1 YEAR.

July/August
- Change name from Phoenix Foods USA to Kitchens for Good
- Jennifer Gilmore joins the team as Executive Director

October
- Secure contract and begin serving meals for the Encinitas Senior Center
- Featured in the San Diego Union Tribune
- Cater 49 events including the Second Annual Let’s Go Local- Produce Showcase

November
- Introduce Project Launch to community organizations
- Cater 47 events including the San Diego Workforce Conference- 500 attendees discussing workforce issues

December
- Staff and Board Members visit LA Kitchen and Homeboy Industries
- Project Launch Interviews begin with 26 candidates for 11 spots
- Cater the Christmas Toy Giveaway with the San Diego Police Department

January
- Begin preparing 100 meals a week for hunger relief partners
- Culinary job training, Project Launch begins
- Cater New Day Soirée event at the Encinitas Senior Center to highlight successful new meal program
- Awarded collaborative grant from the San Diego Food Funders for $143,000

February
- Students featured on Fox 5 San Diego
- Founder and President, Chuck Samuelson, speaks at the Annual Zero Waste Symposium
- Career Coach, Katrina Meredith, recognized at the White House for work on Employment Services

March
- Hire 6 new staff including Chef, Sales Staff, Cook, and Receptionist
- Launch new website
- Featured in Edible San Diego

April
- Class One graduates and celebrates with 150 friends, family and community members
- KFG welcomes 16 students to the second class of Project Launch
- Cater 43 events including the Mayor’s Luncheon

May
- Partner in the 1000 Meals event, leading 100 volunteers in a day of community service
- Host our first ever Catering Open House
- Cater 32 events

June
- Begin preparing 1500 summer lunches a week for out of school youth
- Receive 60 applications for 16 Project Launch spots
- Director of Programs, Aviva Paley, named by UC Global Food Initiative as one of the 30 under 30 leaders

July
- Class Two of Project Launch graduates
- Secure contract and begin serving meals for the San Marcos Senior Center
- Named on Food Tank’s list of 20 Training Kitchens around the World
- Class Three of Project Launch begins with 15 students
Letter from the Leadership

What an incredible year of learning, milestones, challenges and successes! As we look back at our first year of operations, we see the true social and economic impact kitchens have on our community.

Kitchens unite people from different backgrounds, nourish communities, and create economic opportunity. Through kitchens we’ve transformed senior meals from processed and frozen to fresh and scratched cooked. We’ve converted unwanted fruits and vegetables into nutritious and vibrant meals for hunger relief organizations. Through kitchens, our students have transformed their lives from one of addiction, incarceration, domestic violence, homelessness, and unemployment, to lives of stability, health, employment and a brighter future.

Kitchens for Good is dedicated to a business model that balances organizational sustainability with mission effectiveness - doing good while generating revenue. To this end, we’ve built a social enterprise that includes catering, events and meal contracts. These enterprises generate revenue to reinvest in job training while creating good paying jobs for students and graduates. All told, 67% of the organization’s operating budget is raised through earned revenue.

While we pride ourselves on our business-minded model, our work isn’t possible without your support. Donors fund 33% of Kitchens for Good’s budget and allow programs to thrive. Specialized volunteers assist with administration, planning, marketing, social media, and data management. And, Kitchens for Good’s hospitality and social service partners provide student referrals, food for Project Nourish, guest chef demonstrations, and jobs for Project Launch graduates.

With your support we have learned so much this first year- to test assumptions, screen opportunities, pace growth and always remain focused on the needs of the students we serve. Most of all, this year has taught us the true scope of the issues that face our community. Looking ahead Kitchens for Good will meet those challenges head on by expanding to a second kitchen, allowing the organization to grow programs and revenue streams. As an organization, we remain committed and focused on creating meals that not only feed, but improve the health of vulnerable individuals, and creating jobs that employ men and women previously perceived as unemployable.

On behalf of Kitchens for Good’s Board of Directors, Team, and students, thank you for helping us think big. It has been a wild ride, and it’s just the beginning.

Sincerely,

Aviva, Chuck, Jennifer, and the Kitchens for Good Team
**OUR SOCIAL ENTERPRISE MODEL**

**What is a social enterprise?**
A social enterprise is a mission driven business that improves the community well being while using commercial business practices to create financial sustainability.

