

FOOD = LOVE

www.openhand.org

“Project Open Hand’s nutritious food gives me energy to take on the day.”

—HULDA, BERNAL HEIGHTS



Our Story

Project Open Hand was founded in San Francisco in 1985 at a time when the city found itself at ground zero of a frightening and devastating epidemic called AIDS. While many felt helpless as they witnessed the disease claim friends, family and co-workers, a retired food services worker named Ruth Brinker felt something needed to be done. Ruth began preparing *meals with love* in her kitchen and delivering them to seven neighbors with AIDS who were far too frail and critically ill to cook for themselves.

Ruth’s vision of *meals with love* is still alive today and remains the motivating force behind all that Project Open Hand does to nourish and engage the community.

Today, Project Open Hand has expanded its services beyond HIV/AIDS to include serving those with critical illnesses such as breast cancer, diabetes, as well as seniors and adults with disabilities fighting hunger.

Our Impact

Our food is love. And our food is medicine. It helps our clients recover from illness, get stronger and lead healthier lives. Every day, we prepare 2,500 nutritious meals and provide 200 bags of healthy groceries to help sustain our clients as they battle serious illnesses, isolation, or the health challenges of old age. We serve San Francisco and Alameda Counties, engaging more than 125 volunteers every day to nourish our community.

Our Mission

Nourish and engage our community by providing *meals with love* to the sick and the elderly.

Our Vision

No one who is sick or elderly in our community will go without nutritious *meals with love*.

Annual Report

Fiscal Year 2015-2016

2016 Highlights

March  **Updates From Our Pilot Study**

Project Open Hand completed its first-ever client-focused nutrition study in partnership with physicians and researchers from the University of California, San Francisco School of Medicine. Through the results, we were able to prove that our meals:

- ↘ 63% Decreased client hospitalizations
- ↘ 58% Decreased client ER visits
- ↗ 50% Increased client medical adherence


The full study will be published in the Journal of Urban Health in 2017.

May  **Adrian Barrow, Our New Executive Chef**

Client for four years, chef for eight, Adrian Barrow is one of many remarkable stories in the Project Open Hand family, and his skill set in our kitchen is indispensable. Adrian says, “The only thanks I ever want is for our clients to feel well and taken care of after they’ve finished eating.”

August  **Introducing CHEFS Study**

Following a groundbreaking research FOOD = MEDICINE collaboration with UCSF that provided 64 critically ill Bay Area residents with access to 100% nutrition for five months, Project Open Hand and UCSF are now underway with Phase II: “Changing Health through Food Support.” Also known as the CHEFS Project, the research study will follow 200 existing HIV+ clients in both San Francisco and Alameda Counties as they receive regular specialized nutrition education and access to all of their nutrition needs for six months.

September  **A Recap of Project Open Hand Weekend**

With both the *Ghirardelli Chocolate Festival* and the *Giant Race* falling on the same weekend this year, the two iconic San Francisco organizations partnered to help raise awareness and funds for Project Open Hand. The events brought in a total of over \$325,000 for our *meals with love!*

September  **19 Millionth Meal Served!**

We proudly served our 19 millionth meal this year! Both San Francisco Mayor Ed Lee and the Board of Supervisors publicly recognized this milestone by issuing declarations of Project Open Hand Day and Weekend in the city. Check out the video online at: vimeo.com/projectopenhand/19million

December  **Project Open Hand and Zuckerberg SF General Hospital Partnership**

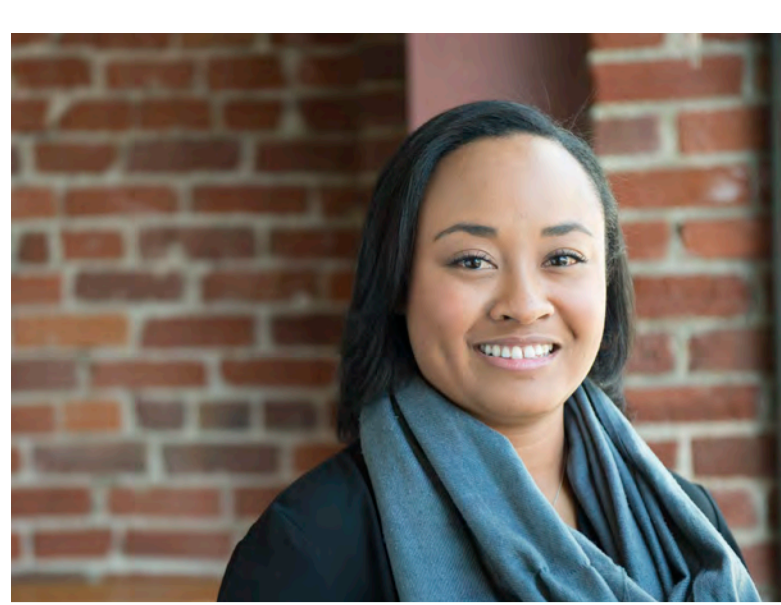
To directly confront the growing problem of food insecurity and its relation to chronic disease, Project Open Hand and Zuckerberg San Francisco General Hospital are partnering to create a fully integrated program of primary care, medically tailored and 100% nutritious meals as well as related services among the medically underserved adults of the Bay Area. The special program is set to begin serving a minimum of 100 clients each year who are facing the highest and most acute nutritional needs.



