



### A Sign of the Times

Dear Friend,

On June 10, 2021, our Mayor of San Francisco, London Breed, community leaders, supporters, staff, and volunteers gathered at the corner of Polk and Eddy streets to celebrate a very special achievement – we were flipping the switch to light our new Project Open Hand neon sign.

It was a momentous occasion, because throughout our building's history we've never had a prominent sign to communicate to the public that we are here in the heart of the city, in the Tenderloin District.

But turning on the neon sign means so much more than just branding our building on 730 Polk Street. The sign is a beacon of hope to all in the neighborhood and all those we serve in San Francisco and Alameda Counties — that we will be there for them no matter what it takes.

During this year, we continued to deal with the impact of the COVID-19 pandemic. To meet the increasing needs of our nearly 7,000 clients served through our Wellness and Community Nutrition Programs, we built additional freezer space. This allowed us to store more than 12,000 frozen medically tailored meals to meet the increase in demand. Because of this additional infrastructure, we served nearly 1,000,000 meals during this year, despite the pandemic.

Our sign is also a beacon for our volunteers, the backbone of our operation. In this past year, nearly 1,000 volunteers spent over 1,000,000 hours in our kitchen, warehouse, and grocery center. Because of their dedication and the kindness of their hearts, we were able to provide meals that heal to critically-ill individuals experiencing HIV/AIDS, diabetes, cancer, and heart disease.

This past year also showed how we are able to continue to shift and adapt with the times. Staff worked virtually. Client engagement moved to phone and zoom calls. Celebrations and events, normally held in-person amongst friends, moved to the digi-sphere of virtual productions. Although this sea of change presented challenges, we continued to deliver for the community because they needed us to and our generous donors provided the resources.

The new sign hanging on the corner of our building is an homage to the Tenderloin and its rich history of neon signs that once lined the streets of this vibrant neighborhood. And like the neon signs of the past, our sign is meant to withstand ever-changing conditions and the weathers of time.

It's a beacon for the community. It's a symbol of hope. It is Project Open Hand. Because of YOU. Thank you,

Ortho

Paul Hepfer, Chief Executive Officer

# Providing Nutritious Meals to the Sick and Vulnerable

Number of Registered Dietitian Assessments/Counseling Sessions

1,970

Number of Medically Tailored Meals (includes groceries for meals)

496,225

Wellness Clients Served

3,773

Number of Clients who are Military Veterans

146



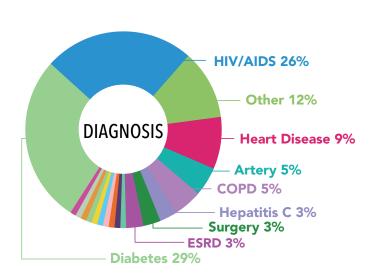
### **Angela's Story**

"The doctor calls me on a Monday and said, 'Angela, you're a strong woman and you have a strong body. But I want you to hang up the phone, get your phone charger, and get to the emergency room.' When I got to the hospital, the doctor put me in the ICU," said Wellness Program client Angela, who lives with diabetes.

Angela's sweet tooth had finally caught up to her. Doctors put her on insulin and medication to control her sugar levels, but they also referred her to Project Open Hand.

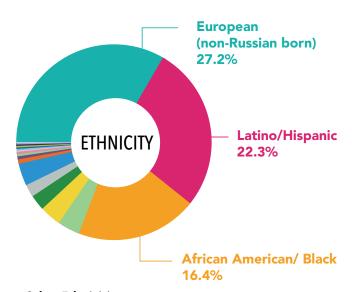
Angela credits the services she's received through the Wellness Program as the turning point towards better health.

"I was on death's bed. I was destroying my body without even knowing it, but now I'm helping my body. When I came into Project Open Hand, they educated me about portions and what I should eat more of and eat less of," she said.





