



meals_{on}
wheels
BOULDER

mowboulder.org

ANNUAL REPORT

2021





Dear Friend,

2021 was a year that truly illustrated who we are – a not for profit agency, focused on preparing and delivering meals to clients whose lives depended on us. We sustained that focus under the most challenging circumstances, as our city of Boulder, our County, our state, and the world continued to grapple with a public health crisis that has changed how we live and work.

Through it all, our staff and volunteers remained focused on our mission – to provide healthy and tasty meals to those in Boulder who need our services, regardless of age or income. We are grateful to those volunteers and staff who continued to ensure our meals were prepared, packaged, and delivered to so many who needed them. These same essential volunteers and staff continued to ensure our deliveries remained constant, so there would be no interruption in the delivery of our meals to clients who depend on them. Simply put, we never stopped working for our clients.

That commitment and passion is a hallmark of the people of Meals on Wheels of Boulder and why I am sure we will deliver and meet a growing need through the decade and beyond.

Like so many, I too thought by now Covid-19 would be behind us. The reality is that we have had to manage through a pandemic and a world that is unpredictable. We are experiencing, supply chain issues, rising gas and food costs, questionable availability of food products to meet client meal needs, and fewer donations.

We know how important it is that these meals continue to arrive at client's homes. Our steadfast and incredible volunteers have continued delivering these meals throughout the pandemic, distancing as needed, but sharing a friendly greeting and warm smiles (from behind their masks)! In fact, despite the pandemic and all the activity created from our move to our new home, we didn't miss a single day of meal delivery.

There have been other successes in 2021 too. The Niche Market, our corner grocery store in our building, is thriving and meeting the needs of our immediate neighbors, volunteers, and community members. Our café at the West Age Well Center was re-branded as The Eat Well Café. It reopened in August 2021 and serves lunch each weekday to a growing customer base. Our Think Goodness Foods brand of ready-to-bake quiches and pies, and our heat-and-eat soups, continues to receive rave reviews. All proceeds of all these ventures benefit our mission.

Our biggest success in 2021, supporters like you have made it possible for us to grow and meet challenges while bringing nutritious meals to your most vulnerable neighbors. Your generosity means we will continue to deliver health and humanity right here in Boulder throughout the entire year, no matter what. One hundred percent of your gifts stay right here in Boulder.

The staff at Meals on Wheels of Boulder will continue meeting the ever-greater need, delivering to people of all ages and incomes, right here in Boulder.

Of course, all of this can and will only happen with the generous support of our community. We thank you for helping make all this possible!

Francea Phillips
President & CEO, Meals on Wheels of Boulder

The Meals on Wheels of Boulder Mission

The mission of Meals on Wheels of Boulder is to deliver nutritious and delicious meals with a daily wellbeing check-in to Boulder neighbors in need, regardless of age or income.

Board & Advisory Council

Board

Tom Moore	<i>Chairman</i>
Gail Hogsett	<i>Secretary</i>
Ari Rubin	<i>Treasurer</i>
Leah-Kim Brown	<i>Board Member</i>
Pamela Proto	<i>Board Member</i>
Tom Wilke	<i>Board Member</i>
Mike Walters	<i>Board Member</i>
Christy Vaughan	<i>Board Member</i>
Tom Wilson	<i>Board Member</i>
Caroline Quine	<i>Board Member</i>

Advisory Council

Merry Sue Clark
Lucy Guercio
Carol Knight



Products and Services

Meal Delivery

Volunteers deliver nutritionally-balanced meals to Meals on Wheels of Boulder clients five days a week, with frozen options for the weekends. Every meal is made daily by professional chefs and can be customized to fit any dietary restrictions. These healthy and delicious meals are accompanied by a wellbeing check-in by our friendly and caring volunteers.