Our Chef:

"I love the creativity in cooking. You can take a simple ingredient, and through chemistry and heat, you can create magic. *Meals with love* means I get to give something to someone without asking for anything in return ... offering my love through food."

—Adrian Barrow, Executive Chef



Our Leadership:

"Project Open Hand has helped me fulfill an ongoing personal mission – every day help and be of use to someone who needs me. I love the community that food serves to create for people from all walks of life. Project Open Hand is a community of friends that care for one another—no matter the cost."

—Amira Barger, VP Development & Communications



Our Volunteers:

Over the year, Salesforce has provided tremendous support, serving as both donors and volunteers. They even included a volunteer activity at Dreamforce 2016, encouraging attendees to help pack 2,000 wellness bags complete with cookbooks, measuring cups, and storage containers for our clients. Thanks, Salesforce!



Our Clients:

Project Open Hand ensures that our menus are designed to help our clients heal. Our food is created to meet the needs of a myriad of medical conditions. The most recent San Francisco Epidemiology Report showed that our client HIV suppression and drug adherence rates far exceed national averages.

During this fiscal year, Project Open Hand has prepared **900,765** meals for seniors in our community and neighbors battling serious illnesses.

"My favorite part about volunteering is the people. Everyone is wonderful, and I feel loved when I'm here."
—Wilshia, kitchen volunteer (pictured at right)

Leadership Team

- Mark Ryle, LCSW, Chief Executive Officer
- Teresa Balleste, Vice President, Finance and Controller
- Amira Barger, MBA, CVA, CFRE, Vice President, Development & Communications
- Adrian Barrow, Executive Chef
- Noah Lopez, Vice President, Programs
- Kim Madsen, MD, RD, Director of Nutrition Services
- John M. McArdle, Director of Development
- Andy Prochaska, Vice President, Human Resources
- Sean Rosas, Director of Volunteer Services
- Delfin Vigil, Director of Communications

Board Members

- (Includes Fiscal Year 2015-2016 and 2016-2017)
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 - Ben Baker
 - Timothy Barabe
 - Karl Christiansen
 - Mike Dillon
 - Linda S. Glick
 - Linda Harrison
 - Kym Hough
 - Selwa Hussain
 - Anita Jaffe
 - Brendon Kearney
 - Ann Kennedy
 - Patricia King
 - Kristofer Konietzko
 - Carmela D. Krantz
 - Aneesh Krishna
 - David Landis
 - Gary Loeb
 - Keith Maddock
 - Patrick McGovern
 - Matt Shiraki
 - Jay Stowsky
 - Vivian Tan
 - Scott Willoughby