**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.

**Our Vision**

We believe that kitchens can be drivers of social and economic good in communities. With meals that not only feed, but improve the health of vulnerable residents and jobs that employ men and women previously perceived as unemployable, we will effectively and profitably close the broken loops of our food system.

**PROJECT KITCHEN**

Social enterprise food services, including catering and contract meals, generates revenue to reinvest in programs, and creates good jobs and learning opportunities for culinary students.

**PROJECT RECLAIM:**
Reducing food waste by rescuing and purchasing surplus and ‘ugly’ produce from local farmers and wholesalers.

**PROJECT LAUNCH:**
Culinary job training students learning job skills, prepare produce into healthy meals.

**PROJECT NOURISH:**
Healthy meals provided to hunger relief agencies, that serve seniors, youth and the homeless.

**Social Enterprise Benefits**

- **67% of budget is generated through earned revenue**
- **Earned revenue reduces the burden on government and philanthropy to pay for social programs**
- **40 newly employed graduates are contributing to the economy**
PROJECT LAUNCH
Culinary Job Training

From knife skills to life skills

Project Launch is an intensive 12 week culinary job training program that helps prepare unemployed individuals for careers in the culinary and hospitality industry. Our program serves individuals with barriers to employment, primarily the formerly incarcerated (70%), former foster youth (20%), and the homeless (10%), among whom unemployment rates range from 40-70%. The program incorporates technical culinary education, workforce readiness training, case management, and job placement services. Here are our accomplishments in our first year:

- 40 Students have participated in the program. Applicants are referred by 36 partner agencies.
- 90% Employed for graduates starting employment. 50% of graduates have received a raise in their first three months of employment.
- $13 Avg. Wage

“Kitchens for Good believed in me when I felt no one else did.”

Ja’mount was in the foster case system since age 16, and at 18 got involved in gang activities. In 2013, Ja’mount was convicted of a felony and sent to prison for 18 months. Upon his release he searched for work in the food industry in order to support himself and his 5 year old son, but was turned down by both restaurants and fast food establishments alike. He came to Kitchens for Good with a passion to cook and a strong desire to start a career in the culinary industry.

Through Ja’mount’s hard work, the skills he learned through Project Launch, and Kitchens for Good’s connections, Ja’mount landed a job at Bracero Cocina, the restaurant rated by Thrillist, Zagat, and the James Beard Awards as Best Restaurant in San Diego in 2015. Ja’mount started as a busser and was quickly promoted three times in three months to prep cook, line cook, and then expeditor. Ja’mont was recently recruited by former Chef Claudette Wilkins to her new restaurant Jimya Ramen House as the new Assistant Manager.

Ja’mont is thrilled to be doing what he loves with a stable income to support himself and his son. His dream is to one day open a restaurant that employs other ex-cons and former foster youth like himself.

“ I never thought at my age and with all the mistakes I have made in my life that I even had a chance. Thanks to Kitchens for Good I have plenty of work, and most of all I can take care of my family and myself with my new culinary career.

Jimmie Grove, Graduate Class 2
Picture above, employed at Catalina Offshore Products

Barriers to Employment:
• Former Foster Youth
• Convicted Felon
• Registered Gang Member
• Homeless
• Single Father

Employment:
Assistant Manager at Jimya Ramen House
Wage: $14.50
We believe that food is simply too good to go to waste. Kitchens for Good works directly with farmers, grocery stores, and food banks to purchase and rescue fruits and vegetables that are cosmetically imperfect or surplus. All donations and purchases are gathered at our kitchen, where students, staff and volunteers use it to make healthy meals, snacks, and food products for social services agencies across San Diego. In our pilot year we reclaimed 7,650 pounds of produce that would otherwise go to waste. This year we expect to grow this number to 30,000 pounds of food diverted.

Providing more than just food - a nutritious meal. Kitchens for Good works to combat hunger by using rescued and cosmetically imperfect food to prepare nutritious meals and products for San Diego’s most vulnerable populations. In its first year, Kitchens for Good students and staff prepared 6,060 nutritious, delicious, and ethnically suitable meals for food insecure individuals. Meals are distributed in partnership with local social service agencies to homebound seniors, the homeless, and children. Through these partnerships we are assisting local nonprofits to leverage their limited resources and provide the community with more nutritious and accessible meal options.

