

WHERE FOOD CHANGES LIVES

ANNUAL
REPORT
2017/2018


KITCHENS
FOR GOOD



OUR MISSION

Kitchens for Good breaks the cycles of food waste, poverty and hunger through innovative programs in workforce training, healthy food production, and social enterprise.

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LETTER FROM THE LEADERSHIP

Since launching operations three years ago, Kitchens for Good has become a leader in the fight against poverty and hunger and a trailblazer in the social enterprise field.

Kitchens for Good believes that all food has power, and that all people have potential. In our kitchens, individuals replace labels of 'ex-con,' 'foster kid,' and 'homeless,' with new titles like 'employed,' 'cook,' and 'empowered,' while preparing thousands of nutritious meals using unwanted produce for hungry San Diegans.

This year, we've seen the powerful ripple effect our work has made beyond the walls of our kitchen and into the community. This impact can be seen as graduates get jobs, move into their own housing, reunite with their families, and transition from public assistance to paying income taxes.

These stories of transformation motivate us to grow and continuously improve as an organization. To that end, much of this year was focused on refining and polishing our programs and enterprises. These efforts resulted in expanding alumni support, deepening data collection to drive decision making, and elevating catering services to increase earned revenue and provide students with more on-the-job-training.

Kitchens for Good is where food changes lives and would have remained just a great idea without you. You provided program funding, volunteered, catered an event, employed our graduates, and empowered us all to dream bigger.

There is more to be done. Currently, 19,000 men and women are released into San Diego from incarceration annually. Many of these individuals do not have a plan for reentry and more than 50% are rearrested within the first year of release. In the year ahead, Kitchens for Good will scale programs, increase meal production and continue to provide others with the opportunity to transform their lives.

Thank you for joining us on this journey.



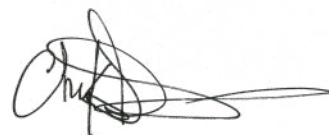
Emma Epes
Board Chair



Jennifer Gilmore
CEO



Aviva Paley
Co-Founder and
Senior Director



Chuck Samuelson
Founder and
Board Member

OUR BOARD OF DIRECTORS

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Board Chair

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University of San Diego
Board Secretary

JULIANNE MARKOW

COO, Voice of San Diego
Board Treasurer

ROBERT EGGER

President and Founder
LA Kitchen

MIKE IRWIN

Founder
Bottle Rocket Advisors

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CEO and Guvner
Bulldog Drummond