Project Open Hand
openhand.org

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

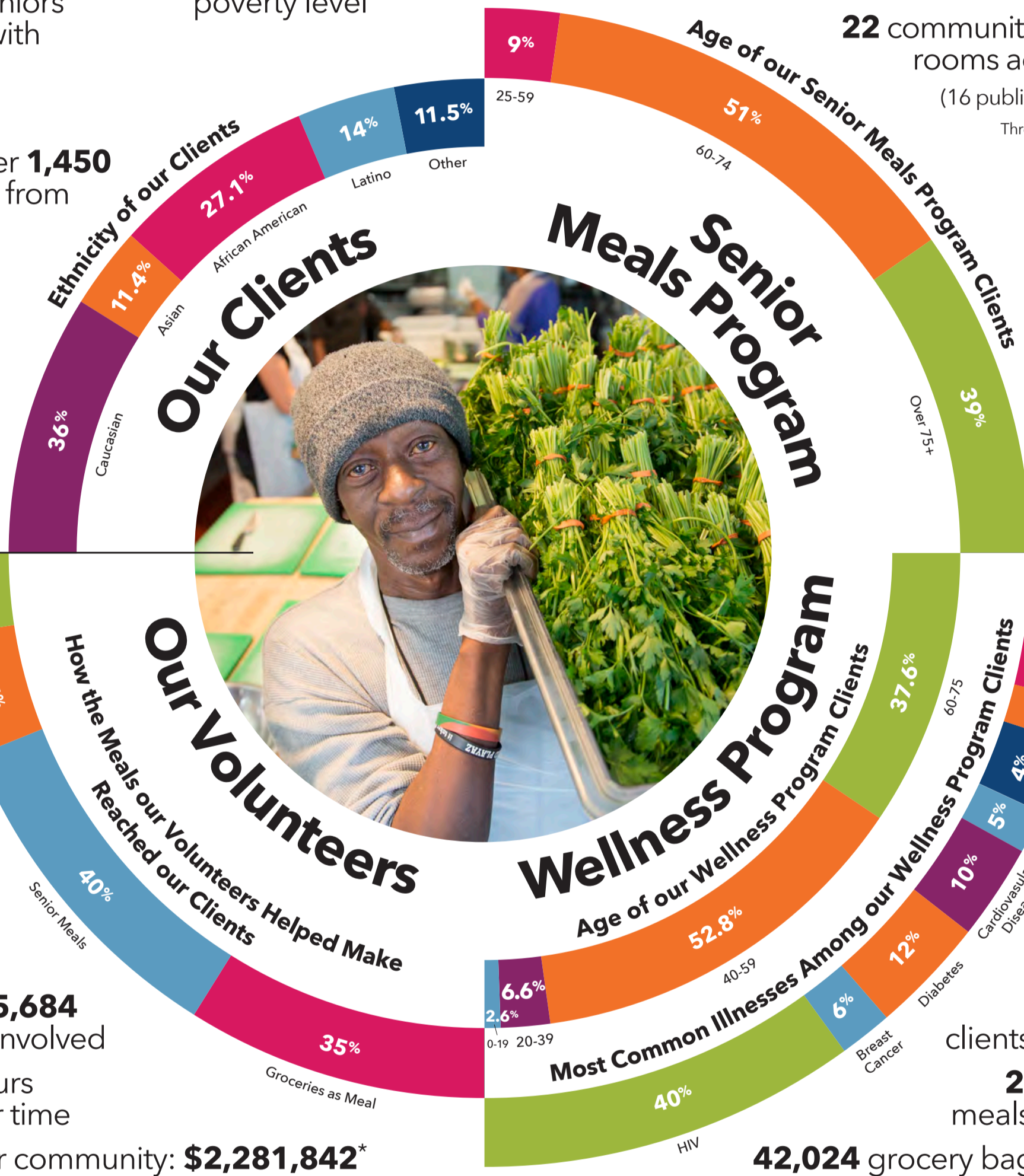
Oakland
1921 San Pablo Avenue
Oakland, CA 94612
(510) 622-0221



We nourished **7,515** critically ill neighbors, as well as seniors and adults with disabilities

This year we received over **1,450** applications from new clients

90% of our clients live below the poverty level



More than **5,684** volunteers involved

91,746 hours of volunteer time

Value to our community: **\$2,281,842***

* Approximation

Financial Statements

Statement of Financial Position (as of June 30, 2016)

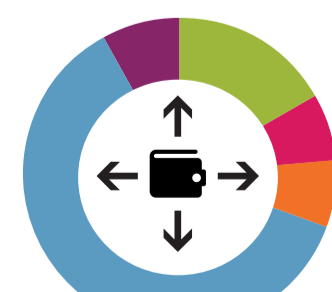
	2016	2015
Total Assets	\$7,648,893	\$7,409,128
Total Liabilities	\$993,645	\$917,449
Total Net Assets	\$6,655,248	\$6,491,679
Total Liabilities and Net Assets	\$7,648,893	\$7,409,128

Revenue



- 25% Individuals
- 29% Government
- 7% Events
- 12% Corporations/Foundation
- 5% Program Service Fees
- 9% Estate Gifts
- 5% Other
- 8% Supplemental In-Kind**

Expenses



- 17% Development
- 7% Management & General
- 7% Groceries
- 62% Meals
- 8% Supplemental Food**

Statement of Activities (as of June 30, 2016)

