

2022 Impact Report



MEALS on WHEELS
SAN FRANCISCO



Nourishing the Whole Person Since 1970



Who Are We?

Meals on Wheels of San Francisco is the leading provider of nutritious, home-delivered meals and services to older adults in the Bay Area. Our nonprofit has been in operation since 1970!

We are committed to the belief that all seniors have the right to live independently with dignity and respect in their own homes for as long as safely possible. It is our mission to provide isolated homebound older adults in San Francisco with nutritious meals, daily human contact, and supportive services to prevent their premature institutionalization.

What Makes Meals on Wheels of San Francisco Unique?

We are the only nonprofit organization in the Bay Area to **offer 2 Home-Delivered meals a day** to seniors in need.

Our **Industrial Kitchen and Food Distribution Center** in Bayview produces **10,000+ meals a day** and in time of need has **capacity for preparation of 33,000 meals** a day.

Yearly, we prepare and deliver more than **2 million meals** to **thousands** of **Bay Area seniors** keeping them safe in their homes.



A Year of Impact Thanks to Your Support!

Dear Friends,

Our presence in the community continues to expand as does the need. Here's how your support made a big impact for seniors in need in 2022:

- We provided **home-delivered meals** and **wellness services** to a diverse and growing group of **5,433 older adults** in the Bay Area.
- Last year we prepared and delivered **2.6 million meals** out of our kitchen.
- We continued delivering meals to homebound seniors as well as **people in SF** impacted by COVID through the city's Isolation and Quarantine (IQ) program. We have been managing the IQ intake line between summer of 2020 until the city-funded program ended in August 2022. In all **7,125 people of all ages** received more than **20,000 meals** from us in 2022.
- During the year, while taking care of those aging in place and impacted by the pandemic, we also delivered more than **389,000 meals** to the city's **Navigation Centers** for the unhoused.
- For the first time in our **50+ year history** of providing meals to older San Franciscans, we expanded our geographic region to **delivering meals to the homes of seniors** living in **Northern San Mateo County**. While Meals on Wheels is new to the county, we have been providing meals and services to older homebound San Franciscans since 1970, so it made sense for us to become the provider of meals to more than 200 seniors there as well. In early 2023, that need has grown to over **300 people**.
- We also began building a **new headquarters**, ending our stay at 1375 Fairfax which began in 1995. The headquarters at **2142 Jerrold in Bayview** is just steps away from our kitchen and brings our program and operations teams closer together providing for more efficiency.
- And last, and forward-looking, we began putting together plans to **electrify two-thirds** of our **fleet of meal delivery vehicles** (about 24 in all) by 2027. By electrifying our fleet, we aim to **reduce our carbon footprint by 50%** or more and **reduce our fuel and maintenance costs** over time all while making the air cleaner for the seniors and community we serve! We are **grateful to Amazon** as our lead sponsor of this initiative.

THANK YOU for all you do for our homebound seniors through your donations, volunteering, and amplifying our voice so others in our community can be heard. Your support of our work truly does change lives.

Sincerely,



David Linnell - Acting CEO, Meals on Wheels of San Francisco



More Than A Meal!

OUR YEARLY IMPACT
IN 2022
THANKS TO YOUR SUPPORT
2 MILLION+ MEALS

SERVING 5,400+
homebound seniors and adults
with disabilities

10,000+ MEALS
produced in our
kitchen daily!



OUR *MORE THAN A MEAL* MODEL IN ACTION IN 2022!



1,685 seniors
received nutrition
counseling in 2022



284,884
daily wellness visits
in 2022



3,217 seniors in SF
assessed by our
Social Work team



Connected 817 seniors
to services decreasing isolation

Who Receives Meals on Wheels?

