# PROJECT OPEN HAND 2022 ANNUAL REPORT







Project Open Hand
meals with love

Project Open Hand held the world premiere of *The Ruth Brinker Story* in May of 2022. This documentary showcases our founder's unwavering commitment to serving meals with love during the HIV/AIDS epidemic, and how her dedication grew into Project Open Hand. The documentary premiered at the Castro Theater, directed by Apo Bazidi of Burn A Light Productions, debuted on May 22, 2022.

# LETTER FROM THE CEO



Dear Friends,

In 1985, during the early days of the AIDS epidemic, a retired food-service worker named Ruth Brinker saw a close friend suffering from malnutrition. She knew what needed to be done – feed him and feed her neighbors. Fast forward to 2022 and The Ruth Brinker Story, a short documentary on Ruth's life and legacy, premiered in theaters. Today, Ruth's legacy lives on, and her vision of providing meals with

love to our neighbors living with chronic illnesses is the driving force behind everything that we do.

2022 was a year of growth and renewal for our organization, as we provided millions of dollars of support in the fight against the COVID-19 pandemic, brought the community together through events and collaboration, and released The Ruth Brinker Story. Yet, despite these accomplishments, the challenges we're facing today remain pressing. And the story of Project Open Hand's founding is more relevant than ever today.

Today, more clients are relying on our services than ever. As we're seeing this increase in need, we're grateful for the continued support of our partners and donors like you that carry us through times like these. From San Francisco to cities across Alameda County, our clients know that they can rely on our life-saving meals every day because of the generous support of our community and donors like you. Thank you!

### **Paul Hepfer**

Chief Executive Officer

### 2022 AT-A-GLANCE

1,000,000

Meals Served

903

**Total Volunteers** 

\$20,000,000

Received In Support

## THE RUTH BRINKER STORY







# OUR WELLNESS PROGRAM



Wellness Clients Served

477,693

Medically Tailored Meals Provided (Including Groceries for Meals)

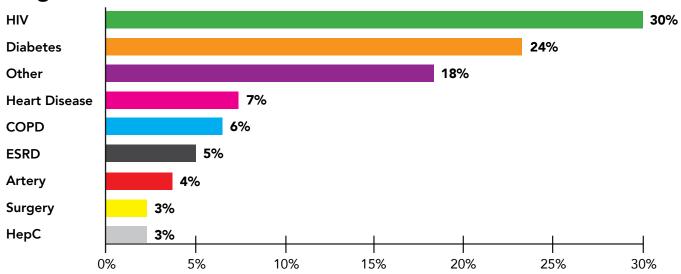
# 2,005

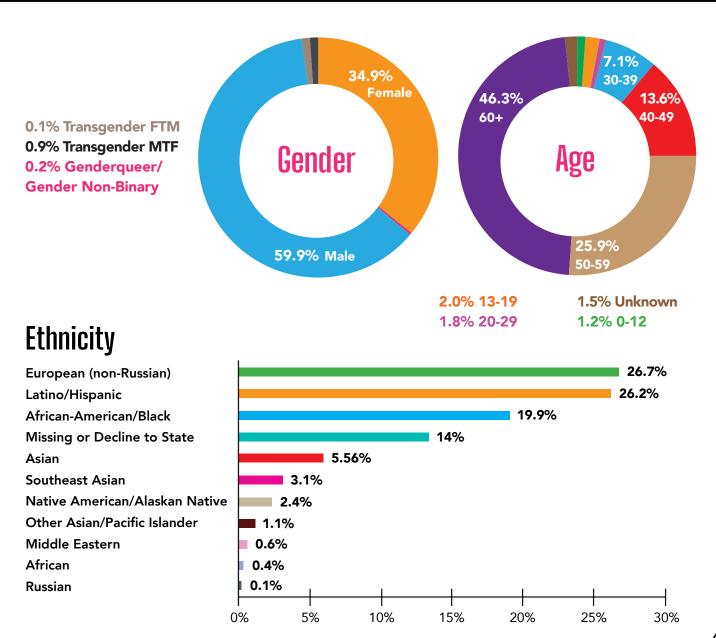
Registered Dietitian Assessments and Counseling Sessions Provided

