

# 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





## LETTER FROM THE CEO

### 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.

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.

A handwritten signature in green ink, reading "Paul Hepfer".

Paul Hepfer  
Chief Executive Officer  
Project Open Hand



# IMPROVING HEALTH OUTCOMES AND QUALITY OF LIFE

SAN FRANCISCO



730 Polk Street

573,966

Medically  
Tailored Meals  
includes groceries  
for meals.

338,258

Communal  
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



OAKLAND



1921 San Pablo Avenue

9,070

Total  
Hands-on  
Volunteers

7,862

Clients Served  
in Fiscal Year  
2019

934,434

Total Meals  
(across programs)

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

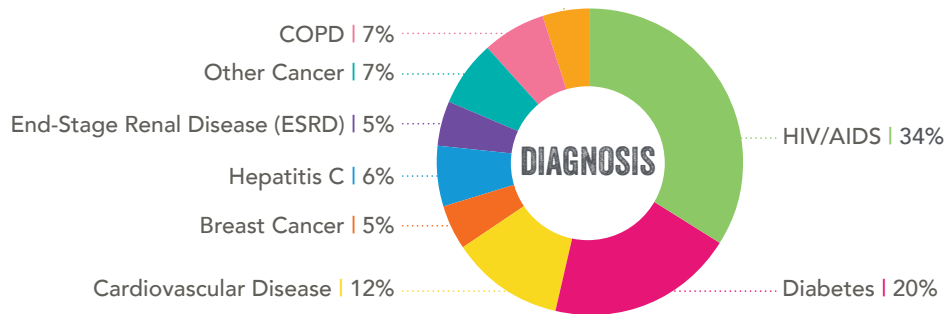
Three-year pilot program begins to provide medically tailored meals for Medi-Cal recipients in urban areas of California with congestive heart failure

#### 2019

POH partners with health insurance companies to provide medically tailored meals as a covered benefit

# PROVIDING NUTRITIOUS MEALS TO THE SICK AND VULNERABLE

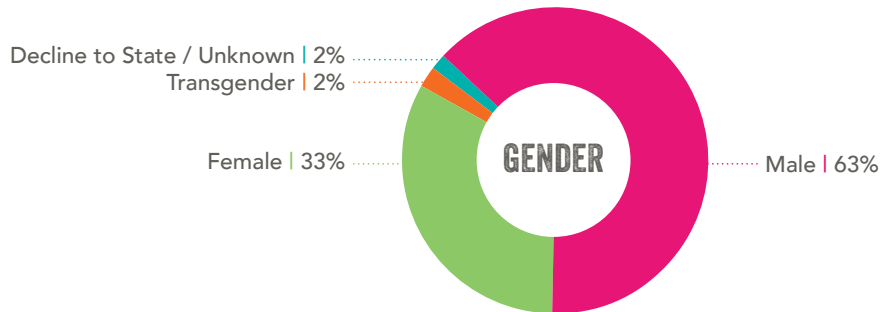
## Our Wellness Program:



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.

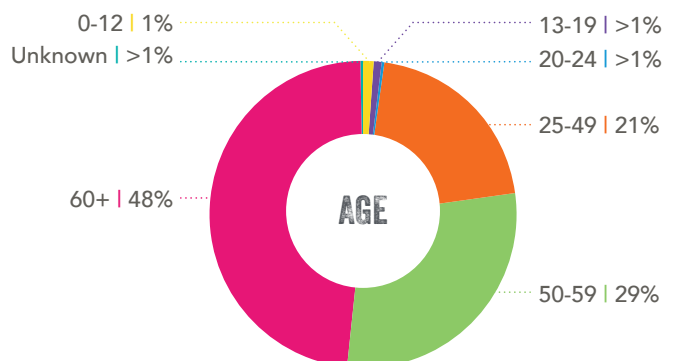
**# OF REGISTERED  
DIETITIAN OFFICE AND  
IN-HOME ASSESSMENT/  
COUNSELING SESSIONS**