- Adults, **60 years of age or older**
- Living in **San Francisco** or **Northern San Mateo County's**
- Additional eligibility factors :
 - Being homebound or needing help leaving home
 - Unable to prepare meals or to shop due to mobility issues
 - A recent hospital stay or ongoing health problems
 - Primarily living alone or with a caregiver

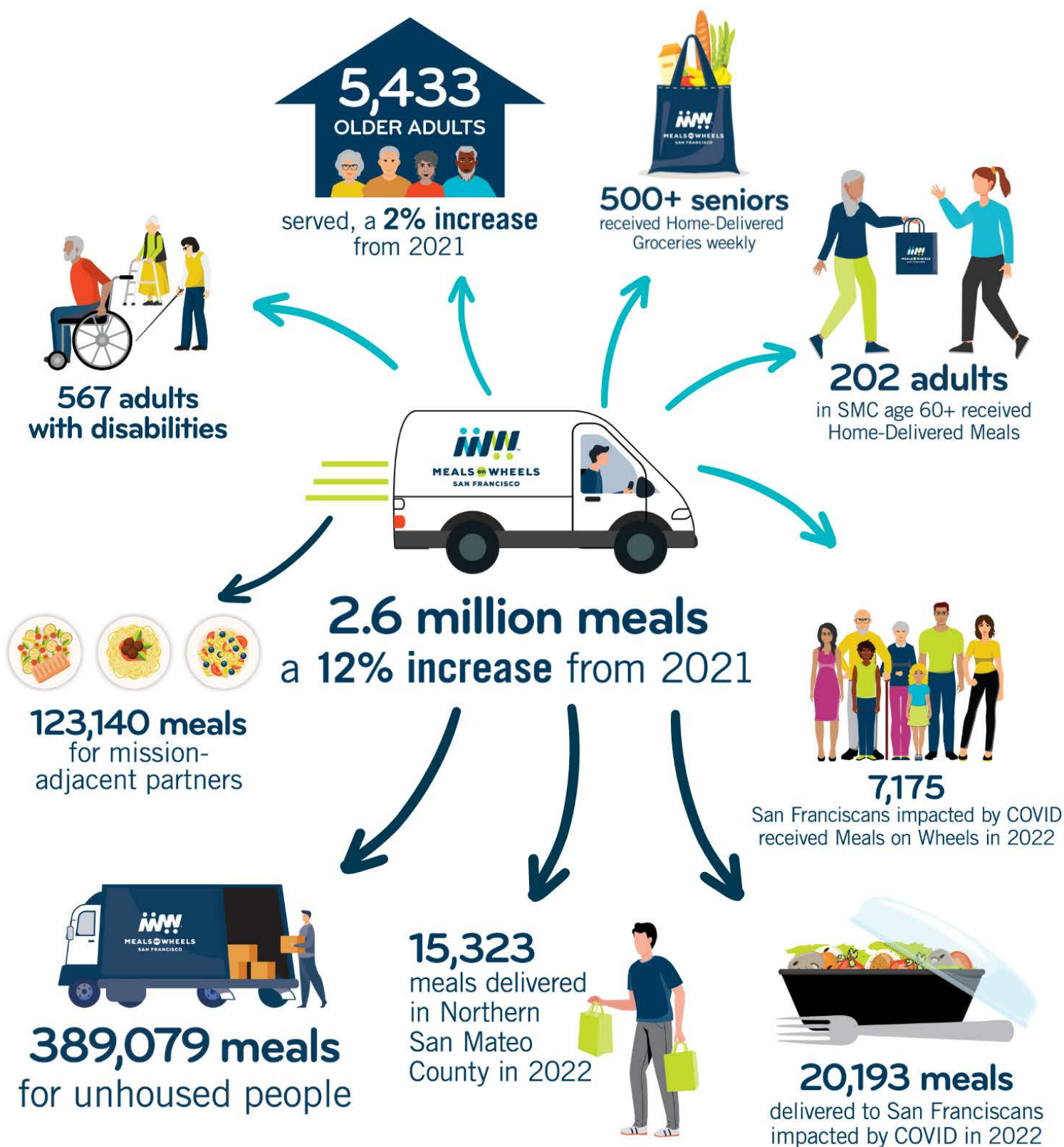
Michael is 90 years young and receives Meals on Wheels delivered to his home in San Francisco daily. He says he credits Meals on Wheels for giving him a new lease on life .

"You people (Meals on Wheels) are so dedicated; it's really inspiring," says Michael. "It gives you such a great feeling that there are very compassionate people out there."

Read at: MOWSF.org/michael-smiles



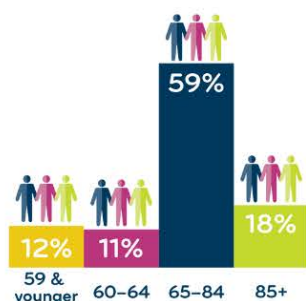
Who Received Meals on Wheels in 2022?