Project Homecoming

A program available for people (regardless of age or income) who have been discharged from the hospital due to surgery or having a baby, or are receiving long term treatment or rehabilitation from surgery. We provide five free meals, no strings attached, upon their transition from hospital to home. Meals on Wheels of Boulder volunteers deliver these nutritionally-balanced meals to their doors, so the patient can prioritize recovery. Like all of our meals, these dishes are made daily by professional chefs and can be customized to fit any dietary restrictions. If more meals are needed, there is an option to sign up for regular meal delivery during recovery time.

Our Three Social Ventures!

Think Goodness Foods

Our brand of tasty quiches, pies, and soups, created in house!

The Niche Market

This neighborhood, corner market is located in the Meals on Wheels of Boulder building. We sell convenience items, local brand favorites, nutritious grocery essentials, as well as our Think Goodness Foods products. Open to the public Monday - Friday, 9 a.m. - 6 p.m. and Saturday 10 a.m. - 4 p.m.

The Eat Well Café

Located on 909 Arapahoe in the West Age Well Center, this restaurant quality café serves lunch Monday - Friday from 11 a.m. - 1 p.m. Home of the \$6.99 meal: a choice of two entrees per day, a side salad or cup of soup, and dessert and beverage. Sandwiches, paninis, wraps, salads, and more are available each day.

Success & Challenges

68,651

Meals Prepared &
Delivered

2,506,110

Meals since 1969!

950+

Community
Clients Served

1,548

Free Meals
Provided

Successes

- We delivered meals, daily, without fail, regardless of increasing costs and challenges created by the pandemic.
- The community continued to support us by supplying flowers, colorful art bags, doorhangers for the holidays, gift baskets, and cheerful handmade cards to bring more joy to our clients.
- May 3, 2021, we celebrated one year in our new building.
- We had the biggest Colorado Gives Day ever, thanks to our donors!
- We re-branded and reopened our café at the West Age Well Center in August 2021.
- Volunteers have continued to step up, regardless of cost of gasoline, to meet the growing demands of deliveries in Boulder.
- The Niche Market continues to increase in customers and revenue.
- Our Think Goodness Foods brand quiche purchases increased by 20%.

Challenges

- The continuance of Covid-19.
- Rising food costs.
- Rising gas prices.
- Questionable availability of our food resources.
- Two long time volunteers passed away, one from the mass shooting at the King Soopers here in Boulder.
- Dealing with shortages for the bags packers use to pack meals.
- Raising money to eliminate our mortgage.
- Fewer donations compared to 2020.



Staff & Volunteers

Staff

Francea Phillips is the president and CEO of Meals on Wheels of Boulder. She leads a staff of sixteen, including three chefs, a kitchen staff, a client services team, a marketing and development department, volunteer management, and grocery store and café management teams.

300+
Volunteers

13,187+
hours donated

Get Involved

Volunteer

We always need more volunteers! Volunteers pack and deliver the meals, create products for our Think Goodness Foods brand, as well as help to host a number of unique events over the course of the year.

Shop at the Niche Market

The Niche Market offers a number of local Boulder favorites, pastries, grocery essentials, and all our Think Goodness Foods items. All proceeds benefit Meals on Wheels of Boulder.

Donate

Our mission is possible because of the generous support of our Boulder neighbors. When you donate, you provide healthy and high-quality meals to people who truly need them. Donate online at mowboulder.org. If you would like to contribute to help us pay off our new building mortgage, please call (720) 780-3382.

Spread the Word

Join our social media network. If you know someone who would benefit from our nutritionally-balanced meals delivered to their door, tell them about Meals on Wheels of Boulder! We serve all ages and income levels. To learn more about our meal delivery programs, please go to mowboulder.org or call (720) 780-3380.



