PROJECT OPEN HAND
IMPACT REPORT
Fiscal Year 2019
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
For 34 years, with open hands and open hearts, this special organization has served those struggling with illness in our community. Though Project Open Hand began in the kitchen of San Francisco resident and retired food-service employee Ruth Brinker, our work now reaches across the Bay to Alameda County. Serving 338,258 communal meals and 573,966 medically tailored meals a year, we provide services on a continuum.

We consider our meals and accompanying services to be a medical nutrition home for our clients – providing nutrition, support, connections and resources that put them on a path to better health and prevent future illness or health decline.

Working toward this goal, Project Open Hand is a leader of advocacy efforts on the state and national levels. As a founding member of the California Food is Medicine Coalition, we advance the concept of food as medicine by educating and encouraging the medical community to address key dietary needs and changes for patients. We are working to coordinate with health insurance companies to cover nutrition as a cost effective preventative measure and treatment option for those with serious illnesses.

We greatly appreciate the friendship and support of all our donors and partners and look forward to growing our services and replicating our model throughout the Bay Area, the State and beyond.

Paul Hepfer
Chief Executive Officer
Project Open Hand
IMPROVING HEALTH OUTCOMES AND QUALITY OF LIFE

SAN FRANCISCO

730 Polk Street

338,258
Communal Meals

573,966
Medically Tailored Meals includes groceries for meals.

OUR IMPACT OVER TIME:

1985
Retired food-service employee Ruth Brinker starts serving meals with love out of her kitchen to friends with AIDS

1987
Project Open Hand (POH) gets a place on 17th Street to expand capacity

1989
POH begins serving nutritious meals to critically ill residents in Oakland

1992
POH hires first registered dietitians

1997
POH moves to current facility at 730 Polk Street in San Francisco’s Tenderloin neighborhood, with a commercial-size kitchen, Grocery Center, registered dietitian offices, and administrative offices

1998
POH is hired by the City and County of San Francisco to provide senior meal service
Project Open Hand is a pioneer in the “Food is Medicine” movement sweeping the country.

Research consistently shows: fresh, nutritious meals delivered consistently improves health outcomes for individuals living with chronic medical conditions.

2005
POH receives major funding for providing meals to women battling breast cancer

2008
POH and community advocates urge then Mayor Gavin Newsom to reject proposed $3 million cut in emergency financial assistance, legal help, and food services for those living with HIV/AIDS

2016
POH opens a meal site specifically for adults with disabilities at 730 Polk Street—the only public meal site exclusively for this population in San Francisco

2018
Three-year pilot program begins to provide medically tailored meals for Medi-Cal recipients in urban areas of California with congestive heart failure

2019
POH partners with health insurance companies to provide medically tailored meals as a covered benefit
PROVIDING NUTRITIOUS MEALS TO THE SICK AND VULNERABLE

Our Wellness Program:

DIAGNOSIS:
- HIV/AIDS | 34%
- Diabetes | 20%
- Cardiovascular Disease | 12%
- Breast Cancer | 5%
- Hepatitis C | 6%
- Other Critical Illnesses | 5%
- COPD | 7%
- End-Stage Renal Disease (ESRD) | 5%
- Other Cancer | 7%

GENDER:
- Male | 63%
- Female | 33%
- Transgender | 2%
- Decline to State / Unknown | 2%

ETHNICITY:
- Caucasian | 33%
- Asian | 14%
- Pacific Islander | 1%
- African-American | 28%
- Native American | 3%
- Russian | >1%
- Latino | 18%
- Middle Eastern | >1%

AGE:
- 0-12 | 1%
- 13-19 | >1%
- 20-24 | >1%
- 25-49 | 21%
- 50-59 | 29%
- 60+ | 48%

3,530 Clients who are living with a critical illness applied to Project Open Hand with a referral from their doctor or medical provider to receive nutrition services.

# OF REGISTERED DIETITIAN OFFICE AND IN-HOME ASSESSMENT/ COUNSELING SESSIONS

1,227

OUR ON-SITE NUTRITIONAL RESOURCES:
NUMBER OF COOKING DEMOS: 111
NUTRITION CLASSES: 14

213 OF OUR CLIENTS IN 2019 WERE MILITARY VETERANS

-4-
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.

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.

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:

WARM, NUTRITIOUS MEALS SERVED 365 DAYS A YEAR

4,241 CLIENTS SERVED

AT 16 SITES ACROSS SAN FRANCISCO

337 ADULTS WITH DISABILITIES (AGES 18 TO 59)

90% LIVE BELOW THE POVERTY LINE

3,813 SENIORS (AGES 60 AND UP)

SPEAK 8+ LANGUAGES

30% of seniors live alone in San Francisco
Source: SF Department of Disability and Aging Services
In Fiscal Year 2019, we served 7,862 clients. As more and more Californians face chronic disease with multiple diagnoses, we see growing wait lists for our services and sometimes have to turn people away.