**1,227**



★ ★ ★  
**213 OF OUR CLIENTS  
IN 2019 WERE  
MILITARY VETERANS**  
★ ★ ★

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



## 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.



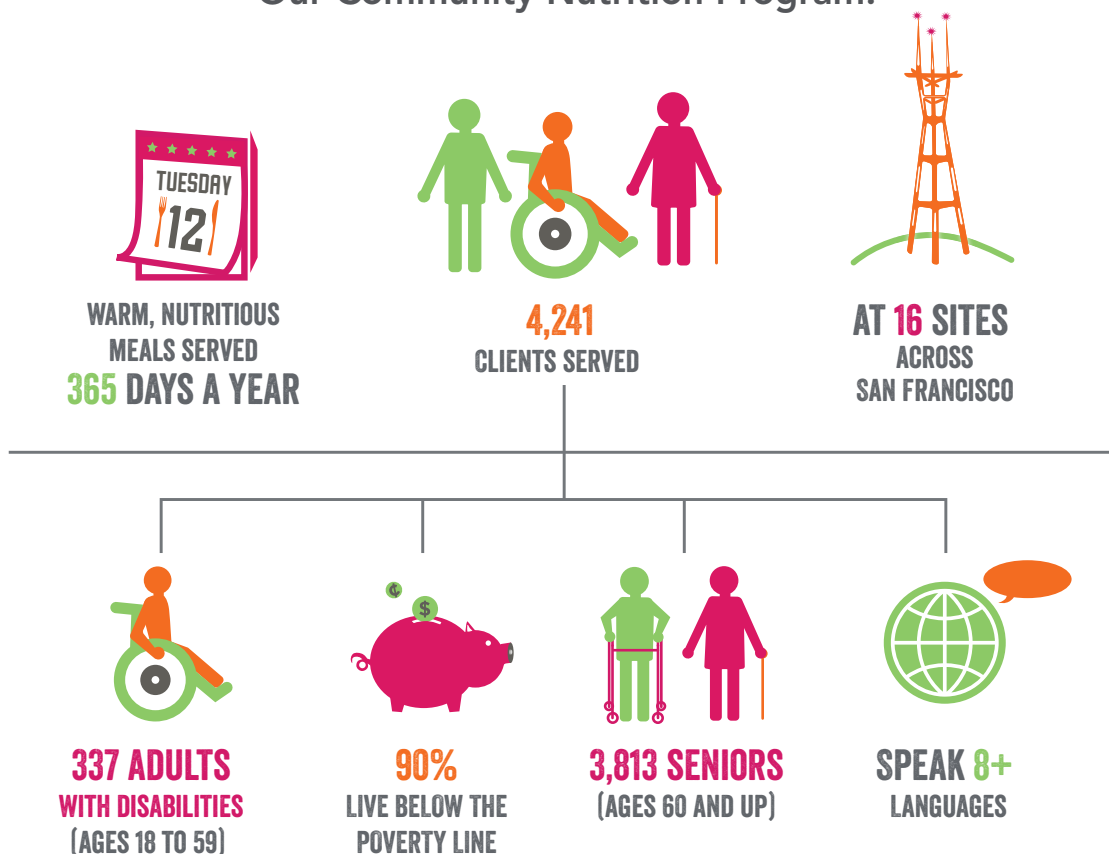
## MOBILE OUTREACH SERVICES

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:



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](http://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 MediCal 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  
Estate of Elizabeth Engelcke  
Gilead Sciences, Inc.  
Estate of Julie Lovins  
MAC AIDS Fund

## PLATINUM PLATE CLUB

### \$50,000 – \$99,999

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Forever Strong Fund  
Marcia and John Goldman  
Estate of Sylvester James  
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### \$25,000 – \$49,999

