



IMPACT REPORT 2020



BLACK LIVES MATTER

Longstanding societal inequities manifest in many ways. Project Open Hand was founded because bigotry, stigma, and ignorance were major factors in gay men dying quickly as a result of HIV/AIDS. Ruth Brinker and her supporters recognized how these injustices were causing people to literally starve to death. At the time, she never claimed to be a fighter for social justice, she just knew what she was doing was “right.”

Project Open Hand must and will continue to stand with our communities of color and condemn all forms of social injustice. Whether it's access to healthcare, nutrition, education, or police brutality and covert and violent racism, we will stay true to our legacy and purpose.



Our Mission: To improve health outcomes and quality of life by providing nutritious meals to the sick and vulnerable, caring for and educating our community.

@PROJECTOPENHAND | #FOODISMEDICINE | #MEALSWITHLOVE



LETTER FROM THE CEO



Hello from the Project Open Hand family. I want to share in this Annual Report, how we here at Project Open Hand, with your support and assistance, adapted what we do and how we do it to ensure the food and nutrition security in the face of the Covid-19 pandemic.

We must acknowledge that 2020 was challenging in unimaginable ways. We saw a pandemic paralyze this country from the inside out, and our own community faced incredibly difficult times. Even before Covid-19, food security was, and more so, now, remains a precarious issue in the Bay Area. It demonstrated structural inequities for ethnic and minority populations. For

those needing our specialty services, those with chronic illnesses or heart disease, cancer, diabetes, HIV/AIDS, the pandemic threatened their ability to obtain our health restoring medically tailored meals. Our clients, in order to be safe, were unable to come to our locations and our service sites as they were closed.

POH had to adapt to ensure the well-being of those who would otherwise lack the healing nutrition. As they sheltered in place, we knew our elderly and those with chronic diseases were at high risk for an infection that could lead to hospitalization and loss of life. To effectively adapt, we had to ensure our staff and volunteers were safe and that we followed the best science and public health protocols as they developed and changed. Our thousands of volunteers, many working in nearby companies and corporations were no longer at the workplace, and our retired volunteers were at risk because of their age. Even then, the need to be distanced, decreased our normal shoulder to shoulder capacity in order to include them in the meal preparation process. Hot meals now needed to be provided frozen in 7-meal packs that would be delivered weekly. We did not have freezer capacity to store 3,000 medically tailored meals a day and additional vehicles to bring them to our patients across 2 counties. But we at Project Open Hand remained committed to providing Meals with Love and meals that heal. We rose and continue working to rise and meet these challenges that continue until now.

We were able to do what we do and respond urgently to a change in our model because of generous, thoughtful and caring donors. You, as part of our community, stepped up as well and provided incredible support to us during these trying times. 2020 saw thousands of new donors support POH with higher levels of gifts. We are also incredibly humbled by our longtime supporters who provided more gifts than previous years. All of our supporters extended themselves and shared what they were fortunate to have for others with challenges. Many times, we did not need to ask, and they reached out to us to ask what they could do, knowing the rising levels of need.

We are only able to serve our clients through your generosity, and we remain amazed by our community's ability to recognize a need and step in to address it.

We continue to monitor the environment, to keep ourselves and our clients safe and healthy, and we work to be nimble and responsive as things change dynamically. We know Food is Medicine and we also know that we're all in this together.

Thank you so very much! Please remain vigilant, keep safe and stay healthy!

