASING CAPACITY THROUGH NEW INNOVATION

This last fiscal year brought big changes to our kitchen that drastically improved the efficiency in which we cook and prepare our meals. We purchased a new tray sealing machine, a new oven, and invested in more local and sustainable products which have helped position us to better serve San Diego for years to come.

## Local Products

In February of 2024, we began working with more family owned, local distributors, that give us more access to otherwise inaccessible foods. Some items include new vegetable offerings like rainbow carrots, locally made tempeh, and scratch-made tortillas from a family owned and operated tortilleria. With the ability to source more local items and a larger catalog of fresh ingredients available, we quickly designed new recipes and improved classics to be more supportive of our local farmers and distributors.

## New Tray Machine

As demand for our services has increased over the last five years, a new tray sealing machine quickly rose to the top of our “need to have” list. Our previous machine was small and had limited capacity to reliably support our growing client base. This equipment was also leased, which locked us into using one type of tray that had inconsistent and unexpected price hikes each year.

In August of 2024, this purchase was made possible through a generous grant from the California Department of Healthcare Services and the California Department of Aging.

Our new tray sealing machine features an automatic tray counter and dispenser, two sealing lines that can hold 24 trays at a time, and a self-labeling feature. In short, this technology triples our output and has already helped us in plating close to 900,000 meals this fiscal year.

The purchase of our own machine also allows us to work directly with distributors to ensure that we get the best tray pricing available.

## New Combi Oven

We have also recently received grant funding that allowed for the purchase of a new oven that is drastically improving our services and the quality of our meals. It has been the talk of the kitchen since it was installed because it's more than just an oven, it's a smart oven.

Our new iCombi Pro can cook, steam, roast, grill, or even bake high volumes of food with precise control. Previously, our main ovens had heat spots and cooked inconsistently, which required much more hands-on attention.

This oven automatically detects food-specific needs and makes intelligent adjustments, giving us consistent, perfect results every time. If the oven detects an ingredient is becoming too dry during the roasting process, it adds steam. This has resulted in juicier chicken, crisper vegetables, and less oversight from staff. If that wasn't enough, it also has more capacity and a higher max temperature, allowing us to cook more efficiently.



# MAMA'S KITCHEN'S LAUNCHES NEW SHIPPED MEAL PILOT

In December 2023, Mama's Kitchen launched a 12-month Shipped Meal Pilot Program to test a new delivery method to reach rural and remote areas of San Diego County that are currently beyond the reach of our volunteer and staff delivery routes. This initiative was made possible through a grant from the **County of San Diego Health and Human Services Agency's Public Health Services**, administered by the **San Diego Foundation**.

During the pilot year, we enrolled 55 clients across eastern areas, including Alpine, Borrego Springs, Campo, Dulzura, and Descanso.

## What Do "Shipped Meals" Look Like?

Clients in the Shipped Meal Pilot received the same medically tailored meals as our home-delivered program. However, these meals were freshly prepared, then frozen for food safety and quality, and delivered in temperature-controlled shipping boxes. Deliveries occurred once per week, rather than twice weekly, and were paired with nutrition education sessions led by Mama's Kitchen registered dietitians.

The Shipped Meal Pilot concluded in December 2024 and demonstrated promising results. 58% of pilot participants reported fewer hospital admissions or ER visits, and 32% of clients received positive feedback from their doctor about their improved health.

## Looking Ahead

As demand for our service continues to grow, so do requests from rural communities, as well as from farther-reaching areas within our delivery territory, including Escondido, Oceanside, Chula Vista, and El Cajon.

It is our mission to support all individuals battling critical illness in San Diego and we are grateful that we had the opportunity to test a groundbreaking solution. While we are not currently implementing shipped meals as a permanent delivery model, we will continue to evaluate our capacity and identify possible financial resources that would allow us to expand our service reach and better reach those who have less access.

Over the past two years, Mama's Kitchen has proactively expanded our home-delivery methods, including the addition of staff delivery drivers, two electric delivery vehicles, and a refrigerated van that delivers to more than 60 clients each delivery day. This forward-thinking approach has allowed us to increase our capacity and provide healing nutrition to the communities who need it most.



# ADDITIONAL SUPPORT FOR OUR SENIORS

Did you know seniors represent **65% of Mama's Kitchen clients**? Meeting the nutritional needs of critically ill seniors is essential to our mission and a long-standing strength of Mama's Kitchen. While seniors already account for the majority of our clients, San Diego's senior population is rapidly growing, with the number of residents age 60+ increasing 43% to a population of 910,000 by 2030.

In **August 2024**, Mama's Kitchen secured funding through the **Older California's Nutrition Program (OCNP)**, administered under the Older Americans Act and distributed by the County of San Diego Aging and Independence Services. This multi-year contract and funding provides more sustainable revenue for our current senior clients and allows us to prepare to serve even more homebound seniors living with serious illness in the future. The OCNP program's goal - to reduce hunger, food insecurity, and malnutrition among older adults - closely aligns with Mama's Kitchen's mission and expertise.

**While we brought decades of experience serving seniors, implementing a new program also presented opportunities for learning and growth.**

While the OCNP program provides parameters for "healthy" meals, they were not accustomed to the specific needs for medically complex diets such as renal nutrition. Launching our OCNP program required our culinary and registered dietitian teams to work closely with OCNP administration for our menus to receive approval. Thanks to Mama's Kitchen's feedback, contract guidelines were updated to allow for reimbursement of medically tailored meals, instead of just a one-size-fits-all "healthy" diet. This was critical for our clients and for our community.