114

Military Veteran Clients Served

## Diagnoses







"Good news! My doctor said this meal program really works well for me, and I've really seen a change in my diet"

Aurora is from Mexico and moved to San Francisco 40 years ago while raising a family of two. She now resides in the Tenderloin neighborhood of San Francisco. About one and a half years ago, her doctor introduced her to Project Open Hand's Community Nutrition Program (CNP). She is diabetic, has high blood pressure and struggles to eat complete meals.

Aurora says what she likes most about coming to our Downtown Senior Center location is how safe she feels despite the gritty neighborhood it is located in. In addition to the nutritious meals, the kindness of the staff and the activities the center provides like exercise and art class help bring her a true sense of community.

"I do like to cook simple meals. However, sometimes I rather come to Downtown Senior Center to enjoy a nutritious meal and I get to see my friends," she says. "We like to check in with each other and exchange recipe idea."

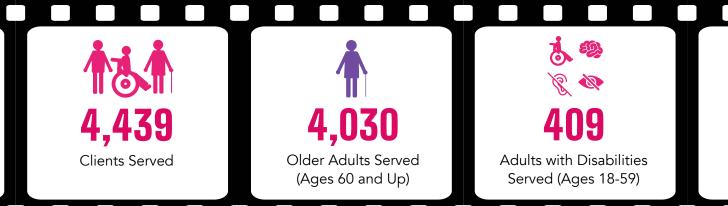
Her favorite meals at Project Open Hand are Pork Chickpea Stew, Beef Birria, Meatloaf, and any salad.

"I'm very grateful for Project Open Hand's Community Nutrition Program meals," she says. "Good news! My doctor said this meal program really works well for me, and I really see a change in my diet."

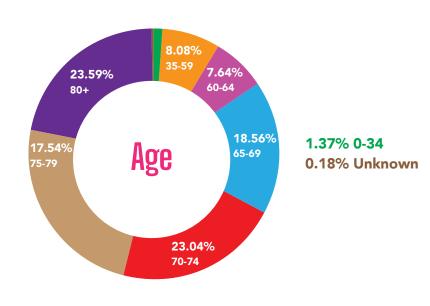
# COMMUNITY NUTRITION PROGRAM

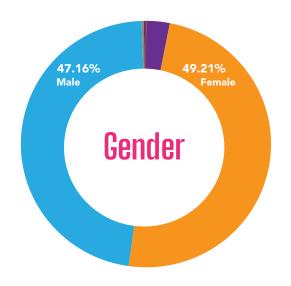
Providing Nutritious Meals in Communal Settings to Older Adults and Adults With Disabilities





# **COMMUNITY NUTRITION PROGRAM**





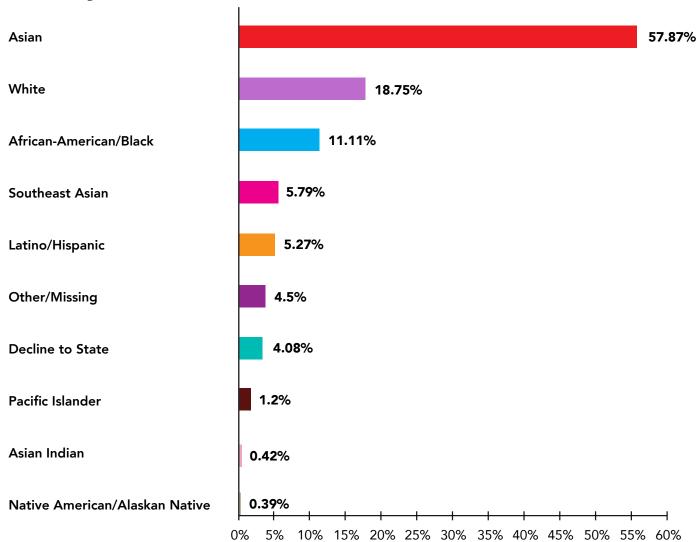
0.21% Transgender FTM

0.16% Transgender MTF

0.11% Genderqueer/Gender Non-binary

3.16% Not reported

## **Ethnicity**



"I knew Project Open Hand would be here. Somebody would check on me."