With sincere gratitude,


Paul Hepfer, CEO

2020 SAW
THOUSANDS
OF NEW DONORS
SUPPORT POH WITH
HIGHER LEVELS OF
GIFTS.

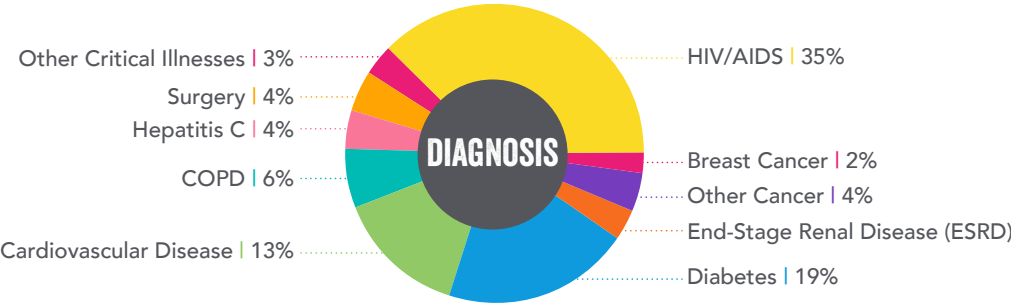
COVID-19 TIMELINE 2020

JANUARY	First Case of COVID-19 reported in the U.S.
FEBRUARY	Bay Area Prepares for COVID-19 Response. Project Open Hand team begins discussion with partner organizations about response.
MARCH	<p>Shelter in Place goes into effect. Five of 16 CNP Locations Close. 125 Daily Volunteers reduce by 78 Percent.</p> <p>Deemed an Essential Service, Project Open Hand adapts its operation and focuses in on producing more Frozen Medically Tailored meals and pre packaged groceries for clients.</p> <p>Project Open hand launches COVID-19 Fundraising Campaign with a goal of \$500,000 to support emergency efforts to mobilize and ramp up services to those in need in the Bay Area.</p> <p>POH Responds to Residents in need of food at 3 Single- Resident-Occupancy locations in San Francisco. 252 meals delivered every day to support the nutritional needs of these residents.</p>
APRIL	<p>Project Open Hand, with funding from Department of Disability and Aging Services, acquire a temporary 40-foot freezer trailer that could store up to 20,000 meals.</p> <p>Department of Disability and Aging Services give \$750,000 in one-time-only funding through GIVE2SF Response and Recovery Fund. With Funding, POH begins process to build brand new 16x30 foot walk-in freezer and a 11x16 foot fridge.</p>
MAY	<p>Project Open Hand in Oakland sees its number of meals and groceries to clients in Alameda County increase from 4,100 in February to 6,300 at the start of May.</p> <p>Project Open Hand Exceeds \$500,000 COVID-19 Fundraising goal thanks to individual donations, facebook fundraisers, emergency grants and contributions for organizations.</p>
JUNE	<p>CNP, which switched congregate meal settings to pickup only, sees its number of meals rise from 6,000 to 9,000 in June.</p> <p>Kitchen and operations meal production increases to 17,000 frozen medically tailored meals per week.</p>

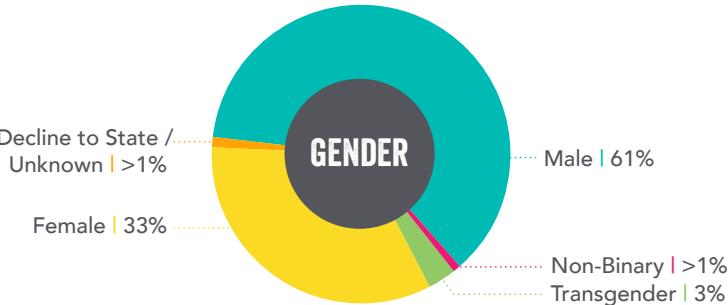


PROVIDING NUTRITIOUS MEALS TO THE SICK AND VULNERABLE

Our Wellness Program:



213 OF OUR CLIENTS IN 2019 WERE MILITARY VETERANS



Number Of Registered Dietitian Office And In-Home Assessment/ Counseling Sessions

