



**MEALS on WHEELS**

**SAN FRANCISCO**

TOGETHER, WE CAN DELIVER.



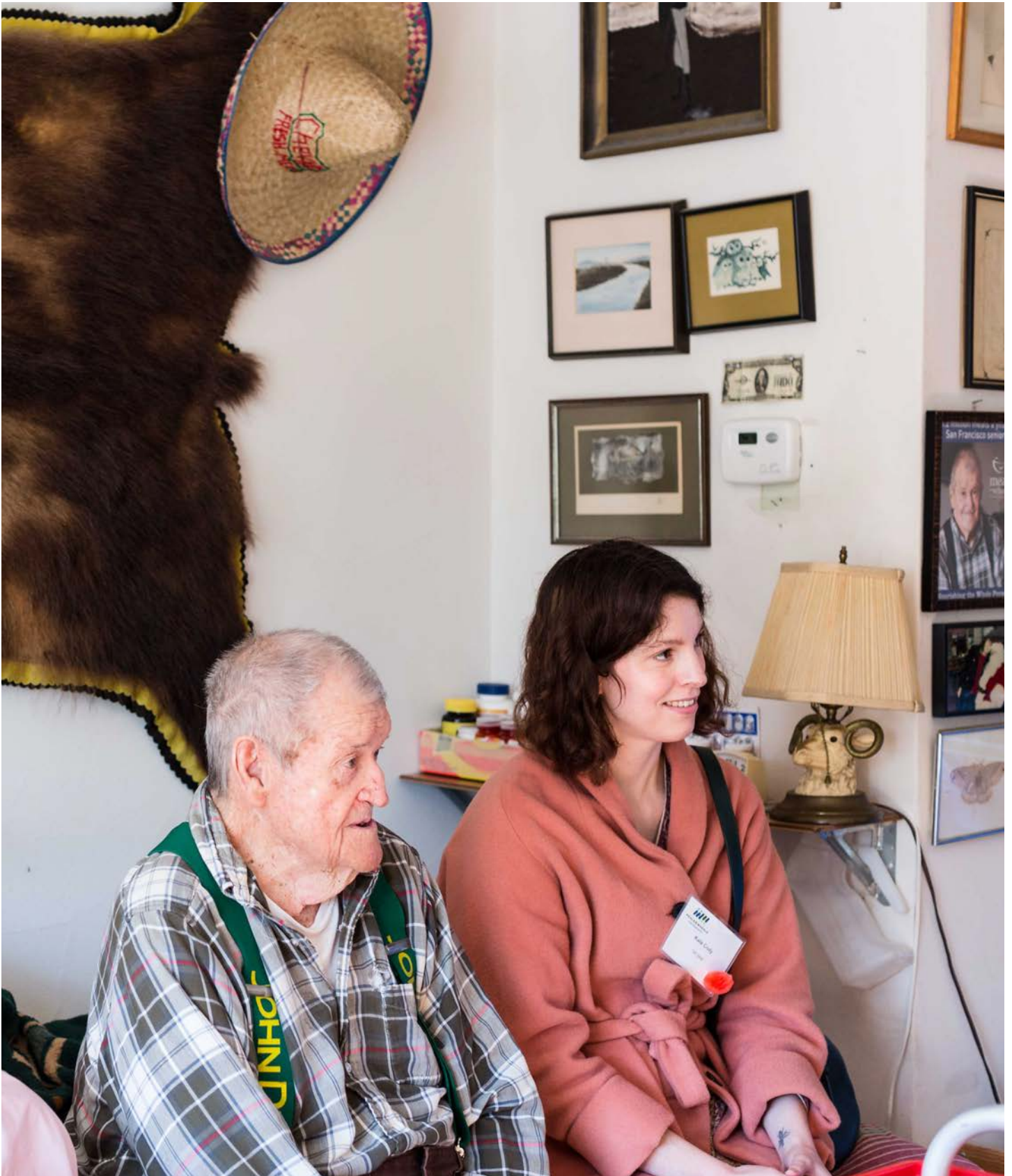
## ANNUAL REPORT

FISCAL YEAR JULY 1, 2015 – JUNE 30, 2016



## OUR MISSION

Meals on Wheels provides seniors the support they need to live independent and dignified lives — nutritious meals, professional social work and a friendly visitor.