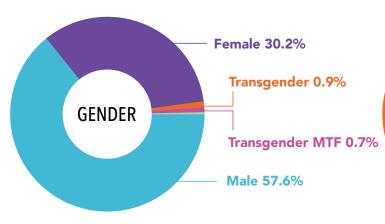
Breast Cancer <1% Auto-immune <1% MS <1% Other Cancer <1% Neuro <1% ALS <1% Hepatitis B <1% Parkinson <1% Stroke <1%



#### **Other Ethnicities**

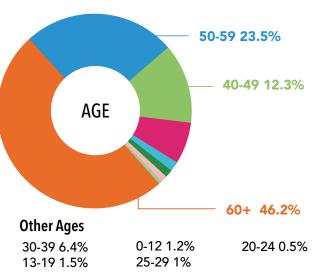
Other Asian 3% Middle Easter
Chinese 2.9% Japanese 0.29
Native American/ Korean 0.2%
Alaska Native 2.1% Laotian 0.2%
Filipino 1.7% Other Souther
Declined to State 0.9% Russian (Russi
Other Pacific Islander 0.6% Samoan 0.2%
Vietnamese 0.4% Cambodian 0.
African 0.3%

Middle Eastern 0.3% Japanese 0.2% Korean 0.2% Laotian 0.2% Other Southeast Asian 0.2% Russian (Russian born) 0.2% Samoan 0.2% Cambodian 0.1%



### **Other Genders**

Genderqueer/Gender Non-Binary 0.2% Declined to State < 0.1%



# Providing Nutritious Meals in a Communal Setting to Older Adults and Adults With Disabilities



478,344

Meals Served 1,310 meals per day



12

Sites across
San Francisco



**70%** 

of Clients Reported as Living below the Poverty Line



3,080

Clients Served Through Our Community Nutrition Program



2,615

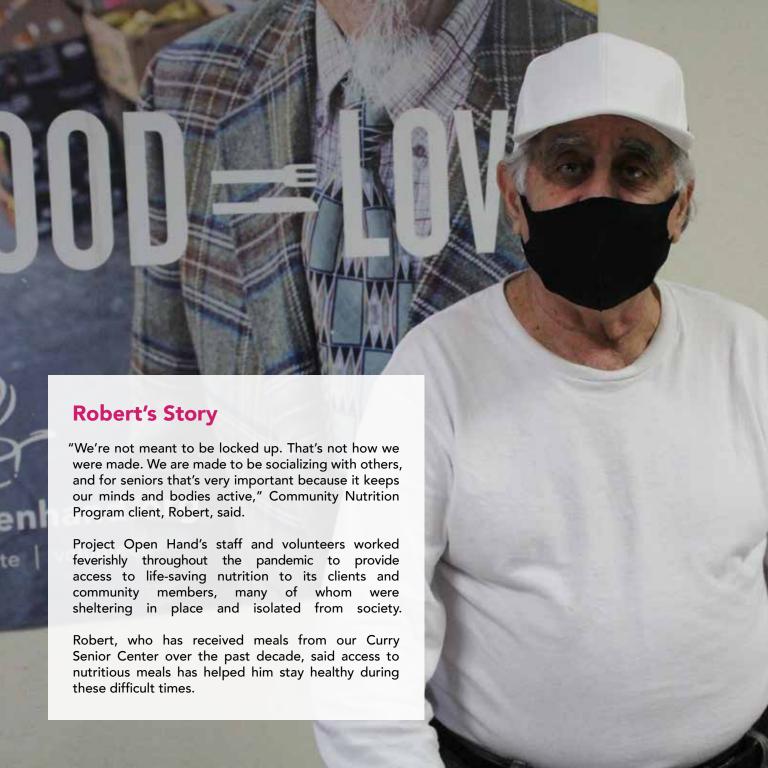
Older Adults Served (Ages 60 and Up)





383

Adults with Disabilities Served (Ages 18-59)



### Thank You to Our Volunteers

### We Can't Do It Without Our Volunteers

Since the very start of the COVID-19 pandemic and well before, Project Open Hand volunteers have been committed to providing nutritious meals to the sick and vulnerable, caring for and educating our community.