Statements of Financial Position

	2021	2020
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 654,699	\$ 599,338
Accounts receivable, net	19,568	18,988
Inventories	62,273	33,516
Prepaid expenses	23,969	24,516
TOTAL CURRENT ASSETS	760,509	676,358
LONG-TERM ASSETS		
Property and equipment, net	6,449,643	6,642,998
Investments, at fair value	579,841	743,908
TOTAL LONG-TERM ASSETS	7,029,484	7,386,906
TOTAL ASSETS	\$ 7,789,993	\$ 8,063,264
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 73,120	\$ 53,433
Deferred revenue	372	513
PPP loan	-	102,700
Current portion of notes payable	51,556	651,397
TOTAL CURRENT LIABILITIES	125,048	808,043
LONG-TERM LIABILITIES		
Notes payable, net of current portion	907,922	618,528
TOTAL LIABILITIES	1,032,970	1,426,571
NET ASSETS		
Without donor restrictions		
Undesignated	5,577,182	5,317,785
Designated by the Board for operating reserve	579,841	743,908
Total without donor restrictions	6,157,023	6,061,693
With donor restrictions		
Time-restricted for future periods	600,000	575,000
Total with donor restrictions	600,000	575,000
TOTAL NET ASSETS	6,757,023	6,636,693
TOTAL LIABILITIES AND NET ASSETS	\$ 7,789,993	\$ 8,063,264

Statements of Financial Position

	2021			2020
	Without Donor Restrictions	With Donor Restrictions	Total	Total
REVENUE AND OTHER SUPPORT				
Program service fees	\$ 220,192	\$ -	\$ 220,192	\$ 295,447
Contributions	850,570	-	850,570	801,091
Grants and foundations	355,629	100,000	455,629	431,964
United Way	9,487	-	9,487	5,213
The Niche Market	126,187	-	126,187	32,896
TOTAL REVENUE AND OTHER SUPPORT	<u>1,562,065</u>	<u>100,000</u>	<u>1,662,065</u>	<u>1,566,611</u>
FUNCTIONAL EXPENSES				
Program expenses	1,224,874	75,000	1,299,874	1,153,009
Management and administrative	157,324	-	157,324	124,582
Fundraising	187,553	-	187,553	136,125
TOTAL FUNCTIONAL EXPENSES	<u>1,569,751</u>	<u>75,000</u>	<u>1,644,751</u>	<u>1,413,716</u>
	<u>(7,686)</u>	<u>25,000</u>	<u>17,314</u>	<u>152,895</u>
OTHER INCOME				
Investment income	25,316	-	25,316	16,232
TOTAL OTHER INCOME	<u>25,316</u>	<u>-</u>	<u>25,316</u>	<u>16,232</u>
BUILDING INCOME	<u>129,499</u>	<u>-</u>	<u>129,499</u>	<u>599,885</u>
BUILDING EXPENSES				
New build expenses	51,799	-	51,799	85,648
Capital campaign costs	-	-	-	1,445
TOTAL BUILDING EXPENSE	<u>51,799</u>	<u>-</u>	<u>51,799</u>	<u>87,093</u>
BUILDING INCOME, NET	<u>77,700</u>	<u>-</u>	<u>77,700</u>	<u>512,792</u>
CHANGE IN NET ASSETS	95,330	25,000	120,330	681,919
NET ASSETS, beginning of year	<u>6,061,693</u>	<u>575,000</u>	<u>6,636,693</u>	<u>5,954,774</u>
NET ASSETS, end of year	<u>\$ 6,157,023</u>	<u>\$ 600,000</u>	<u>\$ 6,757,023</u>	<u>\$ 6,636,693</u>

By the Numbers

Revenue & Other Support

- Contributions 50.4%
\$850,570
- Grants & Foundations 27.0%
\$455,629
- Program Service Fees 13.0%
\$220,192
- The Niche Market 7.5%
\$126,187
- Investment Income 1.5%
\$25,316
- United Way .6%
\$9,487



Total Income
\$1,687,381

Total Expenses
\$1,644,751



Functional Expenses

- Program Expenses 79.0%
\$1,299,874
- Fundraising 11.4%
\$187,553
- Management & Administrative 9.6%
\$157,324



**We are working to
raise \$954K to pay off
the mortgage of our
new building.**