## Dear Friends of Meals on Wheels,

Together, we have accomplished a great deal of work this past year.

We delivered 1.725 million meals, exceeding our previous total by nearly 200,000. We broke our previous fundraising record at the 29th annual Star Chefs & Vintners Gala by raising \$3.3 million in one night. We won a big victory at the ballot box in November, passing Proposition I with the support of two-thirds of the voters in San Francisco. This measure will increase funds for home delivered meals and other critical programs that support seniors and adults with disabilities.

While we've experienced a year for the record books, we also face tremendous challenges. Our most critical challenge is to keep pace with the fast-growing demand for our services, especially as Baby Boomers age in to retirement.

This report details our major accomplishments for the past fiscal year. It also allows our clients to speak directly to you by answering one simple question: "What does Meals on Wheels mean to you?"

For us, Meals on Wheels means our community coming together to provide seniors the support they need to live independent and dignified lives. We would not achieve our mission to 'nourish the whole person' without your continued support.

Thank you for all you do to stand by seniors.

Sincerely,



Ashley C. McCumber  
Executive Director



Lois Chess  
President of the Board



# OUR SERVICES

Home-Delivered Meals

Home-Delivered Groceries

Safety Checks

Nutrition Counseling

Social Work

Friendly Visitors  
and Good Neighbors

Spring Cleaning  
All Year Round

Home Safety  
and Urgent Needs

Constanza Hevia H.





