

2022

ANNUAL REPORT



**MEALS ON WHEELS
OF BOULDER**

mowboulder.org



Dear Friend,

This moment in time has proven, when Boulderites work together, we are able to make a difference. I am inspired by our donors, volunteers, and staff who have risen to meet the challenges in 2022, including unbridled rising food costs, increasing energy costs, economic insecurity, and the growing needs due to the increase in Boulder neighbors who are now “food insecure”. All of you have demonstrated resilience and dedication to this community we serve.

This year, our most susceptible population faced barriers and disparities to access basic needs such as housing, Wi-Fi, vaccinations and healthcare. To add to the strain, Boulderites and our neighbors experienced unprecedented wildfires that led to even more challenge and insecurity.

Meals on Wheels of Boulder has collaborated with advisors, donors, City, County, nonprofit organizations, businesses, and philanthropic partners to raise the funds required to continue to deliver the most essential of the basic needs for people to maintain health and security - food.

Despite uncertainty in the face of a global pandemic that magnified and exposed social and economic inequalities – there has been an unwavering commitment to our mission to bring meals to a population of Boulder that is highly vulnerable and often invisible. The extraordinary generosity of you, our donors, has made this possible.

Amid all the crises we faced in 2022, our donors, you, have overwhelmed us with your outpouring of support and inquiries on how you could help. I am deeply grateful to each of you, our donors, volunteers, staff, community leaders and nonprofits for collaborating to meet the need in a remarkable way.

This past year has shown us our Boulder community is resilient. I am proud to say, Meals on Wheels of Boulder is emerging ever stronger as we remain even more committed to serving our Boulder neighbors. I invite you to learn more about our commitment to remaining an integral part of the well-being of Boulder and our Boulder neighbors. As we face increasing challenges of rising costs, we are determined to persist!

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

Thank you for inspiring us and for joining us in building a healthier Boulder together.

A handwritten signature in black ink that reads "Franca Phillips". The signature is fluid and cursive, with the first name being more prominent.

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

Advisory Council

Merry Sue Clark
Lucy Guercio
Gail Hogsett
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, illness, 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.

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

78,896

Meals Prepared & Delivered

2,620,028

Meals since 1969!

1,568+

Community Clients Served

1,666

Free Meals Provided

Successes

- Meals were delivered daily, regardless of increasing costs and challenges created by the pandemic.
- We raised funding to keep the costs of meals low or free for our clients.
- Over \$100,000 was raised during Colorado Gives Day, thanks to our donors!
- The Eat Well Café has grown due to word of mouth and positive reviews; over 7,500 meals were served.
- Volunteers continued to step up to meet the growing demands of deliveries in Boulder.
- We streamlined volunteer protocols to allow the program to operate at higher capacity; instituted new volunteer orientations to facilitate onboarding; created several new volunteer roles to fill gaps and keep up with our growth.
- We engaged more with our volunteers and donors through reestablished appreciation gatherings.
- The Niche Market increased revenue for the second year.
- The community continued to support us by supplying flowers, colorful art bags, and cheerful handmade cards to bring more joy to our clients.

Challenges

- The continuance of Covid-19.
- Continuing rise of food costs and utility bills.
- Questionable availability of our food resources.
- Raising money to eliminate our mortgage.
- Fewer donations compared to 2021.
- Fewer grants available for food insecurity.
- We had staffing and volunteer challenges during our time of growth, difficulties figuring out when new hires and volunteers were required.
- Volunteer struggles with online system; convincing volunteers of the importance of tracking hours; keeping up with our growth.



Staff & Volunteers

Staff

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

362+
Volunteers

19,219+
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 helping 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 eliminate our new building mortgage, please call Francea at (720) 780-3390.

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

MEALS ON WHEELS OF BOULDER, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2022 AND 2021

| | 2022 | 2021 |
|---|---------------------|---------------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and cash equivalents | \$ 409,731 | \$ 654,699 |
| Accounts receivable, net | 20,390 | 19,568 |
| Inventories | 56,113 | 62,273 |
| Prepaid expenses | 16,353 | 23,969 |
| TOTAL CURRENT ASSETS | 502,587 | 760,509 |
| LONG-TERM ASSETS | | |
| Property and equipment, net | 6,239,416 | 6,449,643 |
| Investments, at fair value | 529,133 | 579,841 |
| TOTAL LONG-TERM ASSETS | 6,768,549 | 7,029,484 |
| TOTAL ASSETS | \$ 7,271,136 | \$ 7,789,993 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Accounts payable and accrued expenses | \$ 45,649 | \$ 73,120 |
| Deferred revenue | 526 | 372 |
| Current portion of notes payable | 54,387 | 51,556 |
| TOTAL CURRENT LIABILITIES | 100,562 | 125,048 |
| LONG-TERM LIABILITIES | | |
| Notes payable, net of current portion | 852,224 | 907,922 |
| TOTAL LIABILITIES | 952,786 | 1,032,970 |
| NET ASSETS | | |
| Without donor restrictions | | |
| Undesignated | 5,189,217 | 5,577,182 |
| Designated by the Board for operating reserve | 529,133 | 579,841 |
| Total without donor restrictions | 5,718,350 | 6,157,023 |
| With donor restrictions | | |
| Time-restricted for future periods | 600,000 | 600,000 |
| Total with donor restrictions | 600,000 | 600,000 |
| TOTAL NET ASSETS | 6,318,350 | 6,757,023 |
| TOTAL LIABILITIES AND NET ASSETS | \$ 7,271,136 | \$ 7,789,993 |