	2016
Revenue	
From Operations	
Individual Donations	\$2,964,181
Government Grants	\$3,441,425
Program Service Fees	\$639,351
Foundations	\$867,996
Business and Corporate Donations	\$520,587
Fundraising Events	\$801,858
Bequests	\$1,051,109
In-kind Donations	\$14,800
Total Support and Revenue	\$10,301,307
Other Revenue (investments, rental income, interest)	\$636,610
Subtotal Revenue	\$10,937,917
Supplemental In-kind Donations (Food)	\$911,030**
Grand Total Revenue	\$11,848,947
Operating Expenses	
Program Services (Meals and Groceries)	\$8,009,788
Management and General	\$761,581
Development	\$2,002,979
Subtotal Operating Expenses	\$10,774,348
Supplemental Food Expense	\$911,030**
Grand Total Operating Expenses	\$11,685,378
Change in Net Assets	
Net Assets, Beginning of Year	\$6,491,679
Net Assets, End of Year	\$6,655,248
Change	\$163,569

Project Open Hand receives partial support from the federally funded Ryan White HIV/AIDS Program through the San Francisco and Alameda County Public Health Departments. The Senior Meals Program is funded through the San Francisco Department of Aging and Adult Services, the USDA, senior contributions and private Project Open Hand donors. The complete financial statements for Project Open Hand audited by Hood and Strong, LLP are available at openhand.org.
**Supplemental Financial Information

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\$100,000 +
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Neil MacPhail*
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Wilda & Lowell Northrop, III
Mary & Michael Osborn
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Robert Hasty
Frances Hellman & Warren Breslau
Kym & Graham Hough
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Alykhan Motani & Thomas Renau
Estate of Daniel Muccigrosso
OpenTable
Charles Roberts, in memory
of Gail Roberts
Veronique & Peter Siggins
Estate of John T. Smith
Luke Smith
Judy & Manual Soto
Stamos Capital Partners, L.P.
The Lazlo N. Tauber Family
Foundation, Inc.
Katie & Theron Tock
Valencia Cyclon
Charlotte von der Hude
Suzanne Waterman
Jacqueline & Lyle Whited
Marilyn Wolper
Ellie Wood

*Designates members of The Supper Club, Project Open Hand's monthly giving program

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"Before Project Open Hand's meals, I could barely walk. Now, I can dance."

—MARIO, MISSION DISTRICT



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90% of our clients live below the poverty level

4,194 clients served
331,123 meals served
22 community dining rooms across SF
(16 public, 6 private)
Through the Senior Meals Program



"My favorite part about volunteering is the people. Everyone is wonderful, and I feel loved when I'm here."
—Wilshia, kitchen volunteer (pictured at right)