# MAGGIE

Age: 90

Neighborhood: Bayview

Career: Photo specialist at Walgreens for 34 years

Length of time receiving Meals on Wheels: 4-1/2 years

**What does Meals on Wheels mean to you?**

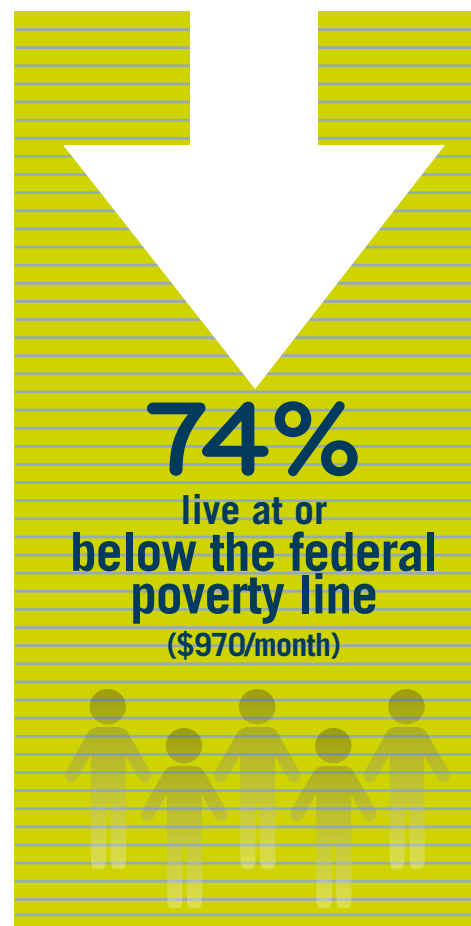
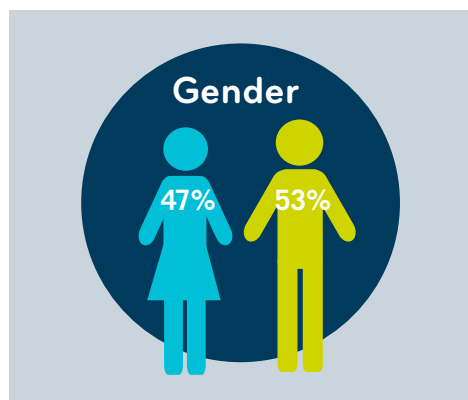
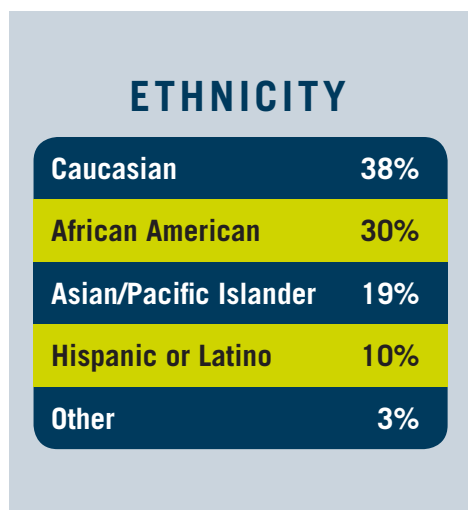
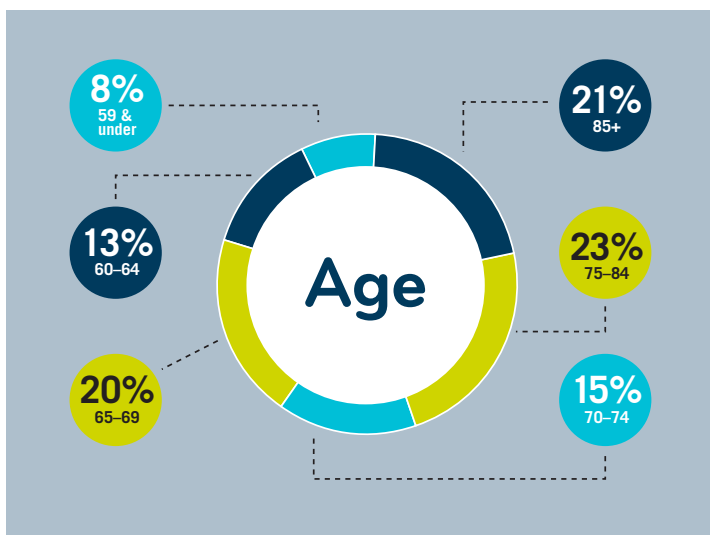
“It makes me happy. It makes my son happy that they take care of me. I don’t think I could make it without Meals on Wheels. It’s a blessing.”

Constanza Hevia H.



## WHO WE SERVE

Meals on Wheels San Francisco serves those with the greatest physical, social, and economic need. The seniors we serve are frail, have limited ability to purchase or prepare meals, and have little to no support from family or caregivers. They are also confronted with the anxiety of living in San Francisco – one of the most expensive cities in the country. Many of our seniors survive on a monthly income of \$970 or less. Below, you will find more information about the seniors we serve and some of the factors that lead to their growing social and economic need.





# KEE

Age: 77

Neighborhood: SoMa

Career: Car manufacturing

Length of time receiving Meals on Wheels: 16 years

### **What does Meals on Wheels mean to you?**

“I hope they keep things going for people of age. They haven’t any place to go. Family is not there. They seem to be put aside. Seniors just need a little bit of help. You need the meals because if you can’t move around, you get more disoriented. It makes you alive and happy. It’s makes your life much more interesting.”

Constanza Hevia H.

Last year, MOWSF social workers spent **17,352** hours assisting seniors.



# ACCOMPLISHMENTS: MOWSF IN 2015–2016



Home delivered meals  
**1,725,000**

Seniors served  
**3,600**

Emergency safety checks  
**3,384**

Nutrition Counseling  
**1,625**

Home visits by  
a social worker  
**2441**

Home repairs for  
senior veterans  
**65**

Cash value of volunteer hours worked  
**\$413,585**



**10,856** bags of fresh groceries were delivered through the Home Delivered Groceries Program, a partnership with the SF-Marin Food Bank that provides produce and other staples to low-income seniors who can still prepare some of their own food.



We have more than  
**3,000** active volunteers who engage in community service activities, assist at fundraising events, and work directly to assist homebound seniors.