Within six months, our menu and recipes were successfully approved to receive reimbursement for up to two **medically tailored meals per day** for OCNP-eligible senior clients. This achievement reflects our ability to expand access for

more homebound seniors while maintaining the integrity, clinical focus, and high quality that define Mama's Kitchen's services.



## One of those clients is Ariel.

When Ariel first enrolled with Mama's Kitchen, she was experiencing significant mobility challenges, including difficulty transferring in and out of a chair, shopping, and accessing transportation. She was also struggling to manage her diabetes.

In addition to receiving three medically tailored meals each day, Ariel participated in Mama's Kitchen's nutrition education program, meeting monthly with a registered dietitian for three months. For the first time in more than ten years of living with diabetes, Ariel received individualized nutrition education tailored to her condition. Her dietitian reviewed how different types of carbohydrates affect blood sugars, and the importance of balanced meals, whole grains, and fiber. Ariel shared that the information was insightful and empowering, and she reported significant improvements in her blood sugar levels.

In our first year of OCNP service, Mama's Kitchen **served 354 senior clients through the delivery of 176,934 medically tailored meals**. We anticipate serving even more seniors through the program next fiscal year.

# ENSURING A RESILIENT FUTURE



In May 2025, proposed federal budget cuts and policy changes, including cuts to Medi-Cal and the elimination of multiple federal grant programs, signaled significant threats to the stability of nutrition and health services across the country. These proposals would have a direct and serious impact on Mama's Kitchen's ability to deliver medically tailored meals to San Diegans facing critical illness.

That same month, Mama's Kitchen received notice that one of our largest County contracts that originate with federal funding, the Housing Opportunities for Persons With AIDS (HOPWA) program, had been cancelled for the next three years, resulting in a projected total loss of \$615,000 in essential program support.

**In response, on May 22, 2025, Mama's Kitchen announced the Resiliency Fund, with a goal of raising \$1 million to protect our programs, safeguard uninterrupted services for our clients, and strengthen our long-term sustainability amid growing public funding uncertainty.**

This marked the first fund of its kind for Mama's Kitchen's history. While we established our Emergency Response Fund during the COVID-19 pandemic to address surging demand, rising food costs, and volunteer disruptions, the Resiliency Fund was created to proactively address the unprecedented risk of large-scale, long-term funding reductions.

With 42% of our funding originating from federal grants and Medi-Cal reimbursements, sustained cuts could jeopardize the delivery of up to 400,000 meals and care for 1,300 individuals annually. At the same time, cuts to programs like Medi-Cal, Veteran Affairs, and nutrition and housing assistance programs are expected to increase demand for Mama's Kitchen's services, particularly among those with critical illness and limited access to care.

The COVID pandemic demonstrated how quickly reduced access to care, paired with inflation and economic instability, can deepen health disparities for underserved communities. The challenges ahead reflect similar warning signs and underscore the importance of preparation.

Through the Resiliency Fund, Mama's Kitchen has called on our community of supporters to help ensure there is no disruption in service for the people who depend on us. Funds raised will help stabilize operations, maintain medically tailored meal delivery, and preserve the integrity of San Diego's largest home-delivered meal provider and only scratch-made medically tailored meal program.

We will continue raising support for the Resiliency Fund into the next fiscal year, as we prepare for the long-term impacts of evolving federal and state changes, remaining steadfast in our commitment to resilience, transparency, and care for our most vulnerable neighbors.

# MORE THAN A MEAL: HOW WE CALCULATE IMPACT

For Mama's Kitchen, impact is not measured by volume alone. While we are proud to report on the astounding number of meals we deliver and the clients we serve each year, we recognize that these metrics only tell part of the story. What matters most is whether our meals make a difference — improving health, supporting treatment plans, and helping clients feel stronger, more stable, and better able to manage their conditions.

Medically tailored meals are designed to be an intervention, not just a service. That is why tracking health-related outcomes is central to our work. We closely monitor how our meals affect clients' well-being.

We collect feedback from clients and referral partners — and both play a critical role in our process. Together, these perspectives provide a more meaningful picture of the impact our services provide.

## What Our Referral Partners Shared This Year:

- 86%** reported their patients have moved towards a healthy weight since starting Mama's Kitchen's service
- 31%** reported their patients increased medication adherence since starting Mama's Kitchen's service
- 70%** reported their patients decreased hospitalizations since starting Mama's Kitchen's service

"The renal friendly meals are so beneficial for my patients on dialysis. They help them adjust to the complex renal diet given that their diet requirements have just changed from what they might have been used to for years."

- Referral Partner

"Mama's Kitchen has provided my patients with reliable nutrition so they can complete their cancer treatments and maintain their weight and strength."

- Referral Partner

## What Our Clients Shared This Year:

- 96%** of responding clients improved or maintained their health
- 94%** reported the meals helped them take their medication correctly
- 89%** reported improved weight
- 86%** reported fewer ER visits or hospitalizations
- 95%** reported they haven't had to worry about having enough food
- 84%** reported they were able to increase their consumption of fruits, vegetables, and whole grains

"Mama's Kitchen's meals have improved my health significantly. My ER visits have dropped dramatically and my weight has stabilized."

- Mama's Kitchen Client

"The Registered Dietitian has taught me to think differently about nutrition. I'm open to healthier foods, and no salt! I've learned correct portion sizes and feel like I know what I need to eat for my diabetes and kidney disease."