Vicky was born in Oakland and raised in Richmond, where she says she had a traumatic past. During childhood, Vicky was sexually abused and had an estranged relationship with her father. As she got older, her brothers passed away from gun violence, and her sister from lupus. Vicky began to struggle with drug and alcohol addictions.

When she was diagnosed with HIV, Vicky decided to stay clean, utilizing Project Open Hand's services from her medical provider. She began visiting Project Open Hand's Oakland Grocery Center, connecting with Registered Dietitian Nutritionists about meal preparation, joining our Community Nutrition Program and cooking classes. When she moved to San Francisco, she continued using the services.

During the COVID-19 pandemic, Vicky was feeling isolated and depressed due to loved ones passing away. Despite the pandemic, Project Open Hand continued to deliver meals to her doorstep, supporting her through a difficult time.

"I knew Project Open Hand would be here. Somebody would check on me," she said. Vicky says she felt connected with Joe Wicht, Project Open Hand's Client Engagement Specialist, and the organization as a whole. Project Open Hand continues to serve clients in different regions of the Bay Area, making them feel connected and welcomed.





# **VOLUNTEER IMPACT**

### Thank You to Our Volunteers!

Throughout the COVID-19 pandemic, Project Open Hand was fortunate to have a dedicated team of volunteers who remained committed to improving health outcomes and quality of life for our clients by providing nutritious meals, caring for, and educating the sick and vulnerable.

Despite uncertainty from the ongoing pandemic and supply chain disruptions, our volunteers continued to selflessly give their time to meal production in our kitchens, packaging essential dry goods, and delivering meals to clients through more than 27,000 hours of service. In addition, we saw a surge in one-time volunteers, jumping from 11% to 54% this year, which demonstrated the large number of people looking to support their neighbors during a challenging time.

Project Open Hand is incredibly grateful to each of our volunteers for their dedication to serving our clients and supporting the Bay Area community. We couldn't do it without you!



834

Total Individual Volunteers



69

Total Volunteers from Groups



27,747

Total Volunteer Hours

























## **EVENTS OF THE YEAR**

#### Dining Out For Life - 2021

Dining Out For Life (DOFL) is an annual fundraising event that raises money for community-based organizations serving people living with or impacted by HIV. As the licensed DOFL HIV/AIDS service agency for the East Bay, Project Open Hand partnered with 22 local restaurants and eateries in September 2021. This was the first year since the pandemic lockdowns that restaurants resumed in-person dining.

# Help is on the Way: Broadway & Beyond, Presented by the Richmond/ Ermet AIDS Foundation – 2021

Once again, Project Open Hand was a beneficiary of the Richmond/Ermet AID Foundation (REAF) annual benefit concert, Help is on the Way XXVI: Broadway and Beyond, which featured a star-studded lineup from Broadway, TV, film, and the recording industry. All proceeds from the concert went towards Project Open Hand and REAF's Small Emergency Grants Program.

#### Hand to Hand - 2021

Our 29th Hand to Hand Gala was held at the Fairmont Hotel in December 2021. This year, the event was hybrid - allowing attendees to join virtually and in-person. Through the generosity of our sponsors, Project Open Hand raised more than \$X through this event.

#### Smuin Ballet - 2021

For the first time, Project Open Hand partnered with Smuin Ballet for their holiday spectacular, The Christmas Ballet: LGBTQ+ night. Hosted by Lady Camden from RuPaul's Drag Race, the company performs for a festive, one-night-only performance. Proceeds from the event were donated to Project Open Hand and LYRIC SF.

