Together, we rise.

ANNUAL REPORT 2020
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Alternative Ownership Advisors
Scott Christianson, 1st Vice President
Ferguson Wellman Capital Management
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Moss Adams

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Senior Judge
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Community Member
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Community Member
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Tom Maier
Director of Food Service
Jessica Morris
Chief Human Resources Officer & Meals 4 Kids Director
Julie Piper Finley
Director of Communications & Public Relations

Linda Reynolds
Chief Financial Officer
Tony Staser
Chief Development Officer
Renata Wilson
Chief Operations Officer
I am pleased to share with you a copy of our 2020 Annual Report. We greatly value your support as a donor to Meals on Wheels People and want to share this financial recap of our year. Our financial stewardship has earned us the highest rating possible from both of America's premier charity evaluators: Charity Navigator and GuideStar.

This past year has been unlike any in our 50-year history. The coronavirus pandemic caused us to dramatically alter how we deliver our service. Like so many businesses this year, we learned as we went along, adapted to changing circumstances and did our best to meet the growing need. Our staff and volunteers have been amazingly flexible and I appreciate their willingness to embrace so many changes in such a short amount of time.

Through it all, we continued our long-standing reputation of never turning away a senior in need. As the number of requests for meals swelled, we were able to accommodate each one. This would not have been possible without the unwavering support of our donors, corporate partners and charitable foundations. I am profoundly grateful to each and every one of you for the gifts that have come in this year. You have made it possible to reach our vision that no senior will go hungry or experience social isolation.

In spite of the huge increase in our production over the past year, our financial position continues to be solid with only 17 cents of every dollar being spent for fundraising and administration. We remain committed to wisely managing our funding to ensure we will never have to institute a waiting list.

During fiscal year 2020 we increased our daily production from 5,000 meals daily to 8,000 and delivered to 12,472 older adults in the greater Portland-Vancouver metro area. We also served 205,070 meals to children and their families through our partnership with the Portland Children's Levy, which in turn supports our senior nutrition program. Like our senior nutrition program, our Meals 4 Kids program served 23% more meals this year than the previous year. More families than ever before have been tipped into poverty because of the pandemic and are relying on the Meals 4 Kids program to provide them with daily sustenance.

Meals on Wheels People was once again named one of the 100 Best Nonprofits in Oregon by Oregon Business Magazine and made the 100 Best Green Workplaces list as well. I'm proud that we are able to operate at a high level of productivity while still making Meals on Wheels People a great – and green – place to work.

We continue to make strides on the initiatives set out in our five-year strategic plan, focusing on eliminating barriers to service, developing strategies to fight social isolation, modernizing our menu, growing our diverse funding mix and leveraging technology investments. Specifically, we created the Friendly Chats program to decrease loneliness and social isolation among our homebound participants. This program has proven to be especially popular and we have begun to recruit multi-lingual volunteers to expand our reach.

We don't know when we will reopen our dining centers. Like all Americans, we are hopeful that a vaccine for the virus will be developed soon and we can once again gather together for meals and fellowship. Until then, with your help, we will continue to provide meals to every older adult who requests them. On behalf of the thousands of homebound elderly we serve, thank you for helping change lives, one meal at a time.
It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of light, it was the season of darkness, it was the spring of hope, it was the winter of despair.

This is the opening line of Charles Dickens novel *A Tale of Two Cities*, published in 1859. But it could easily describe most of 2020. While Meals on Wheels People began the year celebrating our 50 years of service in the community, the COVID-19 pandemic quickly altered how we delivered that service.

Our neighborhood dining centers closed in March and all diners who were interested were placed on Meals on Wheels delivery routes. We began to provide seven meals each week to each homebound person and, as products became available, delivered additional food, such as hardboiled eggs, cottage cheese and peanut butter. Deliveries are now made just once a week to limit exposure for our volunteers and those we serve. To combat social isolation, we established a Friendly Chats program to connect volunteers with homebound seniors through weekly telephone calls. Because we are not delivering as frequently, staff and trained volunteers make Wellness Check calls to ensure that each person we serve is safe, has enough food and is connected with appropriate services.

What has remained unchanged is our commitment to provide meals to every older adult who requests them. Even during this time of great need, we continue our tradition of never turning away a senior in need. We remained nimble and adjusted to an ever-changing situation, grateful that our staff and volunteers were able to swiftly maneuver as the landscape around them continued to evolve.

