Our Mission:

Meals on Wheels provides a network of services that allow seniors to live in their homes with dignity and independence as long as possible. By providing seniors with nutritious meals and daily safety checks, we reduce risks associated with loneliness, depression, and falls.

In 20 years, there will be 100,000 more seniors in San Francisco than there are today.

For the same cost as one day in a hospital, we are able to provide one year of meals for a San Francisco senior.

Isolated seniors have a 59% greater risk of mental and physical decline than those who experience regular social interaction.
OUR SERVICES:

Home-Delivered Meals
Home-Delivered Groceries
Nutrition Education Counseling
Well Being & Safety Checks
Social Work & Case Management
Minor Home Repairs
Home Safety & Urgent Needs
Friendly Visitor Volunteer Match Program
WHO WE SERVE:

Meals on Wheels San Francisco serves those with the greatest physical, social, and economic need: people who are frail, have limited ability to purchase food, and have little to no support from family and caregivers. They also confront the anxiety of living in San Francisco — one of the most expensive cities in the country. Below, we’ve listed demographic information about those we serve and some of the factors that lead to their social isolation and economic challenges.

MOWSF Client Demographics

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Gender</th>
<th>Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>38% = Caucasian</td>
<td>46%</td>
<td>73% live on less than $990/month</td>
</tr>
<tr>
<td>30% = African American</td>
<td>54%</td>
<td></td>
</tr>
<tr>
<td>18% = Asian/Pacific Islander</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11% = Hispanic or Latino</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3% = Other</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Age:

- UNDER 60: 14%
- 60-64: 13%
- 65-69: 18%
- 70-74: 15%
- 75-84: 21%
- 85+: 19%

Seniors say MOWSF

- IMPROVES THEIR HEALTH: 83%
- REMAIN AT HOME: 92%
- SAFE AND SECURE: 87%

56% of seniors in San Francisco live in economic insecurity

* California Elder Economic Security Index
Maren Caruso

Age: 89
Neighborhood: Bayview
Career: Merchant Marine, World War II Veteran, Painter, Notary Public, Minister
Length of Time: 16 years receiving Meals on Wheels
Words of Wisdom: “Don’t stop doing what you feel you can do. Keep going. It’s what I’ve done all my life.”

Without Meals on Wheels...
“I’d be in bad trouble. I have carpel tunnel syndrome in both wrists. I just can’t handle food anymore.”

LAWRENCE

Age: 89
Neighborhood: Bayview
Career: Merchant Marine, World War II Veteran, Painter, Notary Public, Minister
Length of Time: 16 years receiving Meals on Wheels
Words of Wisdom: “Don’t stop doing what you feel you can do. Keep going. It’s what I’ve done all my life.”

Without Meals on Wheels...
“I’d be in bad trouble. I have carpel tunnel syndrome in both wrists. I just can’t handle food anymore.”
2 MILLION MEALS
*Up 14% from previous year

4,500 CLIENTS SERVED
*Up 20% from previous year

1,539 HOURS OF NUTRITION COUNSELING
*Up 6% from previous year

20,200 HOURS of social work and case management
*Up 15% from previous year

ACCOMPLISHMENTS:
In the past year, we tallied record breaking growth in the number of meals we deliver. As baby boomers age into retirement, we are seeing a dramatic increase in the demand for home delivered meals and support.
SO MUCH MORE THAN AN APPLE A DAY

Seniors get their daily dose of protein, carbohydrates, fruits, and vegetables when they eat lunch and dinner with Meals on Wheels.

OUR MEALS REDUCE RISKS associated with chronic disease and loss of muscle mass — the leading cause of falls in older adults.

97% OF CLIENTS say the meals are beneficial to their health.

We are the only program in San Francisco that delivers 2 MEALS A DAY to homebound seniors.
CORPORATE AND COMMUNITY INITIATIVES:

We couldn’t serve 4,000 seniors a year without the tremendous support we receive from individuals and corporate volunteers. This past year, over 2,900 people teamed up with Meals on Wheels to tackle senior hunger and isolation where the need is greatest.

- **2,376 total volunteers**
- **3,600 Disaster Kits**
- **30,000 BAGS of home-delivered groceries**
- **8,100 holiday & birthday cards and 2,700 Thanksgiving placemats**
- **1,200 Home Safety & Urgent Needs**

Thanks to Home Depot for funding minor home repairs for 65 Meals on Wheels’ Veterans.

Cash Value of Volunteer Hours Worked = $620,911
ADOPT-A-BUILDING PROGRAM

The Tenderloin and SoMa are home to the poorest seniors in San Francisco. Within a 10-block radius, we serve 500 seniors living in 30 single-room occupancy hotels. Few of these seniors have their own kitchens; nearly all of them live on less than $1,000 a month.

Through our Adopt-a-Building program, employees from local companies take on meal delivery for an entire building. In 2017, this program grew from 1 to 12 companies and from 1 to 11 buildings.

