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Full Speed AHEAD



ANNUAL REPORT

October 1, 2020 – September 30, 2021



MEALS on WHEELS
SAN DIEGO COUNTY

Meals on Wheels San Diego County is a 501(c)(3) nonprofit recognized by the IRS | Number 95-2660509
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Dear *Meals on Wheels Friends and Family,*

We are celebrating another year of success made possible by servant leaders who believe in our cause. We are celebrating you as your support and friendship got us through the pandemic and allowed us to address an unprecedented 50% sustained increase in demand for our services. There are at least 500 more clients per day receiving nutritious, hot meals and a much needed moment of human connection that is desperately needed to positively impact their health and well-being. You are the force that is allowing us to move *full speed ahead*.

The pandemic still isn't over, which is all the more reason to continue to innovate and improve our efforts. Using data and sophisticated research practices to locate the hidden hungry in San Diego County, we can serve not only those who want our meals, but those who need them that cannot afford the already highly subsidized cost of our meals_[BM1]. We are also using translation services and software to reach those seniors who speak Mandarin, Spanish, Arabic and any other language other than English to remove language barriers. We have new kitchen equipment that empowers us to serve more clients with efficiency while giving us the bandwidth to dedicate energy to improving the taste of food. Soon we will be launching our new website that will provide more information to our clients, their families, and to the public in order to make the choice of Meals on Wheels an easy one. These are only some of the strides we've made.

Your generosity is what drives this forward momentum. Please read this report to see just how strong we are and how much we can do with your continued support.

With warm regards and my deepest appreciation.



Brent Wakefield

Brent Wakefield | PRESIDENT & CEO

Our future looks bright,

Together the Board of Directors, with the Executive Team and staff, worked diligently to design a three-year strategic plan which includes BHAGs (Big, Hairy, Audacious Goals), none of which would be possible to achieve without the generous donation from philanthropist, MacKenzie Scott, who in December 2020, bestowed upon us an unrestricted gift of four million dollars.

Our three-year strategic plan identifies goals in three areas, People, Innovation, and Resources. As for People, we will reach more seniors such as those in underserved and diverse communities and provide more services for the seniors whom we reach. As an Innovation goal, we decided to revamp our menus by periodically creating and testing new food options. Finally, as a Resource Goal, we will locate and acquire a facility that is centrally located and can house our administration functions, meal center, and serve as an innovation hub for collaboration with other senior initiatives.

As Board Chair, I feel confident in our team and grateful for the support every day from donors like you. Our future looks bright and all the stars are closer.

With warm regards and my deepest appreciation.

Antoinette Middleton

Antoinette Middleton | BOARD CHAIR



Our 2021 Financials and Stats

FISCAL YEAR 2020 FINANCIAL REPORT OCTOBER 1, 2019 TO SEPTEMBER 30, 2020

INCOME:

CONTRIBUTIONS*:	\$7,122,542
PROGRAM FEES	2,703,780
SPECIAL EVENTS:	185,123
INVESTMENT RETURN, NET OF FEES:	1,588,405
GOVERNMENT GRANTS:	149,097
OTHER INCOME:	35,671
GAIN ON SALES OF PROPERTY/EQUIP:	4,000

TOTAL: \$11,788,618

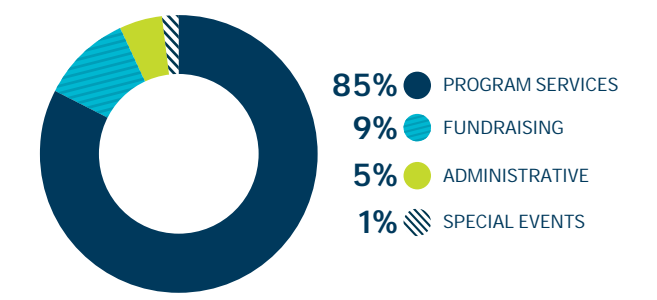
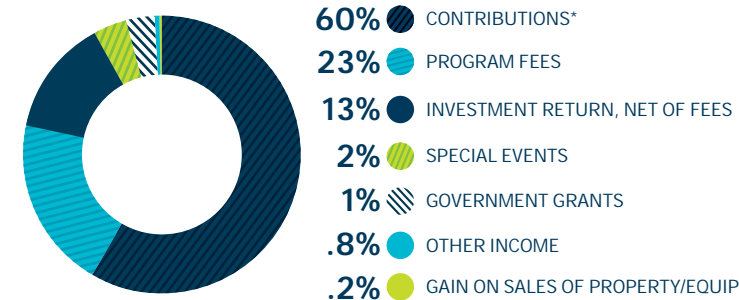
EXPENSES:

PROGRAM SERVICES:	\$6,015,820
FUNDRAISING:	640,467
ADMINISTRATIVE:	347,054
SPECIAL EVENTS:	44,849

TOTAL: \$7,048,190

CHANGE IN NET ASSETS: \$4,740,428

*Includes \$4,201,376 in bequests and major gifts



The numbers agree with the financial statements audited by Aldrich CPAs and Advisors LLP. A copy of the independent auditor's report is available upon request.