1,883

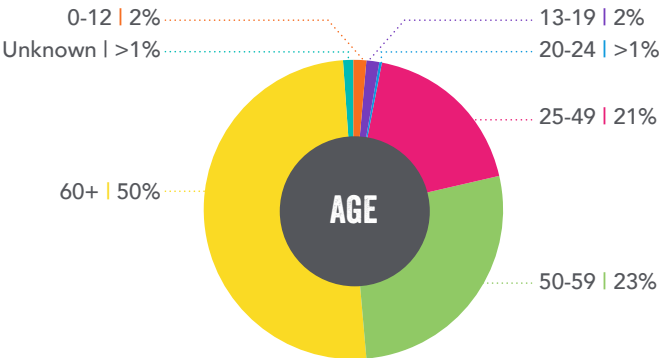


Number Of Clients Referred/Applied for services

2,083

Wellness Clients Served

3,642



Number Of Medically Tailored Meals (include groceries for meals)

556,656



NUTRITION / GROCERY CENTERS

Clients shop for a week’s worth of wholesome, nutritious groceries and pick up nutritious meals, approved by our four staff dietitians at one of two Grocery Centers in Oakland and San Francisco.

HOME-DELIVERED MEALS

We deliver meals prepared by our professional chefs and overseen by our Registered Dietitians to those who are too sick or frail to shop or cook.

Our visits provide a vital wellness check and a warm social touch.



MOBILE OUTREACH SERVICES

Our weekly mobile service van eliminates barriers by providing groceries and produce, along with nutrition education and intake information to clients in their own neighborhood.

PROVIDING NUTRITIOUS MEALS
IN A COMMUNAL SETTING TO SENIORS & ADULTS WITH DISABILITIES

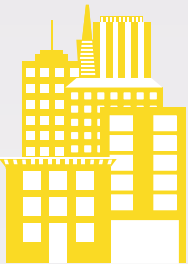
Our Community Nutrition Program:



556,656
MEDICALLY TAILORED MEALS



5,658
GNP CLIENTS SERVED



AT 16 SITES
ACROSS SAN FRANCISCO



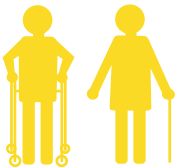
365
DAYS A YEAR



611 ADULTS WITH DISABILITIES
(AGES 18 TO 59)



92% OF CLIENTS
LIVE BELOW THE POVERTY LINE



5,047 OLDER ADULTS
(AGES 60 AND UP)

30% of seniors live alone in San Francisco
Source: SF Department of Disability and Aging Services

OUR IMPACT

IMPROVED HEALTH OUTCOMES

DECREASED COSTS

DECREASED EMERGENCY
DEPARTMENT VISITS

DECREASED HOSPITALIZATIONS
AND RE-ADMISSIONS

INCREASED SOCIAL/EMOTIONAL
WELL-BEING

DECREASED ISOLATION

From Day One, we have partnered with
the community to achieve this impact.

THANK YOU TO OUR VOLUNTEERS

VOLUNTEER IMPACT

Total Volunteers (shifts) | Total Unique Volunteers | Total Hours | Value of Volunteer Time

6,583

4,857

58,165

\$1,832,779.15



2019 HIGHLIGHTS

RUTH'S SPIRIT LIVES ON 35 YEARS LATER - IT'S WHAT WE DO

Ruth Brinker began Project Open Hand in 1985 to feed her neighbors with AIDS who were suffering from Malnutrition.

During the 35th anniversary of when Ruth began cooking meals out of her kitchen, Project Open Hand found itself in another defining moment by responding to the needs of the community and expanding services during the COVID-19 Pandemic.



COMMUNITY RESPONDS TO OUR CALL FOR HELP

Early March, Project Open Hand launched a COVID-19 Fundraising Campaign with a goal of \$500,000 that would support our emergency efforts to mobilize and ramp up our services to help those in need in the Bay Area during this crisis.

From individual donations and our Facebook Fundraiser to emergency grants and contributions from generous organizations, we exceeded the goal we set because of our supporters.