- Mama's Kitchen Client

## MEET OUR CLIENT: MARIA

Maria has always loved taking care of others. As a mother of two grown children and four grandkids, she had all the love in the world to give.

Maria was notorious about putting the needs of her family over her own. She would often avoid the doctor because she didn't want to burden her loved ones with worry about her health or logistics of taking her to appointments. But it wouldn't be long before this would start to affect her health.

In May, Maria's A1C skyrocketed and her body began to feel it. As a type 2 diabetic, Maria began to worry. The intense pain and neuropathy she experienced made simple tasks like moving from her chair in the living room to the kitchen to heat up lunch or get a glass of water feel impossible.

She was in and out of the hospital multiple times a month; her health began to slow her down, and Maria didn't have a solution. She felt hopeless and ready to give up.

That's when her kids stepped up and encouraged Maria to get help. At her next doctor's appointment, it would be a referral to Mama's Kitchen that would change everything.

Maria began receiving no-cost medically tailored meals at home a week after being referred to the program. Now, Maria was receiving scratch-made, whole-ingredient meals paired with personalized nutrition education sessions from a Mama's Kitchen registered dietitian.

Nutrition counseling helped Maria understand her own health challenges and how the right food could make the difference. Taken with medication, she learned what to eat, what to moderate, and what to avoid in order to improve her health.

In August, just three months after Maria received her first meals from Mama's Kitchen, she began to feel like herself again! She even had enough energy to come visit us at Mama's Kitchen, share her story, and meet her dietitian, Tanya, in person. It was the first time in years that Maria independently left her house.

Recently, she told us that her doctor was surprised she had lost 30 pounds. She said; "The doctor asked me what I was doing? I told her that I was eating healthy food from Mama's Kitchen and taking walks with my family! She was very impressed."

Maria believes Mama's Kitchen changed her outlook on life and the food she eats. She said that she had learned so much from eating the right portions with the right nutritional components. She was also proud to share that she's traded out her Doritos for snack salads and fresh fruit.



**"I feel so much better and just being here with you today is very special. I can't thank Mama's Kitchen enough for this service. It has changed my life. My legs aren't swollen anymore and I'm able to move around the house and be there for my family again."**

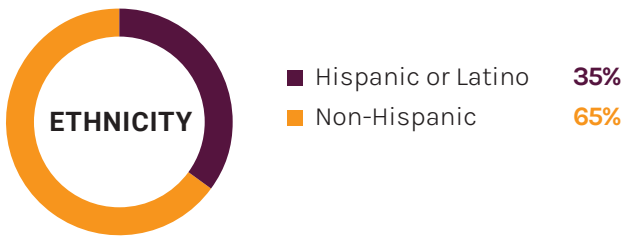
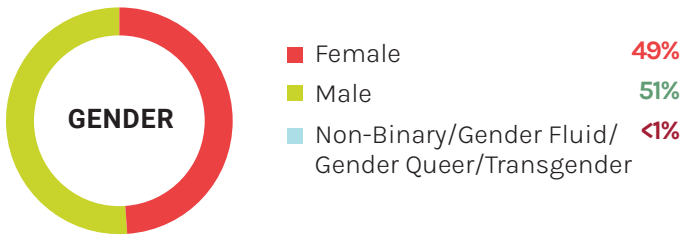
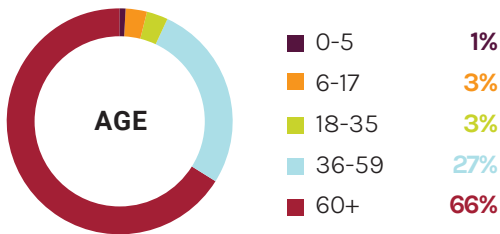
Maria's transformation represents the stories of thousands of others over our organization's history who have experienced life-changing care and support that nourishes, educates, and transforms lives.



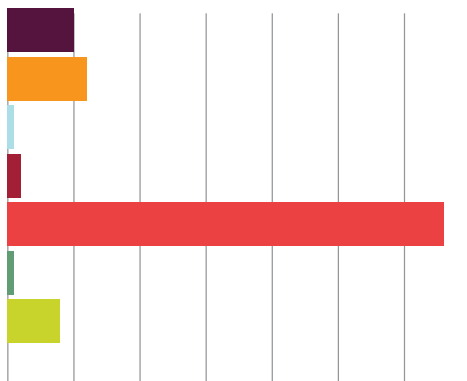
# OUR CLIENTS

The clients Mama's Kitchen serves reflect the diversity of San Diego County. We take pride in providing bilingual services and a variety of culturally-inspired recipes to provide a caring and culturally sensitive service to all populations.

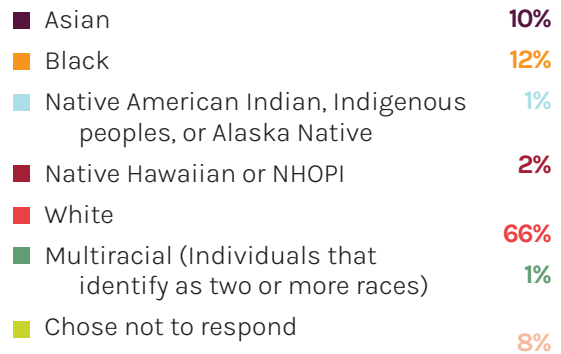
## CLIENT DEMOGRAPHICS



## RACE



## INCOME BREAKDOWN AVERAGE MONTHLY INCOME: \$1,140.75



# OUR IMPACT

## NUMBER OF MEALS AND CLIENTS SERVED IN FISCAL YEAR 2024-2025

Our Medically Tailored Meal Service home-delivers complete nutrition through the following programs.