In June, Kitchens for Good began preparing 1,500 meals a week for children participating in the Summer Food Service Program, and will transition this fall into preparing 1,000 meals a week for the Child and Adult Care Food Program. This year Kitchens for Good will grow its hunger relief program to 30,000 meals.
Giving back has never tasted so good.

Out of our kitchen come several profitable endeavors, from Kitchens for Good Catering and Events, to contract meals for senior centers, to retail product lines. These social enterprises allow us to create jobs for our culinary graduates, source food from local farmers, and reinvest profits back into our programs.

$1 Million Earned

400 Catered Events

2 Senior Meal Contracts

67% of budget is generated through earned revenue

13 students employed at KFG

$15 per hour livable wage for all employees

“Kitchens for Good gave me the tools to pursue my dream job and the key to open the door to my culinary career.”

Stephanie had always dreamed of going to culinary school. She had worked at a few fast food places and pizza shops earlier in life, but her goal was to gain the skills to work in a fine dining establishment. However, with a young daughter, no savings, and a felony conviction preventing her from getting interviews for many jobs, she felt this dream was out of her reach. That changed when she heard of Project Launch, Kitchens for Good’s culinary job training program.

Stephanie completed the 12 week program with perfect attendance, an always sunny attitude, and a hunger for learning. She completed her internship at Cucina Enoteca, a 4 Star fine dining Italian Restaurant in Del Mar. The Chef was so impressed with her talents and work ethic that she was hired 2 days into a one week internship. Stephanie now loves going in to work each day, learning more about the culinary industry, and earning a wage that seemed unattainable a year ago.

Stephanie Knieper
Class 2

Barriers to Employment:
- Convicted Felon
- Substance Abuse

Employment:
Line Cook at Cucina Enoteca
Wage:
$11.50
Full Benefits

13 students employed at KFG

$67% of budget is generated through earned revenue

13 students employed at KFG

$15 per hour livable wage for all employees

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**FINANCIALS**

**REVENUE**

- **$1,015,516** Earned Program Revenue
- **$30,959** In Kind Donations
- **$463,403** Philanthropy

**EXPENSES**

- **$1,372,797** Program
- **$94,259** Fundraising
- **$149,823** Management and General

\[67\% \text{ Earned Program Revenue} + 31\% \text{ Philanthropy} = 98\%\]

Our full audited financials are available online at: kitchensforgood.org/annual-report-financials/

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“Cooking and this program saved my life. I’ve fought depression, anxiety, homelessness and addiction—self-medicating with self-destructive habits. Working with food melts all that away, and now thanks to Kitchens for Good I can pursue a career and build a life for myself I can really be proud of. Providing a donation to this remarkable program means more women like me could have a life changing experience available to them to turn their lives around.”

Kay Brown
Graduate of Kitchens for Good Class 1
Lead Cook at Draft Republic
Our Supporters

Thank You!

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Alex Palacio, HR Director, Loews Coronado Bay Resort
Doralynn Colombo, General Manager, La Jolla Concierge

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Produce Good
Mount Hope Community Garden
San Diego Food Bank
Specialty Produce
Sunrise Produce
Wild Willow Farm

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Judy Radke
Jamie Mimbu
Rachel Dillon

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Woody Van Horn, General Manager, Bracero Cucina
Davis Waite, Chef/Owner, Wrench & Rodent Seabastropub

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Career Coach

Kymberli Campbell
Operations Manager

Ray Kau
Event Sales Manager

Tiffany Anchondo
Event Sales Supervisor

Victoria Engan
Event Sales Supervisor

Dwan Miller
Receptionist

Karen Diaz
Senior Meal Cook

Noemi Flores
Lead Server

Donny Vorja
Houseman

Manny Vasquez
Dish Washer

Gabriel Estrada
Dish Washer

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Food is communal. Throughout history, mealtimes are events when the whole family or village came together. Food is an occasion for sharing, for distributing and giving, for the expression of altruism, whether from parents to children, children to neighbors, to visitors and strangers.

Food builds community – food brings communities together. We are using food to change lives.

We invite you to join us at our table – as we work together to cook up food to change lives and our community for the better.

HOW YOU CAN HELP

Cater an Event
Every event you book helps support our programs

Make a Donation
Your donation is crucial to the success of our ongoing programs

Volunteer
Lend your skills, expertise and passion to our cause

Spread the Word
Tell your networks about the important work we are doing

OUR RECIPE FOR SUCCESS INCLUDES YOU