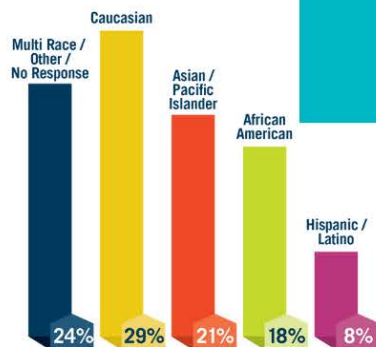
Who Are Our Meals on Wheels Recipients?



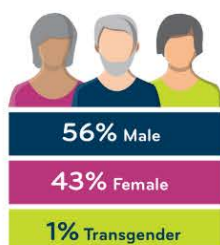
67%
of San Francisco
seniors
LIVE ALONE



Ages of people
served in San Francisco



Ethnicity
in San Francisco



Older Adults In San Francisco



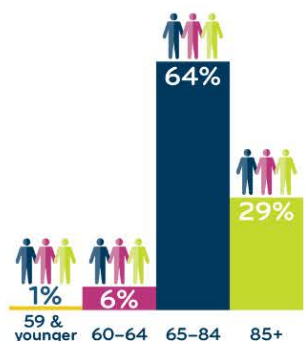
64%
of San Francisco
seniors
live on
less than
\$1,200 a month



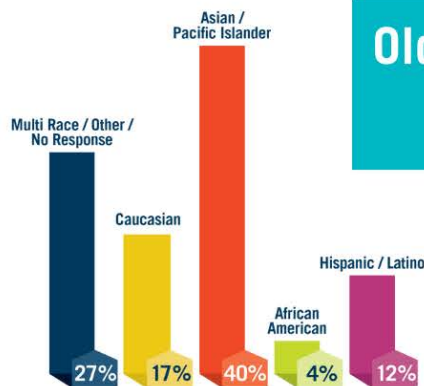
14% of seniors in SF
have poor mobility or are bedbound



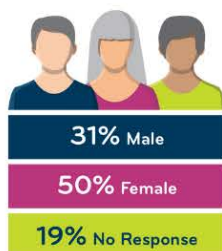
35%
of Northern
San Mateo
County seniors
LIVE ALONE



Ages of people
served in Northern
San Mateo County



Ethnicity
in Northern San Mateo County



Older Adults In Northern San Mateo County



31%
of Northern
San Mateo
County seniors
live on
less than
\$1,200 a month



31% of seniors in
Northern San Mateo County
have poor mobility or are bedbound



MEALS on WHEELS SAN FRANCISCO



Services We Provide to Older Adults

- Home-Delivered Meals
- Home-Delivered Groceries
- Nutrition Counseling Services
- Well-being and Safety Checks
- Social Work, home visits, and referrals to critical outside services
- Minor Home Repair, Home Safety and Urgent Needs — ongoing distribution of grab bars, smoke detectors, microwaves, and refrigerators
- Friendly Social Caller and Grocery Shopper Volunteer programs

At 69, Shirley struggles with health problems that prevent her from being able to stand for long periods. In 2019, she began receiving Meals on Wheels which she says helps her out a lot on days she cannot cook for herself or go get groceries. She looks forward to her meal deliveries and chatting with her driver, Mike. “I love him,” she says.

Shirley jokes that she’s going to “report” him because he’s “too nice.”

Read her story: MOWSF.org/shirley

Volunteers Made a Big Difference in 2022



542 volunteers

made cards, delivered items to seniors, or contributed in other ways



460 shopping trips



650 Friendship Calls



12,500 handmade cards
for seniors



14,344 hours
of their time valued
at **\$429,602**



109 volunteers
Home-Delivered
Groceries program



24,886 deliveries
of Home-Delivered Groceries



500+ seniors
received Home-Delivered
Groceries weekly



344,163 pounds
Groceries bagged and
delivered by volunteers

A Father and Son Volunteer Dynamic Duo!



Buying groceries. It's routine. But sometimes, the errand is more than just getting bread and toothpaste.

Sometimes it changes lives.

That's the case with father and son team Joe and Joey, volunteers in the Meals on Wheels San Francisco Grocery Shopper program.