#### Candidates Forum - 2022

In partnership with Meals on Wheels San Francisco, Visitacion Valley Community Unity, Curry Senior Center, and SF New Deal, Project Open Hand hosted a candidates forum for California's 17th Assembly District at Manny's, a community-focused meeting place. The forum featured Supervisor Matt Haney and David Campos, who each shared their thoughts on the San Francisco food landscape. Attendees joined the event virtually and in-person.

#### The Ruth Brinker Story - 2022

The Ruth Brinker Story premiered at the Castro Theater in May 2022. The documentary, a film chronicles the life and work of Project Open Hand founder, Ruth Brinker, and her goal to provide meals with love to HIV/AIDS patients in the Bay Area. The film premiere was followed by a Q&A discussion with the film creator, Apo Bazidi, and Project Open Hand CEO, Paul Hepfer.

#### **SF Pride – 2022**

After two years of cancellation due to COVID, San Francisco's Pride Parade returned in June 2022! Project Open Hand was there, and boogied down Market Street with our contingent of over 30 people.

# HIGHLIGHTS FROM THE YEAR

### **Uplift Campaign 2021**

On July 2021, Project Open Hand raised a \$375,000 match to fix elevators and support our lifesaving programs.

### Bayer Fund \$170,000 Grant Fund

A \$170,000 grant from the Bayer Fund in August 2021 helped us to continue to provide medically tailored meals and nutrition intervention programs to thousands of clients.

### Holiday Meals With Love Campaign 2021

On December 2021, we raised a \$260,000 matching donation through our Holiday Meals with Love campaign. The campaign helped us to expand services throughout San Francisco and Alameda counties.

### **Project Age Well**

Project Age Well provided socially isolated older adults with weekly meals, groceries, classes on nutrition, social connection, sleep, fall prevention, and stress reduction. Care coordinators facilitated individual sessions to assess health needs and set personalized goals.

## State Bridge Funding Grant

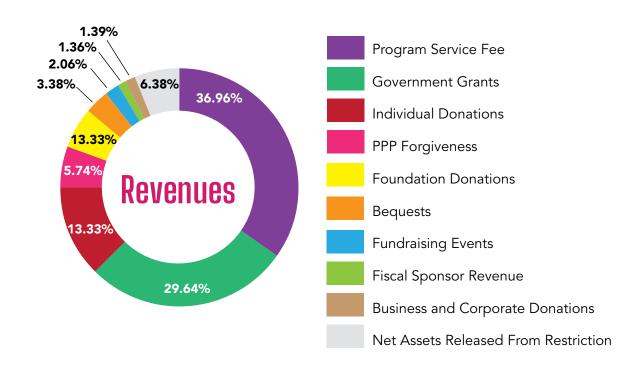
This \$9.4 million grant was awarded to Project Open Hand from the California Department of Health Care Services as the fiscal agent for the California Food is Medicine Coalition. The grant provided emergency funding for California residents across multiple counties during the COVID-19 pandemic to receive specialized nutrition from Medically Tailored Meals and nutrition counseling. The project covered two fiscal years with \$6.64 million of the funding and services provided during the 2022 Fiscal year.

# FINANCIAL STATEMENT

### Statement of Financial Positions (As of June 30, 2022)

In FY 2022, we provided \$4M more in public support related to the COVID-19 pandemic.

	June 30, 2021	June 30, 2022
Total Assets	\$11,419,900	\$13,022,968
Total Liabilities	\$2,940,630	\$3,299,227
Total Net Assets	\$8,479,270	\$9,723,741



# FINANCIAL STATEMENT

Statement of Activities and Changes in Net Assets (As of June 30, 2022)