SERGIO ALVAREZ

COO
Alpha Health Tracker

JEFF JOHNSON

EVP
McKellar McGowan Real Estate
Development

BOBBY RAMIREZ

General Manager
Centerplate at the San Diego
Convention Center

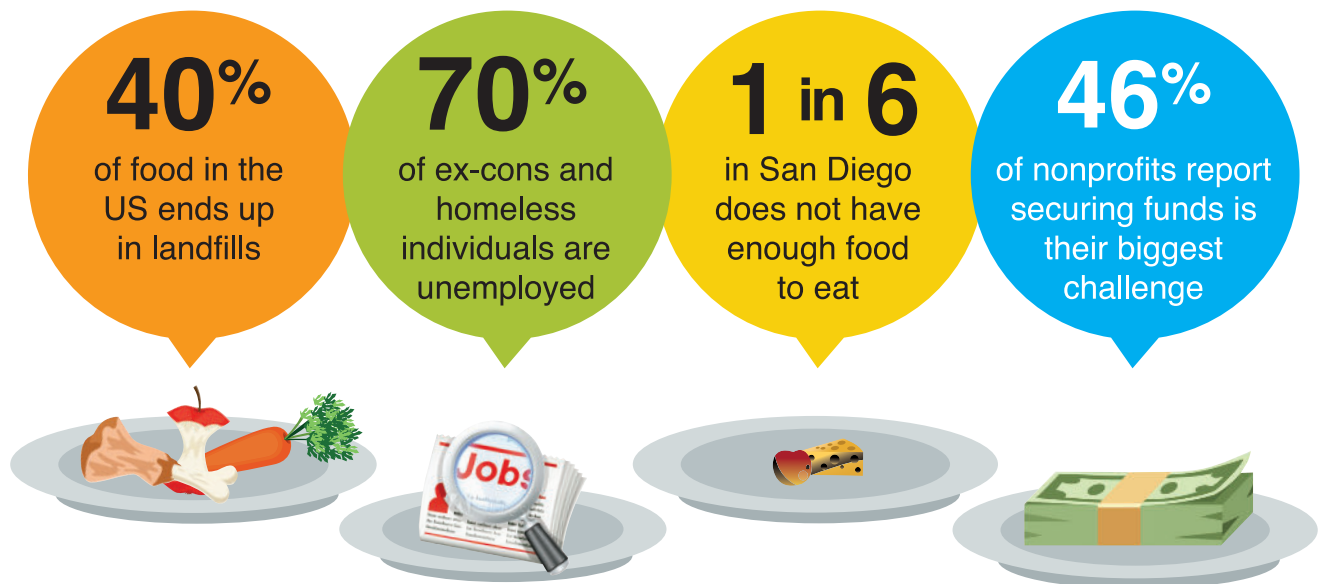
CHUCK SAMUELSON

Founder and Board Member
Kitchens for Good

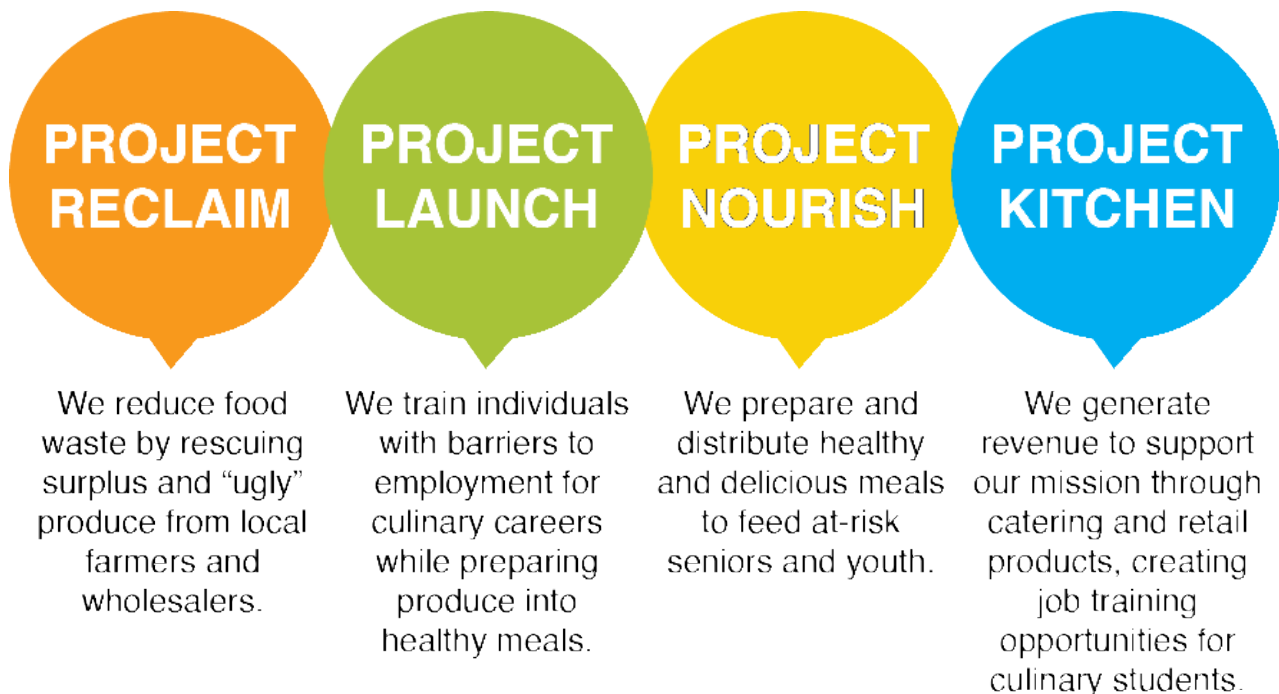
CATHERINE BLAIR

Founder
Hummingbird Needlepoint

THE PROBLEM



OUR SOLUTION





PROJECT RECLAIM

We believe that food is simply too good to go to waste.

Project Reclaim prevents thousands of pounds of food from going to waste by redistributing it in the form of scratch-cooked meals to food-insecure San Diegans.

In fiscal year 17-18, Kitchens for Good grew its food rescue program by 40%, rescuing a total of 49,581 lbs of surplus and cosmetically imperfect product from local wholesalers and gleaning organizations such as Specialty Produce, Catalina Offshore and ProduceGood.

Students, chefs and volunteers sort, glean and transform this unwanted food into healthy meals for social services agencies across San Diego.

This year, Kitchens for Good expanded its food diversion program by enrolling in the City of San Diego's composting program. All food scraps from our kitchen will be recycled into compost for use on farms and gardens.

Our Impact This Year

THIS YEAR WE RESCUED

49,581 lbs

OF FOOD

49,581 lbs

FY 2017/2018

29,360 lbs

FY 2016/2017

7,650 lbs

FY 2015/2016

Our Goal for Next Year

Increase the food rescued by **40%** to **70,000 lbs** of food!

