Dignitaries, supporters and community members celebrated the unveiling of the new Project Open Hand neon sign on June 10, 2021.

Pictured from left to right:
Supervisor Matt Haney,
San Francisco Mayor London Breed,
Project Open Hand CEO, Paul Hepfer,
and Board Chair, Mike Henry.
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,

Paul Hepfer, Chief Executive Officer
Our Wellness Program

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.
**Ethnicity**

- **African American/Black** 16.4%
- **European (non-Russian born)** 27.2%
- **Other Asian** 3%
  - **Chinese** 2.9%
- **Native American/Alaska Native** 2.1%
  - **Filipino** 1.7%
- **Filipino (Russian born)** 0.2%
- **Russian (Russian born)** 0.2%
- **Laotian** 0.2%
- **Cambodian** 0.1%
- **Vietnamese** 0.4%
- **African** 0.3%

- **Declined to State** <0.1%
- **Other Pacific Islander** 0.6%
- **Middle Eastern** 0.3%
- **Japanese** 0.2%
- **Korean** 0.2%
- **Laotian** 0.2%
- **Other Southeast Asian** 0.2%
- **Samoan** 0.2%

**Other Ethnicities**

- **Auto-immune** <1%
- **Neuro** <1%
- **Parkinson** <1%
- **Stroke** <1%
- **Breast Cancer** <1%
- **Other Cancer** <1%
- **Hepatitis B** <1%
- **ESLD** <1%
- **Other Diagnoses**
  - **HIV/AIDS** 26%
  - **Diabetes** 29%
  - **Heart Disease** 9%
  - **Artery** 5%
  - **COPD** 5%
  - **Hepatitis C** 3%
  - **Surgery** 3%
  - **ESRD** 3%

**Age**

- **50-59** 23.5%
- **40-49** 12.3%
- **30-39** 6.4%
- **13-19** 1.5%
- **25-29** 1%
- **20-24** 0.5%
- **60+** 46.2%

**Diagnosis**

- **HIV/AIDS** 26%
- **Diabetes** 29%
- **Heart Disease** 9%
- **Artery** 5%
- **COPD** 5%
- **Hepatitis C** 3%
- **Surgery** 3%

**Gender**

- **Female** 30.2%
- **Transgender** 0.9%
- **Transgender MTF** 0.7%
- **Male** 57.6%

**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

**3,080**
Clients Served Through Our Community Nutrition Program

**478,344**
Meals Served
1,310 meals per day

**12**
Sites across San Francisco

**2,615**
Older Adults Served (Ages 60 and Up)

**383**
Adults with Disabilities Served (Ages 18-59)

**70%**
of Clients Reported as Living below the Poverty Line
Robert’s Story

“We’re not meant to be locked up. That’s not how we were made. We are made to be socializing with others, and for seniors that’s very important because it keeps our minds and bodies active,” Community Nutrition Program client, Robert, said.

Project Open Hand’s staff and volunteers worked feverishly throughout the pandemic to provide access to life-saving nutrition to its clients and community members, many of whom were sheltering in place and isolated from society.

Robert, who has received meals from our Curry Senior Center over the past decade, said access to nutritious meals has helped him stay healthy during these difficult times.
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.
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 well 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

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
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</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>$11,419,900</td>
<td>$9,362,247</td>
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<tr>
<td>Total Liabilities</td>
<td>$2,940,630</td>
<td>$3,105,872</td>
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<tr>
<td>Total Net Assets</td>
<td>$8,479,270</td>
<td>$6,256,375</td>
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<tr>
<td>Total Liabilities + Net Assets</td>
<td>$11,419,900</td>
<td>$9,362,247</td>
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</table>

## Revenue
- 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.)

## Expenses
- 85.82% Program Services
- 9.06% Development
- 5.12% Management and General
Support and Revenues From Operations

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Individual Donations</td>
<td>$3,090,653</td>
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<tr>
<td>Government Grants</td>
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<td>Bequests</td>
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<td>Foundation Donations</td>
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<td>Fundraising Events</td>
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<td>Program Service Fees</td>
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<td>Business and Corporate Donations</td>
<td>$356,098</td>
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<tr>
<td><strong>Total Support and Revenue</strong></td>
<td><strong>$16,073,832</strong></td>
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<tr>
<td>Other Revenue (Investments, Rental Income, Interest, In-Kind)</td>
<td>$886,352</td>
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<tr>
<td>Supplemental in-kind donations (Food)</td>
<td>$538,978</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$17,499,162</strong></td>
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</tbody>
</table>

Operating Expenses

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<tr>
<th>Service</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services (Meals and Groceries)</td>
<td>$12,646,824</td>
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<tr>
<td><strong>Supporting Services</strong></td>
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<tr>
<td>Management</td>
<td>$754,573</td>
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<tr>
<td>Development</td>
<td>$1,335,892</td>
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<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>$14,737,289</strong></td>
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<tr>
<td>Supplemental Food Expense (donated)</td>
<td>$538,978</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$15,276,267</strong></td>
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Change in Net Assets

<table>
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<th>Source</th>
<th>Amount</th>
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<tr>
<td>Net Assets, Beginning of the Year</td>
<td>$6,256,375</td>
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<tr>
<td>Net Assets, End of the Year</td>
<td>$8,479,270</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td><strong>$2,222,895</strong></td>
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</tbody>
</table>
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
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
HEDCO Foundation