A Heart for Service

A STORY OF VOLUNTEERING

Joe Sullivan, 87, has been a dedicated volunteer for the past 15 years. Searching for something purposeful to do after his wife and high-school sweetheart of 50 years, Catherine, passed away, Joe found himself at Meals on Wheels. The Navy brought Joe to San Diego from his home town of Tulsa, Oklahoma when he was just a young man. After serving for four years, Joe went to SDSU before beginning his 36-year-long career as a drywall finisher.

Every Tuesday for the past three years, Joe has brought along his lovable sidekick, Scooter, to bring smiles to the clients faces. Scooter and Joe enjoy the drive together while they deliver nutritious meals to their favorite seniors. Scooter has become one the most popular volunteers in East County and loves to greet our seniors every Tuesday with a wag of his tail. Joe reflects on his favorite thing about volunteering saying, *"I just get a good feeling about meeting the seniors and seeing their smiling faces every week."* When discussing some of his favorite memories with the clients on his route, he mentions his special connection with married couple and Meals on Wheels clients, Steve and America of El Cajon. Steve and America have a reputation with our volunteers as being sweet and caring, always leaving our volunteers with a couple of nectarines to take home with them.

Steve (82) and America (85), arrived in San Diego in 1978. The couple married in 1976, shortly before coming to San Diego. America was born and raised in Columbia and immigrated to the United States when she went to college. She expresses her gratitude for this opportunity, *"I come from a very poor family and I was lucky enough to have the opportunity to get a scholarship in order to go to school."* After graduating with her Master's Degree in Latin American Literature, she began her teaching career which lasted 60 years.

America expresses her gratitude for Meals on Wheels saying *"If it weren't for Meals on Wheels I wouldn't have been able to continue teaching while my husband went through cancer treatment."* Thanks to these services, America was able to continue to earn a living in order to take care of her husband through this hard time. *"I see the volunteers as a ray of sunshine when they come here. They show concern, care, and spend their time doing this for us,"* says America. Since she is not able to drive and has no family that lives close, Meals on Wheels is the only thing that has been able to keep her and her husband in their own home. *"The volunteers are the ones who keep me going and happy... like Joe Sullivan who always shows concern and communicates with us,"* explains America.

Stories like this one shows us how important our volunteers are to our clients, and vice versa! The connections they make can be the reason they keep going every single day. Thank you Joe Sullivan and Scooter for spreading joy everywhere you go. Clients like America and Steve appreciate it more than you know!

Joe Sullivan
VOLUNTEER

Steve & America
CLIENTS

I SEE THE VOLUNTEERS AS A
RAY OF SUNSHINE WHEN
THEY COME HERE. – America

Scooter & Joe
VOLUNTEERS



OF CLIENTS SERVED:

4,306

45% LIVE ALONE
35% OVER THE AGE OF 85
32% OVER THE AGE OF 100



OF ANIMALS SERVED:

224
CATS



298
DOGS



OF VETERANS & SPOUSES SERVED:

1389

34% OF ALL MEALS



Tom Craven
CLIENT & DONOR

Client Story

Tom Craven is 78 years old, lives alone in his home in central San Diego, and is a new stop on one of our delivery routes. After losing the majority of use of his right arm after a fall, he was referred to Meals on Wheels by his social worker. This disability makes it difficult for him to prepare his own food so Meals on Wheels has really helped him keep his independence. Tom tells us, *"The food is nutritious, the staff is courteous and friendly, and it's a very, very wonderful organization"*.

After earning his Ph.D. in Psychotherapy and Education, Tom began his career in the 1960s working with high school and college students. Later, he worked with seniors who were facing dementia and Alzheimer's at nursing homes and retirement facilities. He knows just how important socialization can be for the health and well-being of the seniors, like him, Meals on Wheels serves.

With his immediate family living on the East Coast, it is essential for him to see our volunteers every day, as this can be the only interaction he has during the week. *"The volunteers are courteous and kind and just fantastic people...I call them the ice cream of my cake!"* says Tom. He thanked us for our service saying, *"I don't know what I would do without you, and you're really indispensable... like my guardian angel."* Not only is Tom a client, but he is also a donor! Tom exclaims *"Deliveries are prompt and delicious and I enjoy working with you folks and making my monthly contribution as much as I can."* We can't thank Tom enough for being such an amazing client and donor. Tom leaves us with his favorite Irish blessing, *"May the worst days of your future be better than the best days of your past."*

YOU'RE REALLY INDISPENSABLE...
LIKE MY GUARDIAN ANGEL.
- Tom

Major Donors

Thank you to each of the donors listed below for cash and in-kind donations to get us through the year. Between October 1, 2019 and September 30, 2020, thousands of donors sent us checks, masks, gloves, and We-Care packages, the majority of whom aren't listed below but who keep our wheels turning every month.

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\$50,000- \$75,000

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