Our Partners

Specialty Produce
Produce Good
Catalina Offshore



PROJECT NOURISH

Providing more than just food - a nutritious meal.

One in six San Diegans struggles to put food on their table and must make difficult choices between paying for food, or paying for medicine, or rent. Through Project Nourish, students, chefs and volunteers prepared 87,516 nutritious and delicious meals to feed approximately 4,200 food insecure children, seniors and families across San Diego. Kitchens for Good distributes these meals in partnership with other social service agencies and community programs including senior centers, after-school programs, low-income housing facilities, and homeless shelters.

In fiscal year 17-18, Kitchens for Good deepened its commitment to fighting childhood hunger by expanding its youth meals programs and serving more than 25,000 meals to youth in after school and summer meal programs.

Project Nourish provides much needed meals while giving students an opportunity to hone their culinary skills, give back to the community, and feel an immediate sense of accomplishment in the kitchen.

"Getting this meal is survival being homeless. Because most people like me have food stamps. But, right now, I don't have food stamps, because I have to wait until next month. These meals keep me going."
- Project Nourish Meal Recipient

Our Impact This Year

27,487

MEALS FOR CLIENTS AT
PARTNER AGENCIES

25,407

MEALS FOR AT
RISK YOUTH

34,451

SENIOR MEALS

Our Goal for Next Year

Prepare **200,000 meals**, including 150,000 for at-risk youth in after school and summer lunch programs.

Where Our Meals Go

38th St Church, City Heights CDC, Crisis House, Encinitas Senior Center, Heavens Windows, Just In Time for Foster Youth, Loma Verde Academy, Memorial Recreation Center, Parent University, Project Access, Reality Changers, San Diego Youth Services, San Marcos Senior Center, Spring Valley Rec Club, Talmage Gateway Housing, Vista Senior Center, Wakeland Housing and Development, Wesley Center



PROJECT LAUNCH

From knife skills to life skills.

Kitchens for Good provides more than just job training. We provide hope for a better future. Through a 12-week certified culinary apprenticeship program, Kitchens for Good helps its students overcome histories of incarceration, homelessness and foster-care -- equipping them with a renewed self-confidence and skill set to become employed and self-sufficient in the culinary and hospitality industry. The successful model combines hands-on training with classroom instruction, individual case management, life-skills coaching and job placement services.

In fiscal year 17-18, Kitchens for Good enrolled 98 students, and achieved an 86% employment rate of graduates (tracked monthly for 18 months). Students not only remained employed, but advanced in their career path, with 86% of employed graduates receiving a raise or promotion within 18 months. Another notable success is that less than 6% of KFG students and graduates with criminal records returned to prison. On average, 60% of all felons in California return to prison within 24 months of being released.

The program has continued to grow and evolve to meet the needs of students and graduates. In August 2017, Kitchens for Good launched an alumni program to ensure that all 166 graduates of Project Launch receive consistent support and guidance post-graduation. The alumni program includes a monthly meeting centered on the Alumni Program's three tenets: service, professional development, and community. In addition to the monthly meetings, Kitchens for Good has hired two Alumni Ambassadors, who will work part-time to check in with Project Launch alumni regularly and help organize monthly alumni meetings and events.

Our Impact This Year

98	86%	80%
STUDENTS ENROLLED	EMPLOYED POST GRADUATION	RECEIVE RAISES DURING EMPLOYMENT

Our Goal for Next Year

Launch a baking apprenticeship program to train an additional 75 students a year in the baking industry.

Where Our Students Work

Bali Hai	Nado Republic
Bellmont Park	Not Not Tacos
Bernardo Winery	The Patio
Bread & Cie	Sadie Rose Baking
Bunz	Company
Campland on the Bay	San Diego Convention
Cueva Bar	Center
Dobson's	Sheldon's
Draft Republic	Solare
Father Joe's Village	Terra American Grill
Fireside by the Patio	Tiger! Tiger
The Flying Pig	True Food Kitchen
Four Penny House	Urban Kitchens Group
Guahan Grill	USS Midway
Jimbos	Volunteers of America
Moonlight	Werewolf American
Ampitheater	Pub
Monkey King	Westcare



PROJECT KITCHEN

Giving back has never tasted so good.

Out of our kitchen come several profitable endeavors including Catering and Events services and contract meal services. These enterprises provide more than just delicious food - they provide culinary students with essential on-the-job training needed to excel in the culinary field.

Through Kitchens for Good's catering enterprise, students hone their skills by spending 10 hours a week earning a paycheck. In fiscal year 17-18, Kitchens for Good employed all 98 students and provided them with more than 8,028 hours of on-the-job training and \$108,802 in wages.

