#GivingTuesdayVia's & Men's Warehouse

**Subaru Share the Love**
- $43,715 Journey Meas Subaru Partnership
- $4,805 Meals on Wheels America Grant

**Corporate Impact**

**$1,380,632 Individual Giving**

**$185,790 In-Kind Donations**
- 3,388 Flower Bouquets: 446 Dos Gringos, 2,953 Trader Joe’s Encinitas, 589 Pedal Pushers
- 2,400+ Greeting Cards
- 3,600+ We Care Packages

**Special Events**
- $269,900 Generated from Gala
- $100,000 Rolf Benirschke Legacy Foundation Golf Tournament
- $25,470 25th Annual Coastal Community Concert
- $21,486 Band Holiday Concert
- $269,900 March for Meals
- $423,568 Received through BEQUESTS
- $21,486 March for Meals

## INCOME:

<table>
<thead>
<tr>
<th>Income Source</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Contributions*</td>
<td>$2,343,246</td>
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<tr>
<td>Program fees</td>
<td>$1,624,803</td>
</tr>
<tr>
<td>Special events</td>
<td>$61,991</td>
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<tr>
<td>Investment income</td>
<td>$250,240</td>
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<tr>
<td>Government grants</td>
<td>$157,852</td>
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<tr>
<td>Other income</td>
<td>$37,631</td>
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<td><strong>Total Income</strong></td>
<td>$5,025,763</td>
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## EXPENSES:

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$3,961,775</td>
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<tr>
<td>Fundraising</td>
<td>$516,900</td>
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<tr>
<td>Administrative</td>
<td>$355,101</td>
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<tr>
<td>Special events</td>
<td>$200,427</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$5,034,203</td>
</tr>
</tbody>
</table>

Net Ordinary Income from Operations: $(8,440)

Other Non-Operating Activity:
- Gain (Loss) on sale of assets: $2,233
- Gain (Loss) on investment activity: $(131,247)
- Investment expenses: $131,247
- **Total** Change in Net Assets: $115,702

Program services: 79%
Fundraising: 7%
Administrative: 6%
Special events: 4%

![Financial Report](https://www.meals-on-wheels.org)

**2019 ANNUAL REPORT**

**FILLING the NEEDS of SENIORS**

"One cannot think well, love well, sleep well, if one has not dined well."
- Virginia Woolf, A Room of One's Own

**FUNCTIONAL EXPENSES**

**FINANCIAL REPORT FISCAL YEAR 2019**

**OCTOBER 1, 2018 TO SEPTEMBER 30, 2019**

**2019–2020 Board of Trustees**
- Chair of the Board: Peggy Strand
- Vice Chair & Board Development Chair: Rosemary Barnes
- Audit Chair: Kevin McMahon
- Finance Chair: Leslie Bojorquez
- Marketing & Resource Development Chair: Tom North
- Secretary: Antoinette Middleton
- Services Chair: Kevin Robertson
- Board Emeritus: Bill (William) Burzynski, Doug Garfield, and Nancy Lasarski

**2019 ANNUAL REPORT**

**EAST COUNTY | METRO SAN DIEGO**

**North County | South County**

**2254 SAN DIEGO AVENUE, SUITE 200**

**SAN DIEGO, CA  92110**

**MEAL CENTER**

**3555 INDIA ST., SAN DIEGO, CA 92103**

**619.260.6110   |  800.5.SENIOR**

**www.meals-on-wheels.org**
FROM THE CHAIR OF THE BOARD: Filling the Needs of Seniors

We are thrilled to announce that Meals on Wheels San Diego County is doing so much more than providing nutritious meals to homebound seniors. Through the involvement of our staff and dedicated volunteers, we have expanded our services to support healthy aging of older Californians. Federally, the Older Americans Act that provides aging services across the nation has been reauthorized and with this new technology comes the need for us to take action and prevent any emergency situations. By doing so, we have improved the overall well-being of our clients and have eliminated the possibility of emergency department visits or hospitalizations. In addition, we have more robust management and alert systems in place.