Statements of Financial Position

MEALS ON WHEELS OF BOULDER, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

| | 2022 | | | 2021 |
|--|----------------------------------|----------------------------|---------------------|---------------------|
| | Without Donor Restrictions | With Donor Restrictions | Total | Total |
| REVENUE AND OTHER SUPPORT | | | | |
| Program service fees | \$ 282,724 | \$ - | \$ 282,724 | \$ 220,192 |
| Contributions | 732,720 | - | 732,720 | 850,570 |
| Grants and foundations | 314,875 | - | 314,875 | 455,629 |
| United Way | 601 | - | 601 | 9,487 |
| The Niche Market | 128,493 | - | 128,493 | 126,187 |
| TOTAL REVENUE AND OTHER SUPPORT | 1,459,413 | - | 1,459,413 | 1,662,065 |
| FUNCTIONAL EXPENSES | | | | |
| Program expenses | 1,473,932 | - | 1,473,932 | 1,299,874 |
| Management and administrative | 165,447 | - | 165,447 | 157,324 |
| Fundraising | 190,586 | - | 190,586 | 187,553 |
| TOTAL FUNCTIONAL EXPENSES | 1,829,965 | - | 1,829,965 | 1,644,751 |
| | (370,552) | - | (370,552) | 17,314 |
| OTHER INCOME | | | | |
| Investment income (loss) | (50,672) | - | (50,672) | 25,316 |
| TOTAL OTHER INCOME (LOSS) | (50,672) | - | (50,672) | 25,316 |
| BUILDING REVENUE | 520 | - | 520 | 129,499 |
| BUILDING EXPENSES | | | | |
| New build expenses | 17,969 | - | 17,969 | 51,799 |
| Capital campaign costs | - | - | - | - |
| TOTAL BUILDING EXPENSE | 17,969 | - | 17,969 | 51,799 |
| BUILDING INCOME (LOSS) | (17,449) | - | (17,449) | 77,700 |
| CHANGE IN NET ASSETS | (438,673) | - | (438,673) | 120,330 |
| NET ASSETS, beginning of year | 6,157,023 | 600,000 | 6,757,023 | 6,636,693 |
| NET ASSETS, end of year | \$ 5,718,350 | \$ 600,000 | \$ 6,318,350 | \$ 6,757,023 |

By the Numbers

Revenue & Other Support

- Contributions 52%
\$850,570
- Grants & Foundations 22.4%
\$455,629
- Program Service Fees 20.1%
\$220,192
- The Niche Market 9.1%
\$126,187
- United Way 0%
\$601



Donations from individuals like you help us during times of change.



Total Income
\$1,459,413

Total Expenses
\$1,829,965

Some reasons why expenses exceeded income:

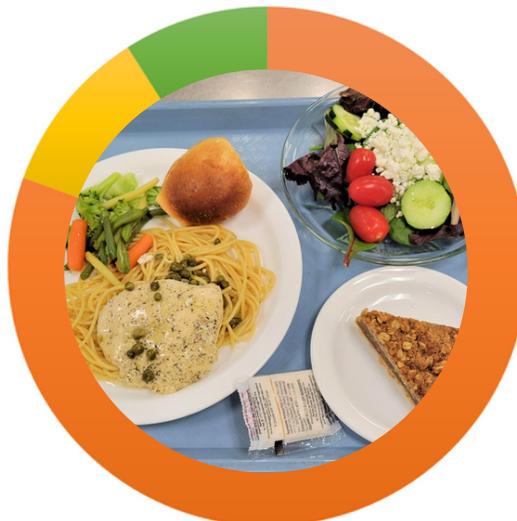
- Food costs increased by \$80,000
- Staffing increased by \$50,000
- Depreciation Expense - \$210,000
- Investment Loss - \$50,000
- Building Operational expenses increased.
- Mortgage expense.

Some strategies:

- Eliminate mortgage expense (\$7,300/month equaling \$888K)
- Creating an enhanced donor outreach campaign.
- Find opportunities to reduce expenses.
- Expanding outreach and awareness in our community.



Functional Expenses



- Program Expenses 80.5%
\$1,473,932
- Fundraising 10.4%
\$190,586
- Management & Administrative 9%
\$165,447