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 Gray
George H. Sandy Foundation
David Giltinan
Hanrahan Maxwell
Charitable Account

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
ML Family Charitable Fund
Thomas Renau and Alykhan Motani
Charles Roberts
Anne and Martin Roher
Sidney Schonfeld Foundation
Veronique and Peter Siggins
SmithBucklin
Dianne Stewart and Andrea Shepard
Peter Tannen
TaskRabbit Inc.
Aditya Wankankar
Suzanne Waterman
Gina Wellmaker
Mrs. Jane Zaloudek and Dr. Charles Zaloudek

CRYSTAL PLATE CLUB
$2,500 - $4,999
Alameda Alliance for Health
Donald and Joann Andrushko
Anonymous (10)
Holley Arbeit and Jack Grippi
Allison Arden and Alex Schworer
Arnott Family Charitable Fund
Karin Ashley and Daniel Roth
Autodesk, Inc.
Zack Barulich
Eileen Bewley
Stephanie Bonham and Susan Kennedy
Dennis Breen
Jerri Brown and Tracy Steelhammer
Capital One
Milton Chen and Ruth Cox
Joshua Cheon
The Cleaves and Mae Rhea Foundation
Corcoran Global
Susan M. and George L. Crow
Carolyn and Gordon Davidson
Marie and Peter Dorsey
Daniel Duffy

Estate of Helen M. Embree
Amy Eskin and Mitchell Shapson
John Fandel
Paul Feuerwerker
Susan Flagg and Carlo Rocca
Sandra Flaviani
Folsom Street Bootblacks
Penny and Sean Fottrell
Michelle Furnanz
John Glass
Rachel Hadley
William and Barbara R. Hazen
Paul Hepfer
Herschend Family Fund,
Jonn Joseph Herschend & Marleen R. Schroder
Hewitt Hunz Family Foundation
Holmes Structures and Holmes Fire
Mary Hooke
Huberman Charitable Fund
Elizabeth and Thomas Jones III
Michael Kossman
Estate of David Kramer
Sophie and Phurpa Ladenla
David Lindsey
Marie and Barry Lipman
Gary Loeb
Eve and Niall Lynch
Michael J. McGinley
John and Sandra McGonigle
Donor Advised Fund
Russell Miller
Monaco Family Charitable Fund
The Morrison & Foerster Foundation
Mark Moser
Benjamin Newsom
Opes Advisors
PAV Foundation
PG&E Corporation
Barbara Poole
Kenneth Prag
Roger D. Reading
Marcia Rodgers and Garrett Loube
ErinBlythe Sanders
Lori Ann Schechter and William N. Hebert
Sue Schultes
Renee and Philip Seay
Segal/Connelly Charitable Trust
Elizabeth H. Shattuck
Elizabeth Smith*
The Stewart and Montecalvo Charitable Fund
Nanette Stringer and David Hutchings
Estate of Joanne and William Surasky
Thomas Tarnowski, PhD
Linda Walsh and Keith Cowan
Robert Weston*
Ellen Winter and Gary Stower
Scott Yu
Maxine and Jack Zarrow
Family Foundation

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
Eric Barkan
Scherrie Barone*
David Bates
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
Judy Chang
Dr. and Mrs. Melvin Cheitlin
K Chester Chen Family Fund
Mel Chen
Chevron Matching Employee Fund
Susan and Ronald Choy
Karl Christiansen*
Craig Chu and Christina Lee
Anita Clemetson
David Cohen
Christine and Richard Colton
Community Thrift Store
Marsha Condon
James Connelley
Jennifer Conrick
James Conte
Emily Cooke and Naggi Asmar*
Susan Cooper
Dorene Cotter and Anthony Nash
Betsy Cotton*
Robert V. Craig
Marilyn and Dale Crandall*
David and James Harbison Crook
Joan and Peter Cuddihy
The Jane and William Curran Foundation
Thomas Cutillo and Priscilla Myrick
Mary A. D’Abate
Gretta and Rodney D’Acquisto
Paul S. Daniels & Stephen E. Cole Fund
Norma and Bruno Davis*
DC Station Owner, LLC
Serge and Monika De La Porte
Mary DeBenedictis
Lisa S. DeCarlo
Decus Biomedical, Inc.
Robert M. Del Vecchio
Janet Dempsey
Jacqueline Desoer
Nicholas Dewar and Nicki Michaels
Melinda and Jeffrey Dieder
Diane Diggins*
Michael Dillon*
Dale Doepke

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 Ruth’s legacy alive.
BOARD OF DIRECTORS

BOARD CHAIR:  
Mike Henry, Google

BOARD VICE-CHAIR:  
Ruth Yankoupe, Getaround

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John Colton, Kaiser Permanente

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Patricia King, California Olive Oil Council

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Ginny McSwine, Salesforce  
Jennifer Wieman Petraglia, Splunk  
Adi Wakankar, Sangamo Therapeutics  
Andrea Wilkinson, Zogenix  
Helene York, The Food Business School of the Culinary Institute of America

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Herbert Dong, VP of Finance and Information Technology  
Ana Ayala, VP of Programs  
Jonathan Jump, VP of Operations  
Kim Madsen, Director of Nutrition Services

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