### Cancer Nutrition Program

 **810**

 **220,563**

### HIV Nutrition Program\*

 **299**

 **168,765**

### Diabetes Nutrition Program

 **561**

 **136,926**

### Congestive Heart Failure Nutrition Program

 **427**

 **138,691**

### Chronic Kidney Disease Nutrition Program

 **584**

 **181,197**

### Other Critical Illnesses

 **338**

 **45,275**

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

## EMERGENCY FOOD ASSISTANCE PROGRAM & PANTRY SERVICE

Provides up to 12 weekly grocery bags, in a 12-month period, each containing nonperishable food items to low-income, HIV+ individuals with an emergency or crisis.

**224**  
Emergency Food Assistance Program Clients

**997**  
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.

**403**  
Nutrition Education Clients

**2,037**  
Nutrition Education Sessions

## TOTAL IMPACT NUMBERS-AT-A-GLANCE

**3,019**

Total number of unique clients served across all programs

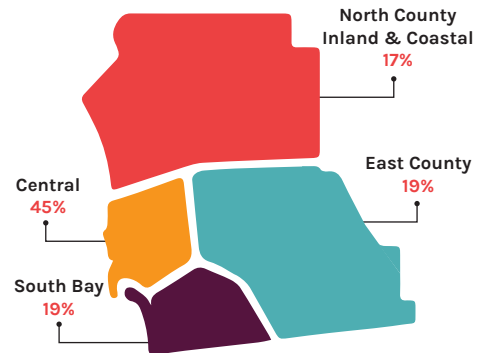
**891,417**

Total number of meals served through home-delivered meal service

**\$1,269,120**

Total value of volunteer contributions

## HOME-DELIVERED MEALS BY AREA



## VOLUNTEER SUPPORT

**245,003**  
Volunteer Miles Driven



**\$163,678**  
Value of Volunteer Miles

(Value based on the IRS Mileage Reimbursement Rate = \$0.70 Source IRS business rate)

**596**  
Total Volunteers



**27,540**  
Total Volunteer Hours Donated

**69 +**  
Total Number of Corporate Volunteer Groups

**\$1,105,442**  
Value of Donated Hours

(Value based on California Volunteer Time Valuation = \$40.14 per hour, Source the Independent Sector)



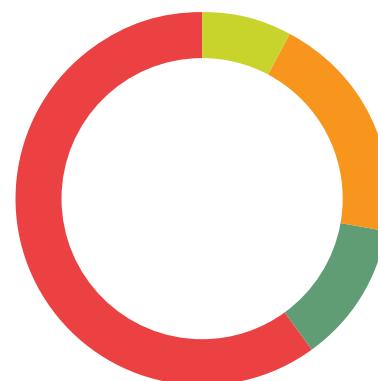
# FINANCIAL STATEMENT

## STATEMENT OF ACTIVITIES

For the period of July 1, 2024 - June 30, 2025 (with comparative totals for the period of July 1, 2023 - June 30, 2024)

| Revenue, Gains, and Other Support             | 2025                 | 2024                 |
|-----------------------------------------------|----------------------|----------------------|
| <b>OPERATING:</b>                             |                      |                      |
| County of San Diego - Ryan White              | \$601,208            | \$623,434            |
| County of San Diego - HOPWA                   | \$193,017            | \$194,179            |
| Cities (San Diego and others) - CDBG          | \$140,809            | \$89,781             |
| Other Government grants                       | \$240,470            | \$619,721            |
| Non-Government contracts                      | \$716,729            | \$338,607            |
| Contributions                                 | \$3,481,230          | \$2,618,720          |
| Capital projects - net of discount            | -                    | -                    |
| Donations in-kind                             | \$38,992             | \$31,543             |
| Donated services and facilities               | \$486,564            | \$512,554            |
| Special Events, net of direct expenses        | (\$46,654)           | (\$4,936)            |
| <b>TOTAL OPERATING REVENUE</b>                | <b>\$5,852,365</b>   | <b>5,023,603</b>     |
| <b>OTHER</b>                                  |                      |                      |
| <b>Total Revenue, Gains and Other Support</b> | <b>\$5,852,365</b>   | <b>\$5,023,603</b>   |
| <b>Expenses &amp; Losses</b>                  |                      |                      |
| Program services                              | \$6,247,306          | \$5,823,490          |
| Management and general                        | \$430,653            | \$267,320            |
| Fundraising                                   | \$231,721            | \$293,986            |
| <b>Total Expenses &amp; Losses</b>            | <b>\$6,909,680</b>   | <b>\$6,384,796</b>   |
| <b>Change in Net Assets</b>                   | <b>(\$1,057,315)</b> | <b>(\$1,361,193)</b> |

## OPERATING REVENUE AND OTHER SUPPORT



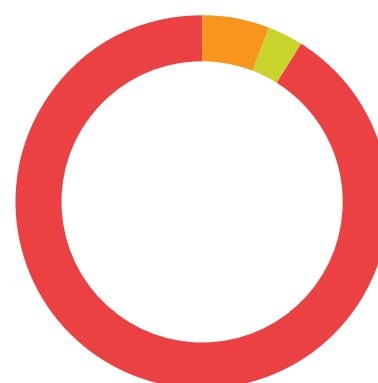
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|---------------------------------------------------|-----|
| Contributions                                     | 60% |
| Non-Government Contracts                          | 12% |
| Government                                        | 20% |
| Donated Services, Facilities & Net Special Events | 8%  |