With shelter-in-place orders and strict social distancing guidelines in place, Project Open Hand had to make significant adjustments to create a safe and sterile environment for everyone involved.

Volunteers selflessly gave their time to assist in meal production and delivery by committing to longer hours and multiple shifts per week. Although the volunteer base was reduced to 20 percent, volunteers were able to provide over 30,000 hours of service.

Project Open Hand is grateful to every single one of the volunteers for their swift and effective response at a time of great uncertainty.



Value of Volunteer Time

\$1,019,833



**Total Hours** 

30,343.15



**Total Volunteer Shifts** 

11,274



**Total Unique Volunteers** 

947



643

volunteers helped prepare meals in the kitchen



333

volunteers staffed our Grocery Centers



**57** 

volunteers delivered meals to homebound clients



89%

of volunteers are recurring (weekly) individual volunteers



11%

of volunteers are one-time individual volunteers



### "Let's Get Cooking" Virtual Event with Salesforce

On June 25, 2020 Chief Executive Officer, Paul Hepfer, and local favorite and top chef at Salesforce, Yoni Levy, partnered for a virtual event to show how to make a healthy snack and discuss how Project Open Hand is improving health outcomes and addressing food and nutrition insecurity.

### **Virtual Open House: Featuring Tour and Panel Discussion**

On July 9, 2020, Project Open Hand hosted a virtual open house to show the impact that we and our nonprofit neighbors were making in the SF Bay Area HIV/AIDS community, including a live tour of our facilities and a panel discussion.

### **Brand New Walk-In Freezer and Fridge Installment**

In August 2020, we built a brand new 16x30 ft walk-in freezer and an 11x16 ft fridge, thanks to the Department of Disability and Aging Services (DAS), Harry Jeanette Weinberg, and other private funders. The added storage allowed Project Open Hand to store an additional 12,000 frozen medically tailored meals to support the increasing needs of the community.

#### **New Street Banners**

In October of 2020, Project Open Hand banners were installed throughout the city promoting our 35th anniversary and showing of support of various communities we serve including the LGBTQ+ and HIV/AIDS communities, as wells as social movements including Black Lives Matter.



#### **NEON SIGN LIGHTING EVENT**

With the help of Mayor London Breed, Supervisor Matt Haney, and other dignitaries, Project Open Hand "flipped on" its new neon sign on June 10, 2021.

Guests and supporters enjoyed a memorable night of music, food, and speeches, which culminated with the lighting of a sign that will be a beacon of hope for a vibrant, safe, and secure neighborhood.

#### VIRTUAL HAND TO HAND GALA

The Virtual Hand to Hand Gala held on December 4, 2020 proved to be a tremendous success. The event featured appearances by Nancy Pelosi, Senator Scott Wiener, and Assemblymember David Chiu and performances by the San Francisco Gay Men's Chorus and the California Honey Drops.

Project Open Hand raised more than \$315,000 through this special digital event because of the generosity of sponsors and donors. And many stretched even further during the fund-a-need segment. The goal was \$35,000. Our supporters helped us raise over \$50,000.





### **DINING OUT FOR LIFE OAKLAND**

Dining Out For Life is a national annual dining event that raises money for community-based organizations serving people living with or impacted by HIV. The event raises awareness of our existing services and the continuing needs of those affected by HIV in Oakland.

On September 24, 2020, Project Open Hand partnered with 20 local Oakland eateries for Dining Out For Life Oakland. Many supporters purchased takeout meals or gift cards from participating restaurant partners to support Project Open Hand and the Dining Out For Life cause.