"It doesn't just help her," Joe said of Theresa, a Meals on Wheels recipient

who they've been delivering groceries to for nearly a year. "We feel our lives are more meaningful."

Theresa lives close to Joe and Joey. Theresa's husband passed away and now she needs a helping hand from time to time. The father/son team pick up her favorite items like cheese, tomatoes, avocados, and bakery items each week.

Over the past half-year, their relationship has blossomed. They've become friends! Now, Joe and Joey help around the house when they can—Joey even helped her fix a garden hose. They also pick up personal care items, like eye drops, when she needs them.

Learn more about our volunteer program: MOWSF.org/volunteer

Thanks to Our Corporate Supporters!

We are proud to recognize our lead corporate partners in 2022 whose significant contributions help us deliver on our mission every day!



Amazon
Albertsons Foundation
Amplitude
Atlassian
Bank of America Merrill Lynch
Bloomberg Philanthropies
Bowes Foundation
Emergent BioSolutions
Delta Dental of California
DocuSign
Dodge & Cox
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Farella Braun & Martel LLP
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Price Waterhouse Cooper LLP
Pulse Secure
Salesforce
Standard Party Rentals
Subaru of America, Inc.

Sutter Health Foundation
Taste Catering
TPG Capital, L.P.
Twitter
Uber Technologies, Inc.
Venable LLP Foundation
Visa
Wells Fargo Foundation
Zendesk Foundation



PLANNING YOUR GIFT TO MEALS ON WHEELS SAN FRANCISCO

Your planned gift to Meals on Wheels San Francisco is an investment in the continued care and nourishment of vulnerable homebound seniors and ensures we will always be here.

To learn more, please contact Berkley Summerlin at bsummerlin@mowsf.org or 415-343-1269 or you can attend one of our planned giving information sessions this spring. (RSVP required.)

If you have already included Meals on Wheels San Francisco in your giving plans, please accept our immense gratitude and let us know so we may thank you properly.

Learn more about legacy giving:
MOWSF.org/legacy-giving



Pictured above are Silver Legacy Circle members Kay Rousseau and Stuart Montgomery.

We asked donors why they chose to include Meals on Wheels San Francisco in their giving plans. Here's what some of them said:

"I researched all the nonprofits I give to — and I continue to give to Meals on Wheels San Francisco because I know they are a good organization and I trust them to use my gift wisely."

"I give to Meals on Wheels San Francisco because it's food and it's local."

"I know how important the work you do is. I see the value."

"As someone who lives alone now, I can better understand how important the visits and check-ins you provide are to ensuring seniors are safe and healthy."

Special thanks to our current Silver Legacy Circle members for your dedication to our mission and those we serve.