In order to help put more people on a path to wellness and restored health, we need additional long-term support.

Will you make a commitment to POH today?

www.openhand.org/donate
2019 HIGHLIGHTS

GILEAD SCIENCES FUNDS NEW POH HIV NUTRITION PROJECT

Project Open Hand has been working closely with a key partner in HIV prevention and support, Gilead Sciences. In 2019, Gilead funded a POH project to address nutrition and isolation of people living with HIV in San Diego and Los Angeles.

PROJECT OPEN HAND WELCOMES ST. JAMES INFIRMARY TO POH HEADQUARTERS

Along with the SF Community Health Center, Shanti Project and POH, the presence of St. James Infirmary solidifies partnerships to serve the LGBTQ community, fighting for the equity of sex workers and trans people of color.

FIRST OF ITS KIND NUTRITIONAL MEAL PILOT SHOWS PROMISE

The California Food Is Medicine Coalition, of which POH is a founding member, secured $6 million in funding over three years (2018-2020) from the state of California for medically tailored meals for Medi-Cal recipients. POH and its partners began administering medically tailored meals in 2018 for Medi-Cal recipients in urban areas of California with congestive heart failure. The pilot is ongoing, and results appear to be positive.

OUR SIGNATURE ANNUAL EVENTS: JOIN US IN 2020

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. Project Open Hand was proud to be the Oakland host/beneficiary for the first time in 2019, the same year that our Oakland location celebrated 30 years of service in Alameda County. The event raised awareness of our existing services and the continuing needs of those affected by HIV in Oakland.
11,539 Volunteer Opportunities
7,306 Unique Volunteers
83,964 Hours of Service
Value at $29.95 per Hour:
$2,514,722
THANK YOU TO OUR GENEROUS DONORS
| as of June 30, 2019 |

**DIAMOND PLATE CLUB**
$100,000 +
AIDS Walk San Francisco, Produced by ACRIA
Jeanne S. Cain Trust
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Estate of Julie Lovins
MAC AIDS Fund

**PLATINUM PLATE CLUB**
$50,000 – $99,999
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**GOLD PLATE CLUB**
$25,000 – $49,999
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**SILVER PLATE CLUB**
$10,000 – $24,999
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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.
STATEMENT OF FINANCIAL POSITION (as of June 30, 2019)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>$6,689,537</td>
<td>$8,188,053</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$1,384,998</td>
<td>$2,366,809</td>
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<tr>
<td>Total Net Assets</td>
<td>$5,304,539</td>
<td>$5,821,244</td>
</tr>
<tr>
<td>Total Liabilities + Owner’s Equity</td>
<td>$6,689,537</td>
<td>$8,188,053</td>
</tr>
</tbody>
</table>

Revenue:
- 47% Government Grants
- 21% Individual Donations
- 12% Foundation Donations
- 9% Bequests
- 5% Fundraising Events
- 3% Program Service Fees
- 3% Business/Corporate and In-Kind Donations

Expenses:
- 81% Program Services
- 14% Development
- 5% Management and General

MEALS WITH LOVE
STATEMENT OF ACTIVITIES as of June 30, 2019

Support and Revenues From Operations

Individual Donations. .................................................. $2,500,749
Government Grants ........................................... $5,464,572
Bequests. ................................................................. $1,037,393
Foundation Donations ........................................ $1,404,801
Fundraising Events. .................................................. $596,531
Program Service Fees. ........................................... $359,498
Business and Corporate Donations ......... $236,063
In-kind Donations ........................................................ $66,500
Total Support and Revenue. ................................ $11,666,107
Other Revenue (Investments, Rental Income, Interest , In-Kind) ....... $851,727
Supplemental in-kind donations (Food). .................. $1,352,106
Total Revenue ......................................................... $14,017,834

Operating Expenses
Program Services (Meals and Groceries) ................ $10,051,691

Supporting Services
Management ................................................................. $619,411
Development ................................................................. $1,728,440
Subtotal Operating/Supporting Services .............. $2,347,851
Supplemental Food Expense ........................................... $1,352,106
Total Operating Expenses ........................................ $13,899,544

Change in Net Assets
Net Assets, Beginning of the Year ......................... $5,186,246
Net Assets, End of the Year ................................. $5,304,537
Change .............................................................. ($118,291)
PROJECT OPEN HAND

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FISCAL YEAR 2018-19

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HIV NUTRITION SERVICES: OUR HISTORY & OUR NICHE

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.