Mikkel Svane (2nd from left), the CEO of Zendesk, joins a team of volunteers to deliver holiday gifts to residents of the Raman Hotel, a low-income residential building on Howard Street. Zendesk was the first company to join our Adopt-a-Building program. To find out how you can Adopt-a-Building, visit mowsf.org/aab
# FINANCES: JULY 1, 2016–JUNE 30, 2017

## Assets

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash and Cash Equivalents — Unrestricted</strong></td>
<td>$1,610,793</td>
<td>$1,206,761</td>
</tr>
<tr>
<td><strong>Contracts Receivable</strong></td>
<td>375,762</td>
<td>669,594</td>
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<tr>
<td><strong>Other Receivables</strong></td>
<td>567,072</td>
<td>252,183</td>
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<tr>
<td><strong>Prepaid Expenses</strong></td>
<td>77,324</td>
<td>75,985</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$2,630,951</strong></td>
<td><strong>$2,204,523</strong></td>
</tr>
<tr>
<td><strong>Cash and Cash Equivalents — Restricted</strong></td>
<td>10,378</td>
<td>10,376</td>
</tr>
<tr>
<td><strong>Deposits</strong></td>
<td>50,520</td>
<td>100,000</td>
</tr>
<tr>
<td><strong>Property, Furniture and Equipment, net</strong></td>
<td>6,812,933</td>
<td>950,752</td>
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<tr>
<td><strong>Investments, marketable securities</strong></td>
<td>3,348,481</td>
<td>2,912,021</td>
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<tr>
<td><strong>Restricted cash to purchase property and equipment</strong></td>
<td>417,896</td>
<td></td>
</tr>
<tr>
<td><strong>Pledges receivable — Capital Campaign net</strong></td>
<td>6,763,456</td>
<td>60,745</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$20,034,615</strong></td>
<td><strong>$6,238,417</strong></td>
</tr>
</tbody>
</table>

## Liabilities and Net Assets

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Accounts Payable and Accrued Expenses</strong></td>
<td>$1,155,255</td>
<td>$1,045,093</td>
</tr>
<tr>
<td><strong>Notes payable, net of debt issuance costs</strong></td>
<td>4,421,913</td>
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</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>5,577,168</strong></td>
<td><strong>1,045,093</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Unrestricted</strong></td>
<td>$6,195,343</td>
<td>$4,780,997</td>
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<tr>
<td><strong>Temporary Restricted</strong></td>
<td>8,252,104</td>
<td>402,327</td>
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<tr>
<td><strong>Permanent Restricted</strong></td>
<td>10,000</td>
<td>10,000</td>
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<tr>
<td><strong>Total Net Restricted</strong></td>
<td><strong>$14,457,447</strong></td>
<td><strong>$5,193,324</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$20,034,615</strong></td>
<td><strong>$6,238,417</strong></td>
</tr>
</tbody>
</table>

Assets and liabilities include Capital Campaign gifts and project expenditures.
FINANCES: JULY 1, 2016–JUNE 30, 2017

Revenue and Support from Operations

<table>
<thead>
<tr>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Government Grants</td>
<td>$6,564,956</td>
<td>$6,564,956</td>
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<tr>
<td>Contributions</td>
<td>$2,987,140</td>
<td>$2,931,965</td>
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<tr>
<td>Special Events</td>
<td>$2,931,965</td>
<td>$2,931,965</td>
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<tr>
<td>Other Revenue</td>
<td>$557,344</td>
<td>$557,344</td>
</tr>
<tr>
<td>Donated Materials &amp; Services</td>
<td>$7,825</td>
<td>$7,825</td>
</tr>
<tr>
<td>Project Income</td>
<td>$220,950</td>
<td>$220,950</td>
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</table>

Total Revenue $13,270,180

Expenditures from Operations

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Meal Programs</td>
<td>$10,598,050</td>
<td>$9,062,593</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,112,111</td>
<td>$1,007,752</td>
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<tr>
<td>Management &amp; General</td>
<td>$854,966</td>
<td>$1,111,638</td>
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<tr>
<td>Total Expenses</td>
<td>$12,565,127</td>
<td>$11,181,983</td>
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</tbody>
</table>

Change in Net Assets from operations

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets from operations</td>
<td>$705,053</td>
<td>$552,602</td>
</tr>
</tbody>
</table>

*The financial information as of and for the year ended June 30, 2017, has been derived from the Meals on Wheels San Francisco’s 2017 financial statements audited by BPM LLP, independent auditors. Contact the Organization’s office for copies of the complete audited financial statements.*
Thank you to our civic leaders, athletes, and business partners who have stepped up to support Meals on Wheels seniors this past year.

City Supervisor Norman Yee delivers a meal to Everlina.

SF Giants Hall-of-Famer Orlando Cepeda delivers groceries to Consuelo.

Police Chief Bill Scott and Fire Chief Joanne Hayes-White deliver a meal to Fr. Joseph.