## STATEMENT OF FINANCIAL POSITION

As of June 30, 2025 (with comparative totals for June 30, 2024)

| Assets                                     | 2025                 | 2024                |
|--------------------------------------------|----------------------|---------------------|
| Cash and cash equivalents                  | \$578,186            | \$230,298           |
| Investments                                | \$7,242,603          | \$7,932,451         |
| Accounts Receivable                        | \$1,118,991          | \$575,682           |
| Inventories                                | \$105,119            | \$204,373           |
| Prepaid expenses and other                 | \$140,192            | \$293,301           |
| Pledges receivable - net - current portion | -                    | -                   |
| <b>Total Current Assets</b>                | <b>\$9,185,091</b>   | <b>\$9,236,105</b>  |
| Long-term investments                      | \$145,155            | \$144,240           |
| Grants Receivable                          | -                    | \$370,000           |
| Deposits                                   | -                    | -                   |
| Property and equipment - net               | \$2,174,589          | \$1,998,125         |
| Other Assets - net                         | \$181,212            | \$348,276           |
| <b>Total Assets</b>                        | <b>\$ 11,686,047</b> | <b>\$12,096,746</b> |
| <b>Liabilities</b>                         |                      |                     |
| Accounts payable and accrued expenses      | \$521,993            | \$443,355           |
| <b>Total Current Liabilities</b>           | <b>\$521,993</b>     | <b>\$443,355</b>    |
| Long-term debt                             | -                    | -                   |
| <b>Total Liabilities</b>                   | <b>\$521,993</b>     | <b>\$443,355</b>    |
| <b>Net Assets</b>                          |                      |                     |
| Without donor restrictions                 | \$10,734,657         | \$10,913,406        |
| With donor restrictions                    | \$429,397            | \$739,985           |
| <b>Total Net Assets</b>                    | <b>\$11,164,054</b>  | <b>\$11,653,391</b> |
| <b>Total Liabilities and Net Assets</b>    | <b>\$11,686,047</b>  | <b>\$12,096,746</b> |

## OPERATING EXPENSES AND LOSSES



|                        |     |
|------------------------|-----|
| Program Services       | 91% |
| Management and General | 6%  |
| Fundraising            | 3%  |

# OUR VOLUNTEERS

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

## Lifetime Service AWARD

Robin Chiki



## VOLUNTEERS OF THE YEAR

Michael Bloomberg  
Becky Deckard  
Calvin Iida  
Mark Mandel

### 500+ Hours of Service

Ellen Baum  
Robert Brum  
Becky Deckard  
Ludmila Galkina  
Patricia Pasquill  
Robert Rosenberger

### 250 - 499 Hours of Service

Irene Akiyama  
Gary Allard  
Linda Cook  
Erin Cox  
Aasanti Drake  
Kaye Durant  
Ron Fichter  
Victor Izquierdo  
Eileen Marks  
Joni Meier  
Marcy Montag  
Richard Moore  
Nancy Murrell  
Amy Nisen  
Aurora Ortega  
Cyril Reinicke  
Monica Reinicke  
Laurel Valdez

### 100 - 249 Hours of Service

Larry Ambrose  
Donald Armento  
Paulina Avina  
Claudia Bender  
Madonna Bentz  
Jim Blevins  
Michael Bloomberg  
Kate Buehrig  
Christopher Cacioppo  
Mike Carter  
Pamela Chapman  
Robin Chiki  
Carlos Clark  
AJ Cox  
Patrick Cullen

Melissa Cutler  
Cynthia Diaz Masso  
Carol Dreyer  
Anthony Flores-Garcia  
Kip Foster  
Nancy Francis  
Rhonda Gibson  
Sydney Goodin  
Dave Grube  
Louis Harris  
April Heinze  
Cindy Hiort  
Calvin Iida  
Nui (Maibo) Jeong  
Ming Jeong  
Patricia Karstein  
Jason Keyes  
Andrea Kocher  
Susan Levy  
Elaine Lewis  
Myra Lousteau  
Mark Mandel  
John McCarthy  
Leslie McCormick  
Meredith Minerich  
Ron Newcomer  
Vang Ngo  
Nancy Novotny  
Oluwatolani Olanrewaju Ojo  
AJ Paul  
Jaime Pena  
Barbara Plute  
Elena Rodriguez  
Andrew Rosenberg  
Natalia Serrano  
Amanda Shane  
Jazmin Emelia Soto  
Vyona Tran  
Roger Werbeck