VOLUNTEER SPOTLIGHT

Sondie Calloway was a Meals on Wheels volunteer for 31 years. She was a petite 5’4” woman with a radiant smile and a warm disposition. Sondie was a team player and always willing to help out whenever needed. She loved meeting new people and sharing her stories with them. However, she wasn’t afraid to get her hands dirty and was always willing to help out with any task.

Sondie started volunteering with Meals on Wheels when she was 70 years old and decided to retire from the workforce. She was looking for a new challenge and found it in volunteering. She loved meeting new people, especially the clients she delivered meals to. She loved seeing their faces light up when she arrived and hearing how much they enjoyed their meals.

One day, while delivering a meal, Sondie noticed that one of her clients, a lady named Joan, was struggling to get up from her chair. Sondie knew she had to act quickly and called 911. She stayed with Joan until the paramedics arrived and made sure she was okay. Joan was a kind and grateful woman who appreciated Sondie’s help. She felt so fortunate that she had chosen to keep us on her list of service providers.

Sondie’s volunteer work was not limited to delivering meals. She also helped with administrative tasks and would often volunteer her time to help with special events. She was always willing to go the extra mile to ensure that her clients were taken care of.

Sondie was a shining example of what it means to be a volunteer. She was a selfless and compassionate person who always put the needs of others before her own. She will be greatly missed by all of us at Meals on Wheels San Diego County. We are forever grateful for her service and contributions to our organization.

Thanks to all of our volunteers, we are able to provide nutritious meals and support to homebound seniors in our community. We couldn’t do it without you. Thank you for all that you do. You make a difference every day.

AniMeals

For the dogs & kitty cats, we delivered over 11.5 tons of pet food! 10,000 pounds of wet food, 2,000 pounds of dry food, and 1,000 pounds of treats were delivered to our clients. Our volunteers also delivered over 11.5 tons of pet food to our clients.

Non-emergency alerts reported for 240 clients on mobile technology thereby increasing safety by allowing our staff to track and take action on non-emergency situations. By doing so, we have improved the overall well-being of our clients and have eliminated the possibility of emergency department visits or hospitalizations. In addition, we have more robust management and alert systems in place.

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FROM THE CHAIR OF THE BOARD: Filling the Needs of Seniors

W e are thrilled to announce the success of our most recent initiative, creating the Master Plan on Aging to support the health and well-being of older Californians. Federally, the House of Representatives passed the Dignity in Aging Act, and a bipartisan reauthorization of the Older Americans Act that provides aging Americans the support they need to age independently and with dignity. Technology continues to be an integral part of the needs of our seniors. Our mobile application has been rolling out at a fast pace, improving the overall efficiency of our program. Above all else, it has allowed us to track volunteered action in case of emergency situations. By doing so, we have improved the overall well-being of our frail population and have diminished the possibility of emergency department visits or hospitalization.

In addition, we have a more robust customer relationship management and support system. This has greatly improved the ability to reach out when needed, virtually “locating” these resources. As a result, we have the ability to agilely open our way to the open route anywhere in the County. Meals on Wheels has also expanded our services to two new Congregate Meal sites: the Family Health Centers’ PACE facility in San Marcos. Our Healthcare Initiative continues with UCSD Health Center’s two campuses, providing up to 30 days post hospitalization meals.

We heard it loud and clear that there is a need for liquid and frozen meals. We started to develop the addition of Meals on Wheels in College Grove and within San Marcos. The addition of fresh fruits, vegetables and fun desert items lend another splash of color to our palette. Meals on Wheels has also expanded our services to two new Congregate Meal sites: the Family Health Centers’ PACE facility in San Marcos.