IN MEMORIAM:

Mayor Edwin M. Lee was a champion for Meals on Wheels, and his legacy will be lived daily by 4,000 homebound seniors across San Francisco. We will remember him not only for his fierce legislative advocacy, but for his humble kindness and deep humanity. Thank you, Mayor Lee, from the bottom of our hearts.

Mayor Lee attends a press conference at Meals on Wheels to announce the City’s two-year funding plan for home delivered meals.
THANK YOU TO OUR GENEROUS SUPPORTERS

**A–D**

Anonymous (6)
Kellie and Steve Abreu
Gayda Airth
Nancy Albertini and
Stephen Metzger
Andy and Ginny Anderson
Cathleen and Carl Anderson
Dean Anderson
Mary Anderson and
Salvador O. Gutierrez
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Shabbir and Ashrafia Anik
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Shabbir and Ashrafa Anik
Ginger and James Andrasick
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Pamela G. and Thomas B. Gerfen
Dan German
Gloria Gettie
Leslie and Umberto Gibin
Christina Giguere and
David Kvaratskhelia
Gail and Jimmy Giliberti

---

We gratefully acknowledge donors who made gifts of $1,000 or more between July 1, 2016 and June 30, 2017. To respect their privacy, we have eliminated gift levels from our annual report.
THANK YOU TO OUR GENEROUS SUPPORTERS

Michelle Gill and Brian Davis
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Emily and Samuel Glick
Linda Glick
Gay O. Glikman
Carol and Arthur Goep
Sharon and Randall Goetzl
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Sallie and Richard Griffith
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Jeff Garelick
Kamilla and John Hurley
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Hatae H. Mari
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John Shrewsberry
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Christina and Tim Millikin
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Donald Minke and
Dennis Stephens
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Melinda Montgomery
Lilla and Dean Morehouse
Katie and Joe Morford
Sally Morton
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Silbey Mui and Charles Siu
THANK YOU TO OUR GENEROUS SUPPORTERS

Helen and Matt Murphy
Andrea and Scott Nagelson
Bobby Nakata
Margaret Naraghi Quattrin and Vic Quattrin
Janet and Roger Neaves
Carla and Bill Newell
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Q–T

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Ruth Quigley
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A. Jean Robinson
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Daphne Seymour and Matt Locati
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Lorenzo Smith
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Joyce and Matthew Stephens
Kit and Megan Steven
Teri and Bill Stevens
Anita and John Sullivan
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Richard R. Sutherland
Liz Sweeney
Michiko Tanabe
Leona and Dominic Tarantino
Allison Teeman and Michael Yovino-Young
Jay Teeven
John F. Thistleton III
Laurie Thomas
Catherine Thompson
Melchor Thompson
Sandra and John Thompson
Stephen Thorne
Tom Thornton
Mary and Cal Tilden
Yvonne Tom and Edward Chun
Stephanie and Keith Tomao
Marlene and Heigi Tomasson
Anita Tortorici
Lilian L. Tsao
Lillian Tsay
Alice Tso and Michael Skinner
Brook and Maggie Turner

U–Z

Paula Upson
Zabreva Valentine and William Cazalet
Jill and Juan Valenzuela
Ted van der Linden
Sheela and Mahesh Veerina
Monique and John Viola
Edward H. Voigt
Toni Von Dem Hagen
Cynthia Wai
Angela and Charles Waite
Jonathan L. Walker
Barbara A. Walkowski
Cary and Jim Walt
Steve Walton
Laura and James Ward
Hon. James L. Warren (Ret.)
Nina Washburne and Brian Wells
Atsuko Watanabe and David Sovie
Noriko Watanabe
Irven Water and José R. Allen
Liz and Gregor Watson
Richard K. Watson
Veronica Watson and Mike Petonic
Regula and David Weill
Joanne Weir and Joe Erlich
Robert Weltman
Maria and Peter Wenner
J. Anthony White
James P. White
James P. Whitlock, Jr.
Karin Wick
Marrti and Bill Wiest
Rebecca and Evan Willette
Kathleen Wilson
Veronica and Adam Wolff
Rosemary and Harry Wong
Karen Q. Wong
Darlene Woodson
Marilyn and Irvin Yalom
Felice and Abraham Yang
Paul Ybarbo
Lisa and Todd Zabelle
Cora and Ash Zaki
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The Older Americans Act, signed by President Lyndon Johnson in 1965 and enhanced by President Richard Nixon in 1972, paved the way for public funding for Meals on Wheels. Every year, local and state leaders join us in a collective call to action to preserve this crucial source of government funding for seniors across San Francisco. From the halls of Washington, D.C. to the streets of San Francisco, it is more important than ever to speak up. You can join us by adding your voice to this movement!

To make your voice heard, take these four simple, yet impactful, steps to contact your member of congress. Visit SaveLunch.org for more information.

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Meals on Wheels is powered by people just like you. We need your help to fund and protect the programs that support our seniors. To make your voice heard, take these four simple, yet impactful, steps to contact your member of congress.

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1 in 6 seniors struggles with #hunger. Please protect and increase federal funding for #MealsOnWheels

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<th>Company Name</th>
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