### 50 - 99 Hours of Service

Edith Aispuro  
Kelly Alexander  
Carina Antonino  
Jeff Bennett  
Elayne Berman

Dianne Borgwardt  
 Sandy Bourdette  
 Bruce Calkins  
 Jose Chavez  
 Candace Claar  
 Debbie Clark  
 Lee Coursey  
 Kenny D'Arigo  
 Kevin Day  
 Jason DeFay  
 Brenda Diaz  
 Michelle Drye  
 Kevin Dudley  
 Jeffrey Dunlap  
 Kelly Eifler  
 Joel Eilerts  
 Bella Ely  
 Laura Feldman  
 Matthew Foley  
 Denise Foster  
 David Friedman  
 Barbara Gegan  
 Wayne Gray  
 Juan Guillen  
 Molly Guo  
 Ty Harewood  
 Abhishek Kalapatapu  
 Thomas Kwan  
 Scott Lawry  
 Robin Lee  
 Francine Lightfoot  
 Adam Lovell  
 Ami Lovell  
 Nancy Marlin  
 Philip McDonough  
 Jonathan McMullen  
 David Mears  
 Chuck Meltzer  
 Edward Mowers  
 John Nicastro  
 Bill Olson  
 Kenya Orozco  
 Fernando Padilla  
 Robert Page  
 Amy Perez  
 Sofia Plascencia  
 Jeffrey Robers  
 Mark Rosenberg  
 Renato Salazar  
 Judi Schlebecker  
 Rich Shenson  
 Jocelyn Sosa  
 Bill Tench  
 Bob Terris

Alan Vanden Avond  
 Christobal Vega  
 Oceania Wang  
 Cheryl Weldon\*  
 Carol Wilmot  
 Kelly Wing

**25-49**  
*Hours of Service*

Leticia Abrego  
 Jason Adkins  
 Robert Akiyama  
 Elizabeth Alvarez  
 Tara Braswell  
 Paela Buna  
 Gianna Carpenter  
 Tom Corbett  
 Barbara Hanson Forsyth  
 Fernando Francis  
 Kenny Fulgham  
 Diego Gamez  
 Carolina Garcia  
 Kyle Gunn  
 Ryan Haringa  
 Bobbi Harwood  
 Lisa Hatfield  
 Lottie Hersch  
 Katie Higman  
 Michelle Holm  
 Mike Horn  
 Bill Jefferson  
 Marie Kastner  
 Janice Laster  
 Christina Leeper  
 Gregory Lommen  
 Lane Mashal  
 Steven Mashal  
 Timothy Moran  
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 Patty Ricci  
 Emilio Rodriguez  
 Lena Rutherford  
 Kris Ryner  
 Tessa Sandoval  
 Gill Simpson  
 Bradley Stech  
 Summer Stech

Lee Straub  
 Molly Swann  
 Mohammed Tawfeeq  
 Liliya Tchistiak  
 Mary Thompson  
 Scott Walls  
 Chris Wang  
 Nathan Wauthier  
 Amy Wong  
 Robert Zatarain

**1-24**  
*Hours of Service*

Allyson Abandonato  
 Gus Aburto  
 Sierra Adkins  
 Calvin Adonga  
 Rodel Agpaoa  
 Mike Ahern  
 Sarah Ahern  
 Amanda Alfaro  
 Mia Fernandez Alfonso  
 Bilal Al-Jaibaji  
 Melika Allameh  
 Jenette Allen  
 Audrianna Alonso  
 Charlie Ames  
 Richard Amparo  
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 Uchenna Aniegbuna  
 Cecilia Areta  
 Karen Arntz  
 Tiffany Aung  
 Kye Baker  
 Mary Balbuena  
 Paul Barnard  
 Evan Barnes-Wallace  
 Gabrielle Beebee  
 Anya Benaissa  
 Nawel Benaissa  
 Analisa Benedetto  
 Tynishia Benson  
 Jennifer Berend  
 Kristin Bergqvist  
 Monet Bernhardt  
 Josh Berrios  
 Emma Bertel  
 Sharan Bhullar  
 Alicia Bianchi  
 Becca Bierman  
 Patti Bonilla  
 Liz Bourn

Kathy Bowles  
Geoff Braswell  
Armando Bravo  
Jeffrey Brehove  
Myia Brink  
Timothy Brouillette  
Eden Brukman  
Alyssa Brzenski  
Layla Brzenski  
Heather Buonomo  
Shameaka Butler  
Brendalie Cabacungan  
Amy Cagape  
Caron Calabrese  
Sally Caperton  
Stephen Carnes  
Parker Carpenter  
Maya Carroll  
Miguel Casian  
Kenia Casillas  
Dore Castro  
Kristin Cavanaugh  
Steven Abreu Cedano  
Fadoua Chafik  
Adalberto Castillejos Chaires  
Morgan Chamberlin  
Mar'shell Cherry  
Maurice Chianese  
Carly Chianese  
Linda Chianese  
Chad Chrisman  
Lorna Christensen  
Anika Chung  
Madeline Cohen  
Christina Velasco Cohen  
Sherry Cohen-Richards  
Renee Coleman  
Robert Collins  
Alayna Connor  
Allison Corlew  
Cate Coxon  
Barb Crittenden  
Ronilo Cruz  
Armando De La Cruz  
Vania Cuarenta  
Clare Curran  
Isa Stolze Custodio  
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Natalie Daley  
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Ian Gurholt  
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Miriam de Leon  
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Chiara Leroy  
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Apalila Levi  
Grecia Limon  
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Morgen Lindroth  
Keith Lombardo  
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Virginia Lorne  
Alen Loubier  
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Lily Ly  
Lester Machado  
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Rosario Madrigal  
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Christina Young  
Angel Zamora

\*In loving memoriam



# MEET OUR MEANINGFUL CLUBS

## LEGACY CLUB

The Legacy Club at Mama's Kitchen is a special group of more than 120 donors who have named Mama's Kitchen as a charitable beneficiary in their estate plans. These gifts leave a legacy to advance our mission and secure the future of Mama's Kitchen. For our community, the club represents hope and a future in which San Diegans facing a critical illness are never vulnerable to malnutrition.