# **Statement of Financial Position**

as of June 30, 2021

	2021	2020
Total Assets	\$11,419,900	\$9,362,247
Total Liabilities	\$2,940,630	\$3,105,872
Total Net Assets	\$8,479,270	\$6,256,375
Total Liabilities + Net Assets	\$11,419,900	\$9,362,247



85.82% Program Services 9.06% Development 5.12% Management and General 42.37% Government Grants
19.23% Individual Donations
16.45% Program Service Fees
14.75% Foundation Donations
2.75% Bequests
2.22% Fundraising Events
2.22% Business/Corporate and In-Kind Donations
1% Other Revenue (Investment, Rental, etc.)



### **Support and Revenues From Operations**

Individual Donations	\$3,090,653
Government Grants	\$6,811,172
Bequests	\$442,675
Foundation Donations	
Fundraising Events	
Program Service Fees	
Business and Corporate Donations	
Total Support and Revenue	
Total Support and Revenue	\$ 10,070,002
Other Payanus (Investments Pental Income Interest In Kind)	¢004 2E2
Other Revenue (Investments, Rental Income, Interest, In-Kind)	
Supplemental in-kind donations (Food)	
Total Revenue	\$17,499,162
Operating Expenses	
Program Services (Meals and Groceries)	\$12 646 824
Trogram services (medis and Groceries)	φ12,010,021
Supporting Services	
Management	\$754,573
Development	
·	
Total Operating Expenses	\$14,737,289
Supplemental Food Expense (donated)	<b>\$538 078</b>
Total Expenses	#15 274 247
Total Expenses	\$13,270,207
Change in Net Assets	
Net Assets, Beginning of the Year	\$6,256,375
Net Assets, End of the Year	
Change	
C-1-C-1-3	

### Thank You to Our Generous Donors

July 1, 2020 - June 30, 2021

#### DIAMOND PLATE CLUB \$100,000 AND MORE

Bayer Fund Estate of Denise D'Anne Gilead Sciences, Inc.

# **PLATINUM PLATE CLUB** \$50,000 - \$99,999

Estate of Susan Brady Alfaro
Anonymous (1)
Delta Dental Community
Care Foundation
Marcia and John Goldman
Hellman Foundation
James C. Hormel and
Michael P. N. Hormel
Barbara L. Johnson
MacPhail Family and Friends

# **GOLD PLATE CLUB \$25,000 - \$49,999**

**HEDCO** Foundation

Anonymous (1)
Bessemer Trust Company
BlackRock Financial Management
Bright Funds Foundation
Broadway Cares/Equity
Fights AIDS
Maria Cardamone and
Gordon Matthews
Comcast NBCUniversal Foundation
Crankstart
Frank A. Campini Foundation
The Darkside Initiative, LLC
Gryphon Investors
Walter & Elise Haas Fund

Estate of Sylvester James
Estate of Richard Krohn
Lillian Lincoln Foundation
MAC VIVA GLAM
Middle Passage Foundation
Redwood Credit Union
Wayne and Gladys Valley
Foundation
Elizabeth Velarde\*

# **SILVER PLATE CLUB** \$10,000 - \$24,999

Anonymous (4) John Anthony Anzalone Self-Trusted Revocable Living Trust Allianz Global Investors Shabbir and Ashrafa Anik Bank of America Charitable Foundation (grant) / or David Landis and Sean Dowdall (\$1K) Steven Ames Brown Elizabeth Cartwright and Alan Casserly Jogreet Chadha\* Vishwa Chandra and Anubhuti Sharma Barbara and Martin Cohen James Covey Sharon Davidson\* Sharon Dickson and Jeff Grav George H. Sandy Foundation David Giltinan Hanrahan Maxwell Charitable Account

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# **BRONZE PLATE CLUB** \$5,000 - \$9,999

Anonymous (6)
AIDS Walk San Francisco,
Produced by ACRIA
Allied World Insurance Company

