

FOOD = LOVE

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 watched 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.

Today, Project Open Hand continues as a leader in the national Food Is Medicine movement, while advancing public policy that supports access to food and nutrition services for critically ill San Francisco and Oakland residents fighting HIV/AIDS, breast cancer and diabetes as well as seniors and adults with disabilities fighting malnutrition.

Our Impact

Our food is love. And our food is medicine. Project Open Hand is the first in the nation to provide a complete and appropriate, evidence-based, medical nutrition intervention to support and improve the health and wellbeing of the critically and chronically ill.

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. Our services bridge the communities of San Francisco and Oakland, engaging more than 125 Bay Area volunteers every day.

Our Mission

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

Our Vision

No one who is sick or elderly in San Francisco and Oakland will go without nutritious *meals with love*.

OUTREACH & IMPACT

Pop-Up Shop

This summer we launched a mobile "Pop-Up Shop," venturing into the most vulnerable neighborhoods in San Francisco. Vehicles, outfitted with all services provided at Project Open Hand's headquarters, partner with clinics and health centers in neighborhoods including the Mission District, Bayview and Hunters Point.

ADVOCACY & PUBLIC POLICY

\$6M California Food Is Medicine Project

Governor Jerry Brown awarded \$6 million of state funds to Project Open Hand to provide Food Is Medicine services to sick and low-income Californians covered by Medi-Cal. The three-year pilot program led by Project Open Hand will launch in January.

CAPACITY BUILDING

Gilead Grant

Our longtime partner, Gilead Sciences, Inc., awarded us \$450,000 - Project Open Hand's largest foundation grant for programs since 1988: \$350,000 supports meals and nutritional services for persons with HIV/AIDS and seniors with HIV/AIDS; \$100,000 funds outreach, nutrition counseling, staffing and education for people in San Francisco and Oakland at greatest risk of Hepatitis C.

ACCOLADES & HONORS

Legacy Status Recognition

Recognizing Project Open Hand's community service and contribution as a valuable cultural asset to San Francisco, the City's Small Business Commission awarded Project Open Hand with a prestigious "Legacy Business" status for serving as an anchor point in the community.

"I couldn't always make healthy choices in life. Project Open Hand helped me do what it takes to keep healthy and happy."

—MICHAEL, EAST OAKLAND

Annual Report

Fiscal Year
2016-2017

— 2017 Highlights —

MAP
INSIDE



**Project
Open Hand**
openhand.org

FOOD LOVE



Jane
Community Nutrition
Program Client
RICHMOND DISTRICT

952,751 meals came out of our grocery centers and kitchen in 2017
(Combined total)



Wilshia
Kitchen Volunteer
TENDERLOIN

HAND & HAND
Beloved holiday luncheon, *Hand to Hand*, returns for its 25th anniversary



Michael
Wellness Program Client
HAIGHT-ASHBURY

We nourished **7,178** critically ill neighbors, as well as seniors and adults with disabilities



Mario
Grocery Center Volunteer
MISSION DISTRICT



Thuy
Wellness Program Client
PARKMERCED

This year we received over **1,450** applications from new clients; **90%** of our clients live below the poverty level



Rossie
Wellness Program Client
BAYVIEW

*Statistics sourced from San Francisco Department of Health and Alameda County Public Health Department

San
a

Arlene
Wellness Program Client
WEST OAKLAND



Grocery & Wellness Center

There are an estimated **5,649** Alameda County residents living with HIV, with the majority of newly diagnosed HIV patients being African American*



Michael
Wellness Program Client
EAST OAKLAND

Bridging San Francisco and Oakland

with food as medicine for the critically ill in our community.