Our members are a diverse group that come from all walks of life. Some are survivors. Many have loved ones affected by critical illness and want to help others in their journey. But all know the healing power of nutrition, hope, and love.

Members of the Legacy Club receive an array of benefits, including our donor newsletter, annual report, exclusive meetings with key leadership at Mama's Kitchen, and invitations to special events and seminars throughout the year. Legacy Club membership is complimentary, optional, and can be done anonymously.

"Through my time as a volunteer and a board member, I witnessed firsthand the profound impact that Mama's Kitchen has on the lives of individuals. Inspired by their unwavering dedication and the work they do, I chose to leave a gift in my will ensuring that their mission continues to flourish long after I'm gone. It is a testament that together, we can create a lasting legacy of positive change."

-Tom D'Amico

## BREAD & BUTTER CLUB

"About 10 years ago, one of my favorite construction projects was a remodel of Mama's Kitchen. As an electrical contractor, I was on site working on the facility while simultaneously witnessing firsthand all the incredible planning and meal preparations that Mama's Kitchen provides for families. After being a part of this project, my wife and I decided to support the efforts of Mama's Kitchen for our local community. It has been rewarding to participate in the "Bread & Butter Club" for all these years. As we both get closer to retirement, we are looking forward to becoming even more involved."

-Brian and Sue Ann Mitchell

The Bread & Butter Club is Mama's Kitchen's monthly giving club. With a decades-long history of faithful supporters, the club is more than 250 members strong! Donations from monthly givers, at all levels, provide essential support for the organization's programs and operations year-round.

With reliable and consistent revenue from the club, the organization can plan with confidence and respond to the community's growing demand. Their support ensures that Mama's Kitchen's services are not only available for our clients today, but the 200 new clients referred to us each month.

Supporters enjoy the benefits of a quarterly curated newsletter, special club events, VIP event pre-sales, and more.

# LEGACY CLUB MEMBERS

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.

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\*In loving memoriam



The 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.

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

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California Department of Health Care Services  
 Blue Shield of California Promise Health  
 County of San Diego  
 Direct Relief  
 Estate of Ronald Hicks  
 Shamrock Foods Company  
 Takeda

## ♥ \$50,000 - \$99,000

Estate of Gene Burkard  
 City of San Diego  
 Community Health Group  
 Susan E. Guenzel Trust  
 The Hay Foundation  
 The JEM Project  
 Kaiser Permanente  
 Life Science Cares San Diego  
 N. Byron Metts Trust

## ♥ \$25,000 - \$49,000

Broadway Cares/Equity Fights AIDS,  
 Inc. Rev. Dr. Faith Conklin  
 Gesner Johnson Family Foundation  
 Green Vistas  
 The Parker Foundation  
 Prebys Foundation and Resounding Joy  
 Price Philanthropies  
 Doron E. Rosenthal  
 Philip D. Sokol Foundation  
 Sycuan Casino Resort  
 Walter J. and Betty C. Zable Foundation

## ♥ \$10,000 - \$24,000

Behind the Scenes Catering and Events  
 Chris Cacioppo  
 City of Chula Vista  
 City of El Cajon  
 City of Vista  
 David C. Copley Foundation  
 Cox Charities West  
 DeFalco Family Foundation  
 Dignity of San Diego  
 Dr. Seuss Foundation  
 Erasca  
 The Farrell Family Foundation  
 Charles A. Frueauff Foundation  
 Grossmont Healthcare District  
 The Hellman Foundation  
 Hologic Charitable Fund  
 Barry Ishikawa  
 Seymour (Tiny) And  
     Rose Kaplan Endowment Fund  
 John Krakauer Charitable Trust  
 LB Charitable Foundation  
 The Liddy Group at UBS Financial Services, Inc.  
 Michael W. Louis Private Foundation  
 Marasco Charitable Foundation  
 The Patricia A. Markeson Revocable Trust  
 The Melvin Garb Foundation  
 Richard Moore & Lorna Christensen  
 Serene & Jonathan Neddenriep  
 Kyle Nelson  
 Bryan Poffenberger  
 Allison and Robert Price Family Foundation  
 The Rainbow Trust  
 Paul Portillo & Anton Sterzinger

♥ **\$5,000 - \$9,999**

Alexandria Real Estate Equities  
Thomas & Mary Ann Bennett  
Boys and Girls Foundation  
Fr. Leo Brogan Trust  
The Bulova Gale Foundation  
Barbara Calvao  
Charles Schwab Foundation  
City of Escondido  
Douglas & Judith Clarke  
Crinetics Pharmaceuticals, Inc.  
Carol L. Dreyer  
Beth & Aaron Duggan  
John Earl & Jean Gear Earl  
Nader Ebeid  
Evans Hotels  
Gay and Lesbian Fund for San Diego  
Jay & Karri Goldschmidt  
The Gray White Family Fund  
Madeline Harper

Dr. David K. Jordan  
Thomas Kwan & Brian Curcio  
Mars Construction  
Courtney McDonald Liddy  
Jonathan T. McMullen & Renato E. Salazar  
Dr. Chuck Meltzer & Scott Johnson  
Melinda Newman  
William Pope  
Cynthia Robertson  
San Diego Human Dignity Foundation  
SDG&E  
Sempra Employee Giving Network  
The Daphne Seybolt  
    Culpeper Memorial Foundation, Inc  
Leonard John Slaman Administrative Trust  
Starbucks Foundation  
Swinerton, Inc.  
Mary Ann Tilotta  
Dr. Jennifer Tuteur, M.D. & Frank Cairo  
Stewart & Leona Wolfson  
Yacoub Y Chammas Meals On The Move Fund