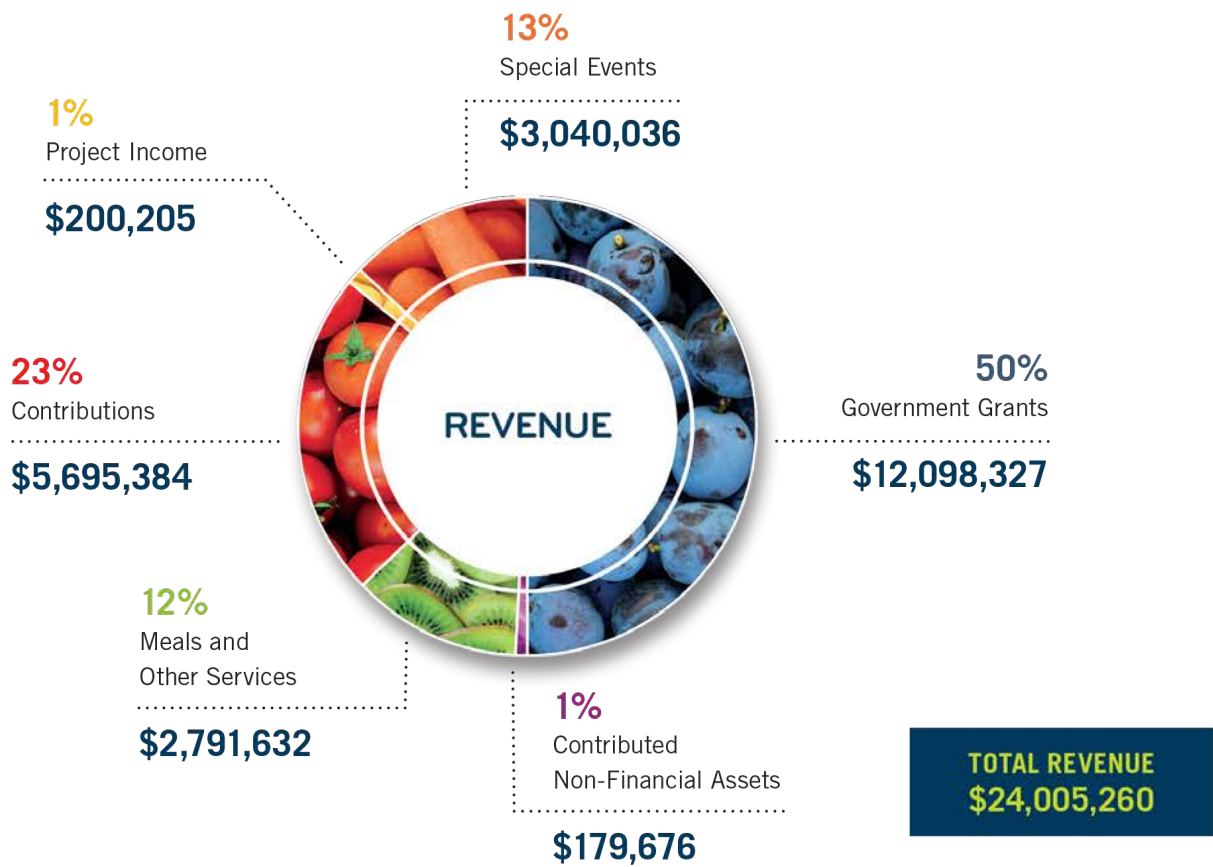
Susan Blomberg
Lorraine Cantor
John C. Carrillo
Shirley and Stephen Cookston
Beverly Cramer
Tom de Rose and Karl Sopke
Karin Diesner
John Ferrara and Charles Zukow
Linda Forssman and Mick Grant
Thomas Fumarelli
Teri and Andy Goodman
Joseph Granese
Dorothy Harkavy
Maury Harkins

Mary Lou Hely
Thomas Huebner
Mari Iki and Martin Maguss
Pauline Kendall
Paula Key and John Murphy
Hannah and James Kim
Nancy Larson
Janice Levy
Michele Mandell
Ibrahim Mansi
Connie Tompkins McCole
Craig Davini and
Ashley McCumber
Avril McHugh and Charles Barry

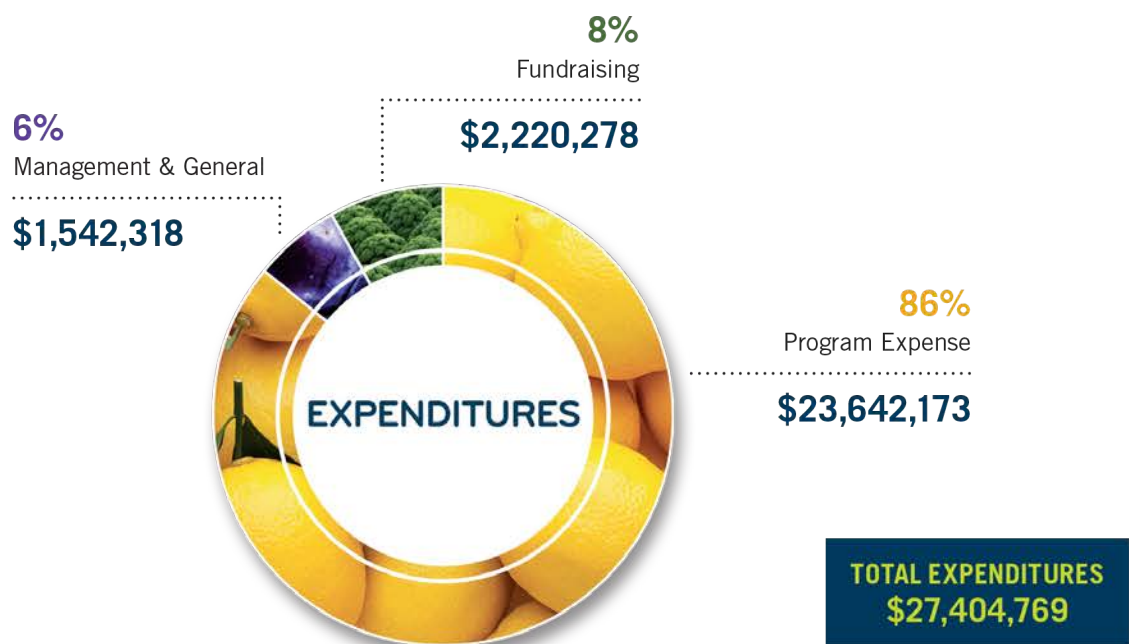
Donna Gibbs and Dennis Minor
Kate and Wes Mitchell
Thomas Nicoll
Marilyn O'Connor
Diane Ososke
Rebecca Perez
Debbie and Andy Rachleff
Sreeram Ramraj
John Ricchebono
Shannon Rogers and
Rohan Kalbag
Kay Rousseau and
Stuart Montgomery
Celia Daniella Siroskey