Support from the community during this time has been overwhelming and humbling. More than 1,800 individuals registered to volunteer in the spring. In-kind donations, from food products to face masks, rolled in. Corporations, foundations and individuals shared their largesse to help offset additional food costs as we continued to provide meals to every older person who requested them. Small businesses provided a percentage of sales from products ranging from socks to wine.

Regardless of circumstances, Meals on Wheels People is continuing to meet the need. In our 50th year, while we celebrate a half-century of feeding seniors, we also recognize ours is a community effort. From those first few meals delivered in the winter of 1970 to the nearly 8,000 meals per day delivered in the summer of 2020, Meals on Wheels People has relied on the dedicated service of thousands of volunteers and donors. Our 50-year legacy is one of civic engagement.

For the past 50 years we have been committed to fighting hunger and social isolation among older adults in our community. Join us as we embark on the next 50.

To learn more about our strategic plan or how you can volunteer or donate, visit us at mowp.org.
5,530 Volunteers
200,809 Volunteer Hours
$5mil Service Value
8,000 Meals Daily
66-75 Avg. Age Volunteer
12,473 Seniors Served
Meals on Wheels People receives funding from the Portland Children’s Levy to offer the Meals 4 Kids program, which provides home delivery of culturally-appropriate, nutritious dinners to families in need. The program was renewed in 2019 and we are currently in our sixth year of providing meals.

Every family served by the Meals 4 Kids program lives at 185% of federal poverty level or lower and are experiencing food insecurity. 78% of households served last year were families of color, 43% experienced a chronic condition or illness and 31% lacked transportation to access to food resources such as food banks and pantries.

In 2019 we conducted a qualitative study with participating families and found that once households started participating in the program they were able to focus energy and attention on other areas of their lives, such as: employment, physical and mental health, healthy parent-child interaction, homework support, school readiness, personal growth and building deeper connections within their family and within their communities. We found that when the toxic stress and stigma of food insecurity are removed, children and adults are able to thrive and enrich their communities with their skills, their talent, their art, their culture and their whole selves.

The Meals 4 Kids program provides more than a meal – it enables positive change for children, adults and their communities.

- **933** kids received home delivered meals
- **463** kids received community dinners
- **121,119** total kids meals
- **630** caregivers received delivered meals
- **772** caregivers received community dinners
- **83,951** total caregiver meals
That’s a wrap!
50th Anniversary Celebration

Meals on Wheels People celebrated 50 years of service to older adults in our community in 2020. What began with 14 meals in 1970 has grown into a program that currently provides nearly 8,000 meals daily throughout the greater metro area.

We thoroughly embraced our anniversary and kicked it off by being named the official charity of the 2019 Portland Rose Festival. We entered floats in both the Starlight and Grand Floral Parades in June. Our very own Precision Ladle Drill Team won the Best Marching Unit for the Starlight Parade and our float in the Grand Floral Parade featured a “Senior-Senior Court” of six of our center diners decked out in matching cardigans, tiaras and pageant sashes. Throughout the remainder of 2019 and into 2020, our 50th anniversary remained a focal point in events, in correspondence, in direct mail and on our social media. And, thanks to a generous donation from Twill Cellars, we bottled a special anniversary edition of a 2018 Willamette Valley Pinot Noir. Our festivities culminated in a Virtual Gala in September, hosted by Poison Waters, that raised more than $502,000 for nutritious meals.

Over the course of the past 50 years, Meals on Wheels People has conquered a variety of challenges, from the oil embargo of the early 1970s, the Mt. St. Helens eruption in 1980, the great flood of 1996, snowstorms and, most recently, coronavirus and wildfires. Through it all, Meals on Wheels People was there to look after our senior neighbors.