Project Open Hand by the numbers, 2017

Community Nutrition Program



21 Community Nutrition locations
4,208 clients served through CNP | **367,310** meals served through CNP

Age of Our Community Nutrition Program Clients



Ethnicity of Community Nutrition Program Clients



Gender of Community Nutrition Program Clients



Wellness Program



2 Grocery & Wellness Centers | **2** Mobile/Outreach Wellness Programs

201,496 meals served to **2,970** clients | **45,170** grocery bags given representing **383,945** meals | Total Wellness meals provided: **585,441**
Over 15,000 more meals than last fiscal year

Age of Our Wellness Program Clients



Most Common Illnesses Among Our Wellness Program Clients



Ethnicity of Our Wellness Program Clients



Gender of Our Wellness Program Clients



Our Volunteers



More than **5,292** volunteers involved | **97,227** hours of volunteer time | Value to our community: **\$2,767,080**
* Approximation

How the Meals Our Volunteers Helped Make Reached Our Clients



Research & Partners



2 Research Partners
Zuckerberg San Francisco General Hospital, UCSF | **20+** Hospital & Center Partners
(Not all shown on the map)

During this fiscal year, Project Open Hand has prepared **952,751** meals for seniors in our community and neighbors battling serious illnesses.

Financial Statements

Statement of Financial Position (as of June 30, 2017)

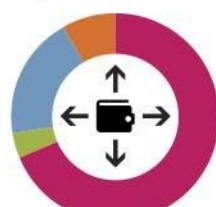
	2017	2016
Total Assets	\$7,472,738	\$7,648,893
Total Liabilities	\$1,295,841	\$993,645
Total Net Assets	\$6,176,897	\$6,655,248
Total Liabilities and Net Assets	\$7,472,738	\$7,648,893

Revenue



- 23% Individual Donations
- 31% Government Grants
- 7% Bequests
- 12% Foundations Donations
- 5% Fundraising Events
- 3% Program Service Fees
- 2% Business and Corporations Donations
- 7% Other Revenues (Investments, Rental Income, Interest)
- 9% Supplemental In-kind Donations (Food)**

Expenses



- 68% Program Services (Meals and Groceries)
- 4% Management & General
- 19% Development
- 8% Supplemental Food Expenses**

Statement of Activities (as of June 30, 2017)

Support and Revenues

<i>From Operations</i>	
Individual Donations	\$2,979,334
Government Grants	\$4,000,811
Bequests	\$898,080
Foundations Donations	\$1,551,786
Fundraising Events	\$584,895
Program Service Fees	\$580,982
Business and Corporate Donations	\$254,711
Total Support and Revenue	\$10,850,599
Other Revenue (Investments, Rental Income, Interest)	\$887,631
Subtotal Revenue	\$11,738,230
Supplemental In-kind Donations (Food)	\$1,092,028**
Grand Total Revenue	\$12,830,258

Operating Expenses

Program Services (Meals and Groceries)	\$9,112,011
Management and General	\$596,725
Development	\$2,507,845
Subtotal Operating Expenses	\$12,216,581
Supplemental Food Expense	\$1,092,028**
Grand Total Operating Expenses	\$13,308,609

Change in Net Assets

Net Assets, Beginning of Year	\$6,655,248
Net Assets, End of Year	\$6,176,897
Change	(\$478,351)

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



Project Open Hand
openhand.org

San Francisco 730 Polk St. San Francisco CA 94109 (415) 447-2300	Oakland 1921 San Pablo Ave. Oakland CA 94612 (510) 622-0221
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Board of Directors

Chair: Carmela Krantz, Woven

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Selwa Hussain, Pandora	Matt Shiraki, McKesson Corporation
	Ruth Yankoupe, Consensus Corporation

Leadership Team

Ana Ayala, VP, Programs	John M. McArdle, Director of Development
Teresa Ballete, VP, Finance & Controller	David Newcomb, Director of Advancement & Community Relations
Amira Barger, MBA, CVA, CFRE, VP of Development & Communications	Andy Prochaska, VP of People Operations
Adrian Barrow, Executive Chef	Mark Ryle, LCSW, Chief Executive Officer
Maggie Joanidis, Director of IT	Delfin Vigil, Director of Communications
Kim Madsen, MEd, RD, Director of Nutrition Services	

Donors

(Includes Fiscal Year 2015-2016 and 2016-2017)

Diamond Plate Club \$100,000 +

Avon Breast Cancer Crusade
Estate of Richard Earl Brown
Giant Race Fundraisers
Gilead Sciences, Inc.
Estate of Milan Holdorf & Estate of Lennart Olsson
Kaiser Permanente National Community Benefit Fund of the East Bay Community Foundation
Estate of Catherine & Andrew Newman
Estate of C. Searle Whitney
Viacom