Thank you to the Home Depot Foundation and Subaru of America for their generous support of homebound seniors. The Home Depot Foundation is a major supporter of veterans, working to improve the homes and lives of US Veterans and their families. With Home Depot Foundation's support more than 65 senior vets and their families benefit from household repairs.

Through Subaru of America's Share the Love Campaign, Meals on Wheels America and Meals on Wheels San Francisco have been able to provide resources for meals and volunteer services that are critical for so many vulnerable seniors.



Find us on social media  
@mowsf



Volunteers pose in front of a new Subaru Outback. Thank you to Subaru of America for serving as our premiere corporate sponsor of Thanksgiving holiday activities.

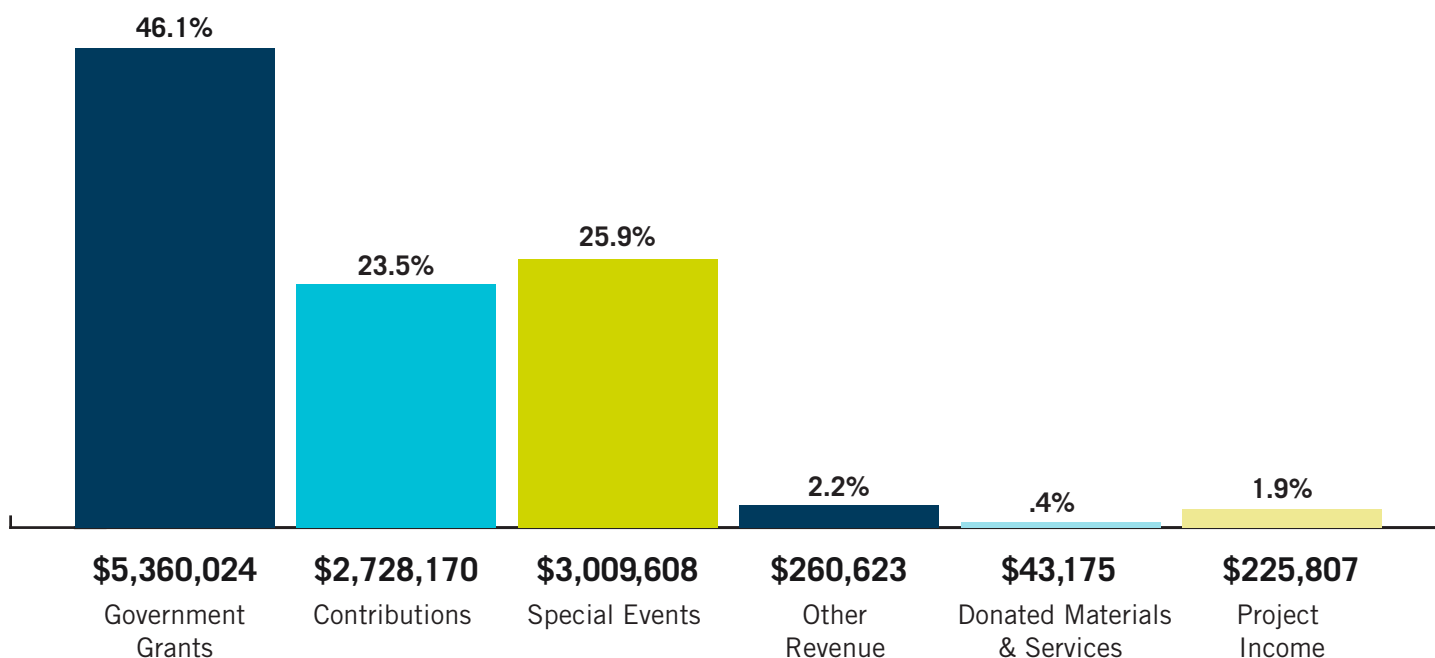
# FINANCES: JULY 1, 2015–JUNE 30, 2016

## Assets

|  | 2015–2016          | 2014–2015          |
|--|--------------------|--------------------|
| <b>Current Assets</b>                    |                    |                    |
| Cash and Cash Equivalents — Unrestricted | \$1,206,761        | \$548,772          |
| Contracts Receivable                     | 669,594            | 368,994            |
| Other Receivables                        | 252,183            | 169,596            |
| Prepaid Expenses                         | 75,985             | 53,195             |
| <b>Total Current Assets</b>              | <b>\$2,204,523</b> | <b>\$1,140,557</b> |
| Cash and Cash Equivalents — Restricted   | 10,376             | 10,375             |
| Deposits                                 | 160,745            | 64,683             |
| Property, Furniture and Equipment, net   | 950,752            | 916,274            |
| Investments, marketable securities       | 2,912,021          | 3,337,975          |
| <b>Total Assets</b>                      | <b>\$6,238,417</b> | <b>\$5,469,864</b> |

## Audited Numbers

### Revenue and Support



**Total Revenue \$11,627,407**

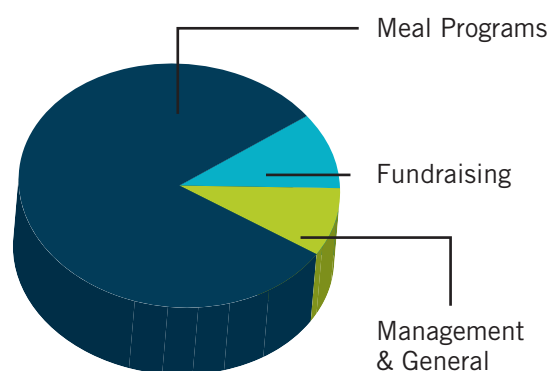