Amazon Amgen Foundation Martha Angove and Carl Kaufman Ascend Eagle Inc d/b/a Pro2 Solutions Paul Asente and Ron Jenks Kelly and Carrie Barlow Jeanne and William Barulich James Scott Bays Bi-Rite Family of Businesses Estate of Albert Boosman California Teachers Association Terrie Campbell and James Henderson Christopher and Liv Turid Cann Andrew Chang and Dannie Xie\* Joan and Sig Cohn Estate of Mitchell Dill Jerome and Thao Dodson Debra Dunn and Randy Komisar Connie Ellerbach Charitable Fund Elizabeth Erdos and Wayne DeJong **Execushield Inc** Nancy Bolmeier Fisher and Ian Fisher Fremont Bank Foundation FThree Foundation Linda Glick\* **Emily and Sam Glick** Robert Grossman Elaine Hedge De Sousa Hughes The Humanist Fund Jonathan Jump and Hal Marz Nicholas and Angela Kalayjian Ruth Ann and John Kennedy\* James Kenney\* Kristofer Konietzko and Peter Borkon Nicole Lederer & Lawrence Orr Patricia London, Aceves-London Family Fund Preston Maring, MD The Mary See Foundation Gail McIntyre

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# **CHINA PLATE CLUB**

\$1,000 - \$2,499 61 Divisadero Street, LLC AbbVie Foundation Sharon Ahern Susan Aizumi Paul A. Allen AmazonSmile Foundation Sara Anderson Victoria W. Anderson Anonymous (35) Maria Ansari Yvette Assia-Breslauer and George Breslauer Julie and Tom Atwood Ursula Auerbach AvalonBay Communities, Inc. Philip Balsama and Patricia Balsama Randall Barkan and Audrey Barris Marian Beard and Daniel Wehmeier Janice Becker and Thomas Restaino Phyllis Becker Marjorie and Milo Bell\* Berke Family Foundation Robert Bernheim Nirav Bhakta Mabel and Jeffrey Bialik\* Barbara Bianchi Jill Biegenzahn Bingham, Osborn & Scarborough Foundation Carrie Bishop Phyllis Blair Michael and Sharin D. Blair-Castro Ruth Blakeney Richard Bland Brian Bliss\* Susan Blomberg\* Anne Bolla James Bowler Jane Brady\* Sheila Brady Kathleen Brannan and Michael Borck Family Foundation Ida Braun The Brick Hill Fund Marilyn and Walter Briefs\* Peter S. Brock **Bob and Susie Buckley** John and Julie Buckley Claire Bunton and Steve Elprin Rita Burgess and David Readerman Richard Cald John Callahan Andrew Canepa Mary and Michael Carp Denis Carrade **Denise Carret** The Carswell Family Giving Fund Fernando Castano Penny and Bruce Castleman\* Ruy Cesarneto

Karin and David Chamberlain

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\*Indicates Supper Club Member

Denise and Joseph Ziony



The Ruth Brinker story is timeless. Her legacy bridges two epidemics: the AIDS epidemic of the 1980s and the COVID-19 pandemic.

In 1985, this San Francisco grandmother and retired food-service worker was a pioneer on many levels and among several communities. After seeing a close friend with AIDS suffer from malnutrition, Ruth knew what she needed to do: feed her neighbors.

She began by preparing meals in her kitchen for seven neighbors with AIDS. She brought meals to their homes along with a friendly smile, an encouraging word and a healthy dose of love. And thus, Ruth founded Project Open Hand.

Ruth's vision of "meals with love" is still alive and is the motivating force behind everything we do at Project Open Hand. We continue to serve people with HIV/AIDS and have expanded our reach to feed older adults and people fighting with cancer, heart disease, and diabetes. We adapted our model rapidly for the shelter-in-place era, a transition that is both responsive and relevant.

Thank you for supporting Project Open Hand and for keeping Ruths legacy alive.



Follow us on social media: @openhand











openhand.org