Platinum Plate Club \$50,000 - \$99,999

Anonymous (1)
AIDS Walk San Francisco Foundation
Forever Strong Fund
Ghirardelli Chocolate Company
Marcia & John Goldman
Neil MacPhail
Estate of Josephine Martini
May and Stanley Smith Charitable Trust
Estate of William Paul Zola

Gold Plate Club \$25,000 - \$49,999

Anonymous (1)
Estate of Toby C. Berger
Broadway Cares/Equity Fights AIDS
Estate of James DeLoach
The Richard Grand Foundation
Evelyn & Walter Haas, Jr. Fund
Walter & Elise Haas Fund
Hellmann Family Fund
Estate of Wallace J. Herr
MAC AIDS Fund
Salesforce.com
Salesforce.org
George H. Sandy Foundation
Wallis Foundation

Silver Plate Club \$10,000 - \$24,999

Anonymous (3)
Adobe Foundation
Bank of America Charitable Foundation
Gail Kennedy & Tim Barabe

Jeanne & William Barulich
Adrian & Daniel Blumberg
Kathleen Brannan and Michael Borck Family Foundation
Joan Braddi
Estate of Niels E. Brandstrup, MD
Estate of Raymond Brown, MD
Maria Cardamone & Gordon Matthews
Margaret Sheehan & Bruce Colman
Crescent Porter Hale Foundation
Dana & Robert Emery
Margareta & Staffan Encrantsz
FedEx Corporation
Gap Foundation
William G. Gilmore Foundation
Linda Glick
Marcia & John Goldman
Terri Hearsh
Tyler Hofinga
David Jacobs
George F. Jewett Foundation
Susan G. Komen San Francisco Bay Area
Maidenherren Fund
McKinsey & Company
Middle Passage Foundation
Estate of Jane Musser
Wilda & Lowell Northrop, III
Mary & Michael Osborn
Jane & Richard Peattie
Jeff M. Sirmion
Onnolee & Orlin Trapp
The UPS Foundation
Wal-Mart Foundation
Wells Fargo Foundation

Bronze Plate Club \$5,000 - \$9,999

Anonymous (6)
Amgen Foundation
Patricia Angell
Martha Angove & Carl Kaufman
Ashrafa & Shabbir Anik
Rosa & Rayce Anselmo
Paul Asente & Ron Jenks
Carrie & Kelly Barlow
Bassian Farms, Inc.
Lorraine Bosche
California Health Care Foundation
Elizabeth Cartwright & Alan Casserly
Charles Schwab & Co., Inc.

Monica & Thomas Chew *
Karl Christiansen
Community Thrift Store
Sharon Dickson & Jeff Gray
Howard Feinstein
Mrs. Donald G. Fisher
David Giltinan
Estate of Astrea Garnet Gorin
Heffernan Group Foundation
Frances Hellman and Warren Breslau Fund
The Humanist Fund
Estate of Jerry A. Iozia
Estate of Sylvester James Betty Jensen
Brendon Kearney
Ann Kennedy
Kristofer Konietzko & Peter Borkon
Nicole Lederer & Lawrence Orr
Gary Loeb
Carole & Bruce MacPhail Macy's, Inc.
David May II - Dee May 1982 Charitable Trust
Sam Mazza Foundation
Gail McIntyre
McKesson Foundation
Carmen McReynolds
Cynthia Mia Mitchell
The Morrison & Foerster Foundation
Alykhan Motani & Thomas Renau
Museum of African Diaspora (MoAD)
PG&E Corporation
Foundation
PwC
Stephen Rico
Charles Roberts, in memory of Gail Roberts
Anne & Martin Roher
Sandeman Porto
SCAN Health Plan
Charles See Foundation
Serendipity Fund of the San Francisco Foundation
Veronique & Peter Siggins
Lee & Perry Smith Fund
Target
Valencia Cyclery
ValueAct Capital Management, L.P.
Suzanne Waterman
Gina Wellmaker
Estate of Frederick Wenzel
Marilyn Wolper

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