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FROM THE CHAIR OF THE BOARD: Filling the Needs of Seniors

Our ability to take action on non-emergency situations. By all else, it has allowed us to track and take action on non-emergency situations. By technology continues to fill in the needs of seniors. "Uberizing" these routes. This has greatly improved the overall efficiency of our program. Above all else, it has allowed us to track action on non-emergency situations. By doing so, we have improved the overall well-being of our first population and have diminished the possibility of emergency department visits or hospitalisation.

Events have been extraordinary this year. The Viva Seniors Gala supported our elderly through a night of bright and colorful food, fun and entertainment. The Subaru Share the Love and the Annual Food Truck event at Kearny Mesa brought the largest donations to date. We brought home new mobile technology and government officials and community champions delivered more meals. The Annual Walk and Mental Health Care of older adults throughout the Gecko community for Charity was out. Almost 100 new clients were added each month.

IN MEMORIAM: Doris Summer

O n Thanksgiving Day last year, her daughter, Brooks, was unable to answer. Sondie couldn't call her to see if she was okay. She had a large key and the house was old. In her mind, she was always checking on someone who was in need. Then, she took it upon herself to search around the house and eventually found the client – the client had fallen and was unable to stand herself back up. Sondie was glad she was able to find her. She recalls a time before cell phones when she knew her animals would come at her door if she needed them. She has lived in this house for 30 years. Sondie and Brooks didn't have children, rather Sondie has 10 guide dogs and is currently caring for her sweet pup, Beau. When Brooks passed away 14 years ago, it was a tough time. Sondie thinks about Brooks daily. When a friend from her gym told her about delivering the Meals on Wheels, she showed up right in. In 1988, when Sondie started delivering with Meals on Wheels San Diego South to her family, she chose to keep us on her calendar for all these years!

VOLUNTEER SPOTLIGHT

Dorothy Sumner

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Special Events $611,991

One cannot think well, love well, sleep well, if one has not dined well.  
– Virginia Woolf, A Room of One’s Own
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– Virginia Woolf, A Room of One's Own

"Our cannot think well, love well, sleep well, if one has not dined well!"  
– Virginia Warrick, A Room of Your Own

“Corporate Impact

$41,517 #GivingTuesday ViaSta & Men’s Warehouse

Subaru Share the Love $43,715 Journey Menu Subaru Partnership $4,805 Meals on Wheels America Grant

Special Events $611,991

In-Kind Donations $2,375 Flower Bouquets:  
446 Dos Gringos  
2,353 Trader Joe’s Encinitas  
589 Pedal Pushers  
2,600 Placemats & Tray Favors  
2,800+ Greeting Cards  
2,400+ We Care Packages

FUNCTIONAL EXPENSES

<table>
<thead>
<tr>
<th>10%</th>
<th>7%</th>
<th>6%</th>
<th>9%</th>
<th>79%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>Fundraising</td>
<td>Administrative</td>
<td>Special events</td>
<td>Total</td>
</tr>
</tbody>
</table>

FINANCIAL REPORT FISCAL YEAR 2019

OCTOBER 1, 2018 TO SEPTEMBER 30, 2019

income:
- Contributions $2,343,246
- Program fees 1,624,803
- Special events 611,991
- Investment income 250,240
- Government grants 157,851
- Other income 37,631

Total $3,961,775

Expenses:
- Program services 2,835,101
- Fundraising 385,101
- Administrative 200,427

Total 3,420,629

Net Ordinary Income from Operations $8,440

Other Non-Operating Activity:
- Gain (Loss) on sale of assets $2,223
- Gain (Loss) on investment activity $131,247
- Investment expenses (9,328)

Total $124,142

Change in Net Assets $115,702

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.

*Includes $423,568 in bequests

The needs of seniors keep evolving and Meals on Wheels is strong and ready to fill the blanks. As we complete one picture, we have the ability to add another page depicting another need for us to fill. Our team of staff, volunteers and donors create a broad brush to paint a picture of independence & well-being for our seniors.

For a full list of our 2019 donor giving visit www.meals-on-wheels.org/donor-honor-roll.