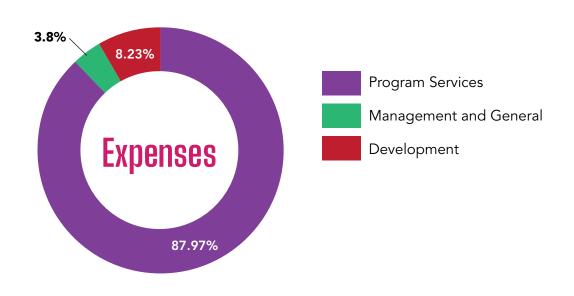
Support and Revenues From Operations	FY 2021 Totals	FY 2022 Totals
Program service fees	\$2,644,743	\$7,720,199
Government grants	\$6,811,172	\$6,192,488
Individual donations	\$3,090,653	\$2,784,412
PPP Forgiveness	\$0	\$1,199,826
Foundation donations	\$2,371,664	\$1,276,146
Bequests	\$442,675	\$706,330
Fundraising events	\$356,827	\$432,295
Fiscal Sponsor Revenue	\$0	\$285,430
Business and corporate donations	\$356,098	\$290,400
TOTAL SUPPORT AND REVENUE	\$16,073,832	\$20,887,526

Operating Expenses	FY 2021 Totals	FY 2022 Totals
Program services		
San Francsico:		
HIV Meal Delivery	\$1,739,698	\$1,611,946
HIV Grocery Services	\$531,591	\$549,190
HCI Meal Delivery	\$931,385	\$1,103,586
HCI Grocery Services	\$325,444	\$395,517
Older Adult Meals	\$7,920,633	\$12,763,138
East Bay:		
HIV Meal Delivery	\$430,561	\$472,807
HIV Grocery Services	\$289,266	\$370,398
HCI Meal Delivery	\$435,463	\$430,176
HCI Grocery Services	\$42,783	\$147,593
TOTAL PROGRAM SERVICES	\$12,646,824	\$17,844,351
Supporting services		
Management and general	\$754,573	\$769,921
Development	\$1,335,892	\$1,669,267
TOTAL SUPPORTING SERVICES	\$2,090,465	\$2,439,188
TOTAL OPERATING EXPENSES	\$14,737,289	\$20,283,539

# STATEMENT OF ACTIVITIES

## Continued from page 16

Changes in Net Assets From Operations	\$603,987
Other Income (Expenses)	Totals
Investment income (loss), net	(\$260,244)
Rental income	\$876,660
Gain on disposal of assets	\$4,000
Miscellaneous income	\$20,068
TOTAL OTHER REVENUE	\$640,484
Changes in Net Assets	\$1,244,471



## THANK YOU TO OUR GENEROUS DONORS!

July 1, 2021 - June 30, 2022

## The Diamond Plate Club (\$100,000+)

The Garcia\_Panavenes
Family Trust
Gilead Sciences, Inc.
Hellman Foundation
Estate of Marilea Larm
Estate of William Rusconi

## The Platinum Plate Club (\$50,000 - \$99,999)

Anonymous (1)
John and Marcia Goldman
Philanthropic Fund
Google
Gryphon Investors
Estate of Sylvester James
MacPhail Family and Friends
Wilda and Lowell Northrop, III
Estate of William Osuna
Richmond/Ermet Aid
Foundation
William G. Irwin Foundation

## The Gold Plate Club (\$25,000 - \$49,999)

Anonymous (1) Broadway Cares/Equity Fights AIDS Frank A. Campini Foundation Estate of Shevlin De La Roza Dana and Robert Emery Estate of Elizabeth Engelcke Gap Foundation Walter & Elise Haas Fund Terri Hearsh Hellmann Family Fund MAC VIVA GLAM Fund Middle Passage Foundation Mary and Michael Osborn Redwood Credit Union George H. Sandy Foundation Estate of Mary Ruth Tarpley Estate of Nancy Vernon-Burke

## The Silver Plate Club (\$10,000 - \$24,999)

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Carl Kaufman
Anonymous (10)
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Association
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## The Crystal Plate Club (\$2,500 - \$4,999)

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## The China Plate Club (\$1,000 - \$2,499)

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**Project Open Hand** 

meals with love

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## San Francisco

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