Ian Sobieski
Jessica Sweedler and
Chris Colwick
Marie Tafoya
Laurel Schaefer-Trent and
Thomas Trent
Barbara Walkowski
Atsuko Watanabe and David Sovie
Regula and David L. Weill
Peter and Maria Wenner
Rosemary and Harry Wong
Darlene Woodson
Anders Yang
Sharron Zakus

REVENUE AND SUPPORT — OPERATIONS



EXPENDITURES — OPERATIONS



FINANCIAL SNAPSHOT

For fiscal year ended June 30, 2022

ASSETS

CURRENT ASSETS	FY 21-22	FY 20-21
Cash and Cash Equivalents	\$2,834,437	\$3,584,790
Grants Receivable	1,224,277	1,351,001
Pledges Receivable, net	780,315	271,846
Inventory	702,032	480,512
Prepaid Expenses	260,616	155,712
TOTAL CURRENT ASSETS	\$5,801,677	\$5,843,861
NON-CURRENT ASSETS		
Restricted Cash	\$4,759,612	\$4,481,215
Investments in Marketable Securities	5,712,856	6,732,451
Deposits and Other Assets	146,533	66,603
Pledges Receivable — non-current	230,000	210,000
Pledges Receivable — Capital Campaign, net	616,570	3,164,601
NMTC Loans Receivable	26,389,390	26,389,390
Property and Equipment, net	38,756,926	40,031,659
TOTAL NON-CURRENT ASSETS	\$76,611,887	\$81,075,919
TOTAL ASSETS	\$82,413,564	\$86,919,780

LIABILITIES AND NET ASSETS

LIABILITIES	FY 21-22	FY 20-21
Accounts Payable	\$1,201,775	\$623,659
Accrued Expenses	1,817,326	1,320,180
Deferred Revenue	500,000	—
Long-Term Debt — Current Portion	200,715	—
NMTC Notes Payable	265,914	240,197
Long-Term Debt — Net of Current Portion	401,431	—
NMTC Notes Payable, Net of Current Portion and Debt Discount	38,155,514	41,448,484
TOTAL LIABILITIES	\$42,542,675	\$43,632,520
NET ASSETS		
Without Donor Restrictions	\$39,240,889	\$42,694,020
With Donor Restrictions	630,000	593,240
TOTAL NET ASSETS	\$39,870,889	\$43,287,260
TOTAL LIABILITIES AND NET ASSETS	\$82,413,564	\$86,919,780

Assets and liabilities include Capital Campaign gifts and project expenditures

The financial information as of and for the year ended June 30, 2022, has been derived from the Meals on Wheels San Francisco, Inc.'s 2022 financial statements audited by Baker Tilly, US, LLP, independent auditors. Contact the organization's office for copies of the complete audited financial statements.



MEALS on WHEELS
SAN FRANCISCO



Nourishing the Whole Person Since 1970
MOWSF.org/Donate

The Rosemary and Harry Wong Headquarters Building

2142 Jerrold Avenue
San Francisco, CA 94124
Phone: 415.920.1111
Fax: 415.920.2718

The Sangiacomo Flynn Building

The Andy and Teri Goodman Nourishing Kitchen

2230 Jerrold Avenue
San Francisco, CA 94124
Phone: 415.920.1111
Fax: 415.920.2718

Meals on Wheels of San Francisco
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