PARTNERSHIP WITH ANTHEM BLUE CROSS

Anthem Blue Cross has partnered with Project Open Hand, to launch a four-county, one-year pilot project that provides medically tailored meal interventions to Anthem Blue Cross Medi-Cal members who have chronic health conditions, such as diabetes and heart disease.

CALFIMC RECEIVES GRANT

The California Food Is Medicine Coalition(CalFIMC) received a \$100,000 grant from CVS Health, supporting the coalition's response to the COVID-19 outbreak. The grant is part of more than \$1 million CVS Health and its foundations have given to address food insecurity and other community needs in response to the challenges presented by the pandemic.



POH OAKLAND CELEBRATES 30 YEAR ANNIVERSARY

In October of 2019, Project Open Hand in Oakland celebrated its 30th Anniversary of providing medically-tailored nutrition to clients in Alameda County.

OUR SIGNATURE EVENTS

JOIN US IN 2021!

HAND TO HAND LUNCHEON

Held every December, this festive celebration brings together our diverse community of supporters for a unique family style luncheon with courses prepared by award-winning Chefs. The event included an exciting live auction, raffle and fund-a-need donation drive. It was a successful event thanks to the support of our donors and volunteers.



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.

In Spring 2020, Project Open Hand postponed Dining Out for Life due to COVID-19. When restrictions are lifted, we look forward to the day when we can dine out to not only end HIV but also to support our restaurants in need.



THANK YOU TO OUR GENEROUS DONORS

| \$1K+ donors from July 1, 2019 - June 30, 2020 |

DIAMOND PLATE CLUB \$100,000+

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PLATINUM PLATE CLUB \$50,000 – \$99,000

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Inez Wilkerson
Scott Willoughby*
Ellen Winter & Gary Stower
Caroline Wiryadinata
Michael Wise
Janne Wissel
Elizabeth Wolfe
Barry Wolpa & Andrew Tabbat
Woodward Family Foundation
Gail Yee and Robert Meave*
Helene York
Stephen Young
Sharron Zakus
Mrs. Jane Zaloudek and
 Dr. Charles Zaloudek
Howard Zee
Mark Ziering
Denise and Joseph Ziony
Mary Jane Zismann

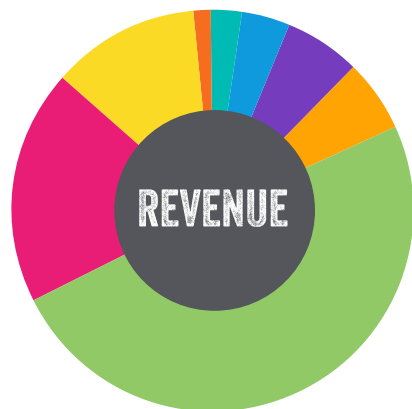
*Designates members of The Supper Club, Project Open Hand’s monthly giving program. To learn more about The Supper Club, please visit www.openhand.org/give/supper-club.

*If you are a donor and noticed an error or omission, please contact us to make it right:
Barbara Camacho at bcamacho@openhand.org.*

FINANCIAL STATEMENTS

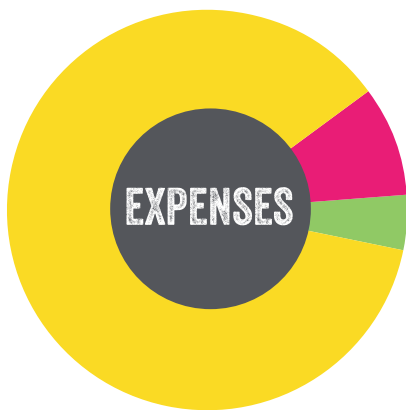
STATEMENT OF FINANCIAL POSITION (as of June 30, 2020)

	2020	2019
Total Assets	\$9,361,412	\$6,689,537
Total Liabilities	\$3,098,583	\$1,384,998
Total Net Assets	\$6,262,829	\$5,304,539
Total Liabilities + Owner's Equity	\$9,361,412	\$6,689,537



- 50% Government Grants
- 19% Individual Donations
- 12% Foundation Donations
- 1% Bequests
- 3% Fundraising Events
- 4% Program Service Fees
- 6% Business/Corporate and In-Kind Donations
- 6% Other Revenue (Investment, rental, etc.)