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## SILVER PLATE CLUB

### \$10,000 – \$24,999

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## BRONZE PLATE CLUB

### \$5,000 – \$9,999

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**\$2,500 – \$4,999**

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## **CHINA PLATE CLUB**

**\$1,000 – \$2,499**

The A&P Lesbian Fund of Horizons Foundation  
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To learn more about The Supper Club, please visit  
[www.openhand.org/give/supper-club](http://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](mailto:bcamacho@openhand.org).*

# FINANCIAL STATEMENTS

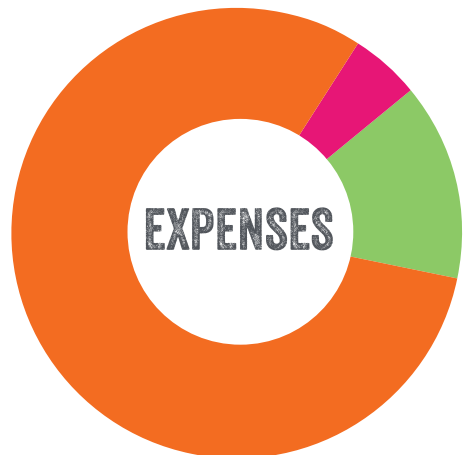
## STATEMENT OF FINANCIAL POSITION (as of June 30, 2019)

	2019	2018
Total Assets	\$6,689,537	\$8,188,053
Total Liabilities	\$1,384,998	\$2,366,809
Total Net Assets	\$5,304,539	\$5,821,244
Total Liabilities + Owner's Equity	\$6,689,537	\$8,188,053



- 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

- 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
<b>Total Support and Revenue . . . . .</b>	<b>\$11,666,107</b>
Other Revenue (Investments, Rental Income, Interest , In-Kind) . . . . .	\$851,727
Supplemental in-kind donations (Food) . . . . .	\$1,352,106
<b>Total Revenue . . . . .</b>	<b>\$14,017,834</b>

### Operating Expenses

Program Services (Meals and Groceries) . . . . .	\$10,051,691
--------------------------------------------------	--------------

### Supporting Services

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

### Change in Net Assets

Net Assets, Beginning of the Year . . . . .	\$5,186,246
Net Assets, End of the Year . . . . .	\$5,304,537
<b>Change . . . . .</b>	<b>(\$118,291)</b>

**FOOD IS MEDICINE**

# PROJECT OPEN HAND

## BOARD OF DIRECTORS FISCAL YEAR 2018-19

### CHAIR:

Carmela Krantz  
Tim Barabe

### VICE-CHAIR:

Jay Stowsky  
Ruth Yankoupe

### SECRETARY:

Linda Glick  
Patricia King

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## EXECUTIVE TEAM

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Ana Ayala, *Vice President of Programs*  
Adrian Barrow, *Executive Chef*  
Jonathan Jump, *Vice President of Operations*  
Kim Madsen, *Director of Nutrition Services*  
Amor Santiago, *Vice President of Development and Community Affairs*

## BOARD OF DIRECTORS FISCAL YEAR 2019-20

### CHAIR:

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### VICE-CHAIR:

Ruth Yankoupe, *OYO Hotels*

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Preston Maring, M.D., *Oakland*  
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Ginny McSwine, *Salesforce*  
Aditya Wakankar, *Portola Pharmaceuticals*  
Andrea Wilkinson, *CareMetx*  
Helene York, *ISS Guckenheimer*

## Immediate Past Board Members: Thank you for your service!

Timothy Barabe (Past Chair)  
Kristofer Konietzko  
Gary Loeb  
Patrick McGovern

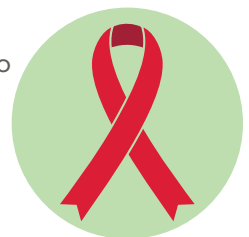




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## HIV NUTRITION SERVICES: OUR HISTORY & OUR NICHE

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.



# MEALS WITH LOVE



**Project Open Hand**  
meals with love

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

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# FOOD IS MEDICINE