With your help, we will be there for the next 50 years!
**FINANCIALS**

### Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>June 30, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Contracts</td>
<td>$5,836,632</td>
<td>$4,621,163</td>
</tr>
<tr>
<td>Participant Contributions</td>
<td>653,427</td>
<td>565,605</td>
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<tr>
<td>Fundraising</td>
<td>9,282,103</td>
<td>4,383,675</td>
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<tr>
<td>Bequests</td>
<td>10,350</td>
<td>24,364</td>
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<tr>
<td>Contract Sales</td>
<td>1,206,630</td>
<td>1,171,953</td>
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<tr>
<td>Interest &amp; Dividends</td>
<td>214,765</td>
<td>237,128</td>
</tr>
<tr>
<td>Other</td>
<td>2,078,814</td>
<td>1,202,278</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$19,282,721</strong></td>
<td><strong>$12,206,166</strong></td>
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### Expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>June 30, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt; Center Operations</td>
<td>$6,029,595</td>
<td>$5,785,377</td>
</tr>
<tr>
<td>&gt; Kitchen Operations</td>
<td>5,039,289</td>
<td>3,684,509</td>
</tr>
<tr>
<td>&gt; Other Operations</td>
<td>1,134,826</td>
<td>688,232</td>
</tr>
<tr>
<td>Supporting Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt; General &amp; Administration</td>
<td>858,624</td>
<td>788,116</td>
</tr>
<tr>
<td>&gt; Fundraising</td>
<td>1,651,746</td>
<td>1,205,423</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>$14,714,080</strong></td>
<td><strong>$12,151,657</strong></td>
</tr>
<tr>
<td>Increase (Decrease) in Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Assets from Operations</td>
<td>4,568,641</td>
<td>54,509</td>
</tr>
<tr>
<td>Investments</td>
<td>(105,287)</td>
<td>208,849</td>
</tr>
<tr>
<td>Other</td>
<td>(9,283)</td>
<td>(30,564)</td>
</tr>
<tr>
<td><strong>Increase (Decrease) in Net Assets</strong></td>
<td><strong>$4,454,071</strong></td>
<td><strong>$232,794</strong></td>
</tr>
</tbody>
</table>

40% Community Support
42% Government Support
11% Non-Government Contracts
5% Senior Contributions
2% Investment Earnings

77% Nutrition
83% Fundraising
11% Management & General
6% Other
### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>June 30, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$7,064,763</td>
<td>$1,734,494</td>
</tr>
<tr>
<td>Investments</td>
<td>10,131,931</td>
<td>10,129,497</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>1,552,394</td>
<td>1,102,521</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>20,350</td>
<td>118,000</td>
</tr>
<tr>
<td>Inventories</td>
<td>195,057</td>
<td>93,913</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>468,567</td>
<td>265,125</td>
</tr>
<tr>
<td>Investments held related to charitable gift annuities</td>
<td>16,711</td>
<td>17,648</td>
</tr>
<tr>
<td>Beneficial interest in trusts held by others</td>
<td>318,340</td>
<td>262,962</td>
</tr>
<tr>
<td>Investments held at community foundations</td>
<td>450,646</td>
<td>455,165</td>
</tr>
<tr>
<td>Trademarks</td>
<td>8,555</td>
<td>9,522</td>
</tr>
<tr>
<td>Property, equipment and leasehold improvements</td>
<td>6,581,523</td>
<td>6,567,347</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$26,808,837</strong></td>
<td><strong>$20,756,194</strong></td>
</tr>
</tbody>
</table>

### Liabilities and Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>June 30, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT LIABILITIES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$547,741</td>
<td>$192,970</td>
</tr>
<tr>
<td>Other accrued liabilities</td>
<td>397,341</td>
<td>396,572</td>
</tr>
<tr>
<td>Paycheck Protection Program Loan</td>
<td>1,243,032</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$2,188,114</strong></td>
<td><strong>$589,542</strong></td>
</tr>
</tbody>
</table>

### NET ASSETS

Unrestricted:

- Available for operations                                                   | $2,578,215         | $2,449,054         |
- Net investment in property and equipment                                    | 6,581,523          | 6,567,347          |
- Designated for advertising initiatives                                      | 280,000            | 150,000            |
- Designated for Joan Smith Fund                                              | 151,556            | 145,177            |
- Designated for Long-Term Investment                                         | 6,462,898          | 6,682,908          |
- Designated for Capital Reserve & Maintenance                                | 3,199,767          | 3,162,180          |
- Designated for Emergency Fund                                               | 4,377,400          |                    |

**Total net assets without donor restrictions**                               | 23,631,359         | 19,156,666         |

**Net assets with donor restrictions**                                        | 989,364            | 1,009,986          |

**Total Net Assets**                                                          | **$24,620,723**     | **$20,166,652**    |

**Total Liabilities & Net Assets**                                            | **$26,808,837**     | **$20,756,194**    |