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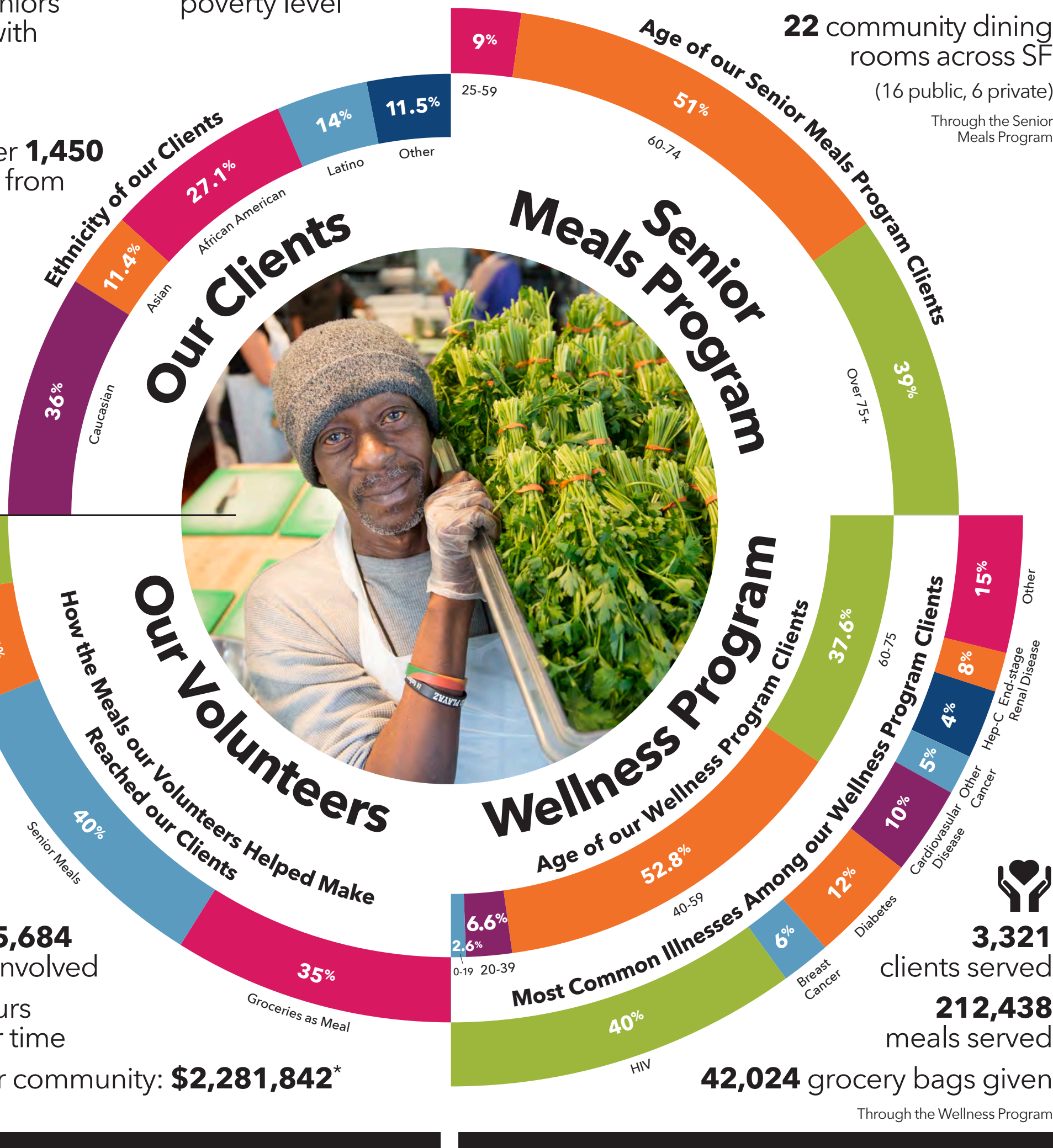
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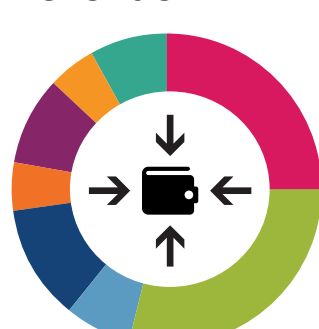
3,321 clients served
212,438 meals served
42,024 grocery bags given
Through the Wellness Program

Financial Statements

Statement of Financial Position (as of June 30, 2016)

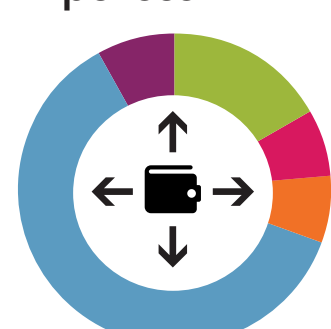
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Estate of Jane Musser
Wilda & Lowell Northrop, III
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Maria Cardamone & Gordon Matthews
Elizabeth Cartwright & Alan Casserly
Edward H. & May F. Chan Family Trust
& Edythe Chan
Estate of Carey W. Craig
Credit Suisse Americas Foundation
Sharon Dickson & Jeff Gray
Lisa Ellis
Margareta & Staffan Encrantz
FedEx
Mrs. Donald G. Fisher
Linda Glick*
Helen Hansma
Robert Hasty
Frances Hellman & Warren Breslau
Kym & Graham Hough
Estate of Sylvester James
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Ann Kennedy
David Landis & Sean Dowdall
Landis Communications
Nicole Lederer & Lawrence Orr
Lee Family Foundation
Mary & Eric Lindquist
Carmen McReynolds
Cynthia Mitchell
The Morrison & Foerster Foundation
Alykhan Motani & Thomas Renau
Estate of Daniel Muccigrosso
OpenTable
Charles Roberts, in memory
of Gail Roberts
Veronique & Peter Siggins
Estate of John T. Smith
Luke Smith
Judy & Manual Soto
Stamos Capital Partners, L.P.
The Lazlo N. Tauber Family
Foundation, Inc.
Kalée & Theron Tock
Valencia Cyclery
Charlotte von der Hude
Suzanne Waterman
Jacqueline & Lyle Whited
Marilyn Wolper
Ellie Wood

*Designates members of The Supper Club, Project Open Hand's monthly giving program