# FINANCES: JULY 1, 2015–JUNE 30, 2016

## Liabilities and Net Assets

|   | 2015–2016          | 2014–2015          |
|---|--------------------|--------------------|
| <b>Current Liabilities</b>              |                    |                    |
| Accounts Payable and Accrued Expenses   | \$1,045,093        | \$721,964          |
| <b>Total Current Liabilities</b>        | <b>1,045,093</b>   | <b>721,964</b>     |
| <b>Net Assets</b>                       |                    |                    |
| Unrestricted                            | \$4,780,997        | 4,327,639          |
| Temporary Restricted                    | 402,327            | 410,261            |
| Permanent Restricted                    | 10,000             | 10,000             |
| <b>Total Net Assets</b>                 | <b>\$5,193,324</b> | <b>4,747,900</b>   |
| <b>Total Liabilities and Net Assets</b> | <b>\$6,238,417</b> | <b>\$5,469,864</b> |

|                       |                     |             |
|-----------------------|---------------------|-------------|
| <b>Expenditures</b>   |                     |             |
| Meal Programs         | \$9,062,593         | 81.05%      |
| Fundraising           | \$1,007,752         | 9.01%       |
| Management & General  | \$1,111,638         | 9.94%       |
| <b>Total Expenses</b> | <b>\$11,181,983</b> | <b>100%</b> |



### Look who got a makeover!

We are so excited to debut our new look. If you've been following **Meals on Wheels America**, our new look will feel familiar — and that's the goal. By aligning ourselves visually with the national organization, we are helping to build and strengthen a unified force that is fighting senior isolation and hunger across the country.

We hope you like our new look as much as we do. We invite you to further check out our new brand on **Facebook / Twitter / Instagram**, and catch a glimpse of our new van designs as they traverse the city each day.