# OUR TEAM & BOARD

## BOARD OF DIRECTORS

Jeannie Posner (she/her)  
Board President

Mike Horn (he/him)  
President Elect

Jamie York (she/her)  
Treasurer

Fadoua Chafik (she/her)  
Secretary

Andrew Rosenberg (he/him)  
& Chuck Meltzer (he/him)  
Members at Large

Donald ("Don") Armento  
(he/him)

Caron Calabrese (she/her)

Jennifer ("Jenny") Grodberg

April Heinze (she/her)

Julia Jaffe (she/her)

Bill Jefferson (he/him)

Thomas Kwan (he/him)

Chiara Leroy (she/her)

Kali Mistry (he/him)

Richard Moore (he/him)

Jeff Robers (he/him)

Vic Salazar (he/him)\*

Jennifer Tuteur, MD  
(she/her)

Jacqueline ("Jackie") Ung  
(she/her)\*

Jim Blevins (he/him)\*

Aida Van Herk

Denise Foster

Christian Ramers

## OUR TEAM

### Administration

Bonnie Jablonski (she/her)  
Executive Assistant

Faye Levy (she/her)  
Human Resources Manager

Kelly Sherlock (she/her)  
Chief Financial Officer

James Whittenburge (he/him)\*  
Staff Accountant

Dean Gauvain (he/him)  
Full Charge Bookkeeper

### Client Services

Verena Aguilar (she/her)\*  
Bilingual Client Services  
Coordinator

Tim Dominic (he/him)  
Client Services Coordinator

Minerva Esparza (she/her)  
Bilingual Client Services  
Coordinator

Joanna Gonzalez (she/her)\*  
Bilingual Client Services  
Coordinator

Paola Henao Jimenez  
(she/her)  
Bilingual Client Services  
Coordinator

Noemi Huerta (she/her)  
Director of Client Services

Ana Lopez (she/her)  
Bilingual Client Services  
Coordinator

### Nutrition Services/ Programs

Stephanie Boyd (she/her)  
Registered Dietitian  
Nutritionist

Pamela De Leon (she/her)  
Bilingual Community  
Outreach Coordinator

Tanya Morales (she/her)  
Bilingual Registered  
Dietitian

Chris Nolan (she/her)\*  
Chief Programs Officer

Michael Searfoss (he/him)  
Community Support  
Coordinator

Lexi Striler (she/her)  
Director of Nutrition  
Services

Poojitha Pakeeru (she/her)  
Data Analyst

Sandra D'Alonzo (she/her)  
Chief Programs Officer

### Operations

Shane Algarin (he/him)  
Delivery Driver

Robert Bartolo (he/him)  
Delivery Driver

Efrain Cortes-Arce (he/him)  
Cook & Dishwasher

JD Damon (he/him)  
Operations & Facilities  
Coordinator

Keely Fuller (she/her)  
Volunteer Engagement  
Coordinator

Katrina Gonzales (she/her)  
Delivery Driver

Pluto Gullans (he/him)  
Delivery Driver

Alejandro Ibarra (he/him)\*  
Delivery Driver

Marie Landeros (she/they)  
Director of Volunteer  
Engagement

Jason Martini (he/him)\*  
Chief of Food Services  
Officer

Tanea Mczeal Crawford  
(she/her)  
Delivery Driver

Jonathan Moreno (he/him)  
Sous Chef

Jon Potter (he/him)\*  
Delivery Driver

Frank Pulido (he/him)\*  
Delivery Driver

Lorenzo Ricardo (he/him)  
Cook & Dishwasher

Danny Sanchez (he/him)  
Delivery Driver

DeAndre Simmons (he/him)  
Operations & Staging  
Specialist

Cheryl Sonstein (she/her)  
Delivery Driver

Zachary Striler (he/him)\*  
Delivery Driver

Vincent Thai (he/him)\*  
Delivery Coordinato

Thalia Thomas (she/her)  
Delivery Driver

Rene Uribe (he/him)  
Cook & Dishwasher

Benjamin Ward (he/him)  
Delivery Driver

Gerson Argueta\*  
Delivery Driver

Aaron South\*  
Delivery Driver

Sam Martinez\*  
Delivery Driver

Steven Neim\*  
Delivery Driver

Perla Morales (she/her)  
Cook/Dishwasher

David Lee (he/him)  
Delivery Driver

Britt Castro (she/her)  
Senior Director of Operations

Ryan Ellazar  
Delivery Driver

**Development**

Paul Barnard  
Donor Database  
Administrator

Silvia Dominguez (she/her)  
Marketing and Events  
Manager

Julia Fordham (she/her)\*  
Grants and Institutional  
Giving Coordinator

Sabrina Garza (she/her)  
Grants & Institutional Giving  
Manager

Maggie Lengyel (she/her)  
Donor Stewardship and  
Government Relations  
Manager

Brady McCollom (he/him)  
Marketing & Events  
Coordinator

Jenna Novotny (she/her)  
Chief Development Officer

Adam Reed (he/they)  
Grants & Institutional Giving  
Coordinator

\*indicates an outgoing board or staff member



# THANK 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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[mamaskitchen.org](http://mamaskitchen.org) EIN 33-0434246