- 87% Program Services
- 9% Development
- 3% Management and General



MEALS WITH LOVE

STATEMENT OF ACTIVITIES as of June 30, 2020

Support and Revenues From Operations

Individual Donations.	\$2,920,478
Government Grants	\$7,641,457
Bequests.	\$194,902
Foundation Donations	\$1,819,520
Fundraising Events.	\$402,980
Program Service Fees.	\$631,007
Business and Corporate Donations	\$952,655
In-kind Donations.	\$3,500
Total Support and Revenue.	\$14,566,499
Other Revenue (Investments, Rental Income, Interest , In-Kind).	\$893,057
Supplemental in-kind donations (Food).	\$1,352,106
Total Revenue	\$14,017,834

Operating Expenses

Program Services (Meals and Groceries)	\$12,583,601
Supporting Services	
Management	\$615,908
Development	\$1,301,752
Subtotal Operating/Supporting Services	\$1,917,659
Supplemental Food Expense.	\$1,352,106
Total Operating Expenses.	\$13,899,544

Change in Net Assets

Net Assets, Beginning of the Year	\$5,304,537
Net Assets, End of the Year	\$6,262,829
Change	(\$958,292)

FOOD IS MEDICINE

BOARD OF DIRECTORS
FISCAL YEAR 2019-20

CHAIR:

Mike Henry, Google
Tim Barabe, San Francisco (Dec. 2019)

VICE-CHAIR:

Ruth Yankoupe, Getaround

SECRETARY:

Patricia King, California Olive Oil Council

CHAIR OF FINANCE COMMITTEE:

John Colton, Kaiser Permanente

Vishwa Chandra, McKinsey & Company

Andrew Chang, Osterweis Capital

Kris Konietzko, Salesforce (Nov. 2019)

Aneesh Krishna, McKinsey & Company (Dec. 2019)

Gary Loeb, Achaogen (Nov. 2019)

Preston Maring, M.D.

Ginny McSwine, Salesforce

Aditya Wakankar, Sangamo Therapeutics

Jennifer Wieman Petraglia, Splunk

Andrea Wilkinson, Zogenix

Helene York, Guckenhimer

EXECUTIVE TEAM

Paul Hepfer, Chief Executive Officer

Ana Ayala, Vice President of Programs

Jonathan Jump, Vice President of Operations

Adrian Barrow, Executive Chef

Amor Santiago, Vice President of Development and Community Affairs



Project Open Hand has a historical legacy of providing HIV nutrition services to people living with HIV/AIDS. After seeing a close friend with AIDS suffer from malnutrition, retired food-service employee Ruth Brinker began making and delivering homemade meals for her neighbors. HIV/AIDS continues to be our most common critical illness among clients (34%).



Compared to San Francisco and national outcomes, Project Open Hand’s HIV clients have substantially higher averages of viral load suppression rates (78%, compared to 60% in San Francisco, and 40% national), medication adherence (88%, compared to 53% in San Francisco), and medical engagement (100%). (2018)

We attribute our high success rates to the model of care we developed that provides condition specific nutrition, medical team engagement and disease-specific nutrition education.



Project Open Hand

meals with love

SAN FRANCISCO

730 Polk Street
San Francisco, CA 94109
(415) 447-2300

OAKLAND

1921 San Pablo Avenue
Oakland, CA 94612
(510) 622-0221

Project Open Hand is a 501(c)(3) nonprofit organization. Federal Tax ID: 94-3023551

info@openhand.org | donations@openhand.org | openhand.org

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