# AUDITED NUMBERS

## Income and Expenses

|                                       | Unrestricted        | Temporarily Restricted | Permanently Restricted | 2015–2016 Total     | 2014–2015 Total     |
|---------------------------------------|---------------------|------------------------|------------------------|---------------------|---------------------|
| <b>Revenue and Support</b>            |                     |                        |                        |                     |                     |
| Government Grants                     | \$5,360,024         | -                      | -                      | \$5,360,024         | \$4,436,588         |
| Catering                              | 263,743             | -                      | -                      | 263,743             | 111,781             |
| Project Income                        | 225,807             | -                      | -                      | 225,807             | 231,069             |
| Contributions                         | 2,407,670           | 320,500                | -                      | 2,728,170           | 3,037,733           |
| Special Events, net                   | 3,009,608           | -                      | -                      | 3,009,608           | 2,090,939           |
| Other Revenue                         | 40,055              | -                      | -                      | 40,055              | 78,030              |
| Net Assets Released from Restrictions | 328,434             | 328,434                | -                      | -                   | -                   |
| <b>Total Revenue and Support</b>      | <b>\$11,635,341</b> | <b>&lt;7,934&gt;</b>   | <b>-</b>               | <b>\$11,627,407</b> | <b>\$10,200,368</b> |
| <b>Expenses</b>                       |                     |                        |                        |                     |                     |
| Meal Programs                         | 9,062,593           | -                      | -                      | 9,062,593           | 8,021,645           |
| Management and General                | 1,007,752           | -                      | -                      | 1,007,752           | 438,787             |
| Fundraising                           | 1,111,638           | -                      | -                      | 1,111,638           | 1,057,255           |
| <b>Total Expenses</b>                 | <b>\$11,181,983</b> | <b>-</b>               | <b>-</b>               | <b>\$11,181,983</b> | <b>\$9,517,687</b>  |
| Change in Net Assets                  | 453,358             | <7,934>                | -                      | 445,424             | 682,681             |
| Net Assets, beginning of the year     | 4,327,639           | 410,261                | 10,000                 | 4,747,900           | 4,065,219           |
| <b>Net Assets, end of the year</b>    | <b>\$4,780,997</b>  | <b>\$402,327</b>       | <b>\$10,000</b>        | <b>\$5,193,324</b>  | <b>\$4,747,900</b>  |



March for Meals is a national campaign that recognizes the anniversary of the Older Americans Act (signed and enhanced by Richard Nixon on March 22nd, 1972). Meals on Wheels programs around the country honor this legislative accomplishment by inviting public officials and civic leaders to deliver a meal to a home-bound senior.

Last year, we were thrilled to include in this campaign Mayor Lee, Senator Mark Leno, Police Chief Suhr and Fire Chief Hayes-White, SF Giants Hall of Famer Orlando Cepeda, Chef Nancy Oakes, and every member of the Board of Supervisors.



# THANK YOU TO OUR GENEROUS SUPPORTERS

## A-D

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 and Holly Demaagd  
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Rachel Zeldin  
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We are deeply grateful to the hundreds of other donors not listed here who have made generous and thoughtful gifts to MOWSF during this past fiscal year.

Yvonne Tom and Edward Chun  
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Cary and Jim Walt  
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David Wasserman  
Atsuko Watanabe  
and David Sovie

To: EVERYONE at MOW-SF  
Hello, All!

You struck again! I received more presents, all of which I can use -- the towels are especially welcome. And the hand-made cards were incredibly beautiful. I'm a real sucker for things that sparkle, so the red card that said "Joy" was all done in sparkling red and GORGEOUS. And someone named "Cassidy" made the most intricate and special snow flake card! I wish I could thank all the home-made card makers.

I want to thank everyone for the presents, the chocolates (keep them coming), the incredible cards, the beautiful wrapping, the plant, everything that helps those of us who become lonely sometimes to cheer up and forge ahead!

You are all so special!! Thank you very much  
and Happy New Year!

Andrea 

### NOTE FROM A SENIOR

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You are all so special!!! Thank you very much and Happy New Year!