These enterprises also make Kitchens for Good more sustainable, by earning revenue to support its own programs. Kitchens for Good breaks the mold of typical non-profits by generating over 50% of its budget through social enterprise revenue, reducing its reliance on philanthropy.

Our Impact This Year

\$1,682,487

EARNED THROUGH
SOCIAL ENTERPRISE

98

STUDENTS
EMPLOYED

560

EVENTS

Our Goal for Next Year

Increase our social enterprise earnings by
nearly **\$1,000,000!**

Major Highlight

**Voted as Best Caterer of 2018 by
San Diego Magazine**

A Glimpse at Our Alumni's Success



NINA

Class 10

—
Nina is happily employed at Herb and Wood as a prep cook.



FAVIOLA

Class 5

—
Faviola is rocking the griddle at A-Typical Waffle House in La Jolla.



YAKUB AND CHRISTINA

Class 10 & Class 8

—
Yakub worked his way up from line cook to Sous Chef and then to Executive Chef at Bernardo Winery! He then hired fellow alumni Christiana to become his Sous Chef.



BECKY AND EDGAR

Class 10

—
Alumni Becky and Edgar work side by side at Guahan Grill. Becky has been promoted twice, and has since moved into her own apartment and bought her own car.



CHRISTIAN

Class 4

—
Christian has worked his way up to become the Garde Manager at Mister A's downtown.



TARA

Class 2

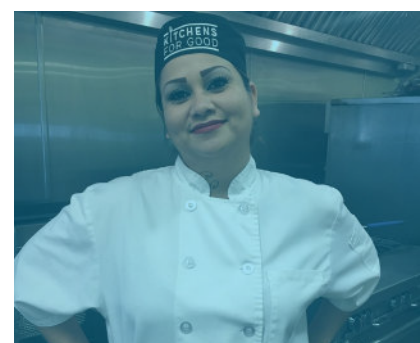
—
After two years of learning and growth at Cucina Sorella, Tara was recently promoted to Sous Chef! She now hires other KFG alumni at her restaurant.



SONJA

Class 11

—
Sonja is happily employed at Cueva Bar, working with fellow graduate Melinda, of Class 13.



PAOLA

Class 8

—
Paola remains employed at Draft Republic. Since graduating a year ago, she has moved out of sober living into her own apartment, bought a car, and recently was reunited with her children.



JASON AND RAJ

Class 9

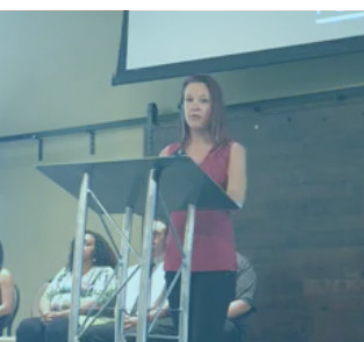
—
Jason and Raj are running the show at Sheldon's restaurant in La Mesa, where they are responsible for all bakery and restaurant production.



SHALICE

Class 12

—
Shelleasa is living her dream of working in a hotel, employed at the Hilton Bayfront as a banquet cook.



BRIANNA

Class 2

—
Brianna has been working as a cook for two years since graduating, all the while pursuing her goal of higher education at Grossmont College. This January, Brianna will graduate with an AA in Business Administration. Brianna has successfully expunged her record and is moving forward with a clean slate into her future!



KYLE

Class 8

—
Kyle loves his job as a lead cook for The Crossing Golf Course in Carlsbad. He has received two raises, a promotion, and recently was awarded full benefits including a 401K.

DONORS AND VOLUNTEERS

Our work would not be possible without our donors and volunteers. Thanks to those who supported us this year we...



\$1,778,019

RAISED THROUGH GRANTS AND
PHILANTHROPIC DONATIONS



217

NEW DONORS



665

VOLUNTEERS



6,799

HOURS DONATED



FINANCIALS

REVENUE

In-Kind

\$80,393

Earned
Revenue

\$1,702,383



Grants and
Contributions

\$1,778,019

EXPENSES

Fundraising

\$129,347

Management
and General

\$361,468



Programs

\$2,626,795

OUR SUPPORTERS

Abby Eisen
Alison Figi
Allen and Ann Knight
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Amy Tenenbaum
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**WITH YOUR HELP WE CAN
CONTINUE TO GROW OUR IMPACT.**



CATER AN EVENT

Every event you book
helps support our
programs



VOLUNTEER

Lend your skills,
expertise and passion
to our cause



MAKE A DONATION

Your donation is crucial
to the success of our
ongoing programs



SPREAD THE WORD

Tell your networks
about the important
work we are doing



Kitchens for Good

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