Andrea

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|--------------------------|---------------------------|----------------------------|-------------------------------|
| 1760                     | Bix Restaurant and Lounge | Chateau Montelena Winery   | Dirty Habit                   |
| 3rd Cousin               | Blending Sessions         | Chaya Brasserie            | Doc Ricketts                  |
| A16                      | Bluestem Brasserie        | Chef Tu David Phu          | Dom Perignon                  |
| Aatxe                    | Bo Bakey                  | Chêne Bleu                 | Domaine Chandon               |
| Absinthe Brasserie & Bar | Bob's Steaks & Chops      | Chez Panisse               | Domaine Select Wine & Spirits |
| Ackerman Family Wines    | Bocadillos                | CIRQ                       | Dominus Estate                |
| Acquerello               | Boulevard Restaurant      | Clark Claudon Vineyards    | Duckhorn Portfolio            |
| Akiko's                  | Bourbon Steak             | Cliff House                | DuMol                         |
| All Spice                | Boxing Room               | Clos Pissara               | Dutton-Goldfield Winery       |
| Ame Restaurant           | Brasserie S&P at Loews    | The Commissary             | E&O Kitchen and Bar           |
| Americano Restaurant     | Brian Arden Wines         | Conundrum                  | Emmolo                        |
| Anakota Wines            | Buon Vino Inc., Wine Shop | CoolSnowGlobes             | Entre Nous Wines              |
| Anchor Brewing Company   | Cade Estate Winery        | Copain Wines               | Epic Steak                    |
| ANZU                     | Cadence                   | Copita Tequileria y Comida | Espetus Churrascaria          |
| AQ Restaurant & Bar      | Cafe de la Presse         | Coravin                    | Ets-Hokin Studios             |
| Arcanum                  | Cakebread Cellars         | Cotogna                    | Fait Main                     |
| Arietta                  | Canard-Duchêne Champagne  | Craftsman and Wolves       | Fantesca Estate Winery        |
| Arrels                   | Canela Bistro & Wine Bar  | Crocker & Starr Wines      | Farallon                      |
| Asian Box                | Capensis                  | Cross Hatch Eatery         | Favia Wines                   |
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| barbacco                 | Casa Piena                | Deerfield Ranch Winery     | Flowers Vineyard and Winery   |
| Barbour Wines            | Castle winery             | Delfina                    | Foreign Cinema                |
| Barcha                   | Castro Day Spa            | DeLoach Vineyards          | Four Star Seafood             |
| Barrel Head Brewhouse    | Caymus Vineyards          | Desco                      | Freeman Vineyard & Winery     |
| Beach Blanket Babylon    | Cayson Culinary Designs   | Destino Restaurant         | Galerie                       |





# CONSUELO

Age: 72

Neighborhood: Mission Creek

Career: Accountant

Length of time receiving groceries: 3-1/2 years

## **What does Meals on Wheels mean to you?**

“I am so grateful for Meals on Wheels. After the food, it is the people that it brings in to my life.”

Consuelo (left) with Giants Hall-of-Famer Orlando Cepeda. These two have become fast friends ever since Orlando Cepeda surprised Consuelo by delivering her groceries in March of 2016.

Constanza Hevia H.

**78%** of MOWSF seniors live below the Federal Poverty Line.



# IN KIND DONATIONS

|                                 |                                |                                   |                             |
|---------------------------------|--------------------------------|-----------------------------------|-----------------------------|
| Gary Danko                      | Laurent Manrique               | Opus One                          | Scribe                      |
| Gary Farrell Winery             | Le Colonial                    | Orin Swift Cellars                | Silver Oak Cellars          |
| Gelateria Naia                  | Le Grand Courtagé              | The Oyster Girls                  | and Twomey Cellars          |
| Gemstone Vineyard               | Lede Family Wines              | Ozumo SF                          | The Sir Francis Drake       |
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| Grade Cellars, The              | Liholiho Yacht Club            | Papapietro Perry Winery           | Sons and Daughters          |
| Grand Lake Kitchen              | Locanda                        | Parallel 37                       | Spottswoode Estate Vineyard |
| Great China                     | Lokoya                         | Patz & Hall                       | and Winery                  |
| Greens Restaurant               | Lolinda                        | Peay Vineyards                    | Sprig                       |
| Grgich Hills Estate             | Lord Stanley                   | Perbacco Ristorante + Bar         | Spruce                      |
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| Hard Six Cellars                | The Majestic Yosemite Hotel    | Piperade Restaurant               | Steven Kent Winery          |
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| Humphry Slocombe                | Maven                          | Radio-Coteau                      | Tosca Café                  |
| Hyde de Villaine Wines          | Mayfield Bakery & Cafe         | Ram's Gate Winery                 | Touchstone Climbing         |
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