

Mission: WITH OPEN ARMS, WE NOURISH BODY, MIND AND SOUL.
Vision: WE SEE A WORLD OF ABUNDANCE WHERE PEOPLE WON'T GO HUNGRY.
A Core Value: AT OPEN ARMS, THE KITCHEN IS THE HEART OF WHO WE ARE.

OPEN ARMS OF MINNESOTA 2010 ANNUAL REPORT



905
CLIENTS SERVED

365,521
MEALS PREPARED

104,000
MILES DRIVEN

36,348
HOURS VOLUNTEERED

\$2,385,000
DOLLARS GIVEN

endless
HUGS SHARED



openarms

OPENARMSMN.ORG

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TOGETHER WE DELIVER

Dear Friends,

We are so pleased to present you with the 2010 Annual Report. As we reflect on everything Open Arms accomplished last year, we are more thankful than ever for your generous support. There's no *we* without *you*.

Mayor R.T. Rybak said it best last summer, when he joined us for the grand opening of our new building. It was a cold, stormy sort of a day, but more than 350 of our friends, volunteers and donors had gathered in the parking lot of 2500 Bloomington Avenue for a celebratory barbecue. Looking out at all your joyful faces and the beautiful facility you helped build, the Mayor declared June 12, 2010, Open Arms of Minnesota Day, saying, "Compassion is alive."

His comment resonated with us then – and it still does today. This is more of a community report than an annual report, capturing how we all delivered on the promise of this new building. We said we'd make the food tastier and even more

nutritious for more clients; we'd focus on getting more local and organic produce into our meals; and we'd find ways to deepen our relationships in the community – and we, meaning YOU, did all that and more in year one.

On that day in June, we celebrated a successful capital campaign and a new home, but there have been many extraordinary moments of compassion since – the SNAP Challenge, the seeding of our pilot organic garden, Open Farms, another fantastic Moveable Feast and two food parcel distributions in South Africa, to name a few. As a member of our greater community, you helped us deliver not only 365,000 nutritious meals, but more importantly, a better quality of life for our clients.

Is there more to do? Always. We can't help but feel that 2010 set the tone for yet another remarkable year. Thank you for continuing to encourage and inspire us with your compassion as we progress toward our vision: A world of abundance where people won't go hungry.



Lisa Vanderheyden
2010 BOARD PRESIDENT



Jennifer Van Wyk
ACTING EXECUTIVE DIRECTOR



Jennifer Van Wyk and Lisa Vanderheyden



Senator Amy Klobuchar delivers a cake to client Mary Pat – along with our 2 millionth meal.

2 MILLION MEALS

FROM YOUR HANDS TO OUR CLIENTS' HOMES

On Friday, June 11, 2010, U.S. Senator Amy Klobuchar helped mark an important milestone for Open Arms and our community by announcing our 2 millionth meal – and delivering it to the home of our client Mary Pat.

In her comments that day, Senator Klobuchar noted that we had cooked and delivered the first million meals over the course of 19 years, yet the second had taken just five years. How did we do that? Through our remarkable donors and volunteers. Over the years, our friends have dedicated their time, resources and talent to helping us ensure that people in our community with life-threatening diseases have delicious, healthy food. They've also supported us in the organizational innovation that has enabled us to continuously enhance our services and grow our client base.

With this milestone coming on the eve of our grand opening here at 2500 Bloomington Avenue, it seemed only natural to look forward to the next million meals and wonder how long it would take us to get there. What new and innovative things could we do, together?



STEPPING UP TO THE NEED



OUR MINNESOTA PROGRAM

As much as we loved the big open spaces, the windows and light of 2500 Bloomington Avenue, the most thrilling aspect of the new building was the kitchen, with its state-of-the-art equipment and expanded walk-in refrigerator and freezer space. That increased capacity for food preparation and storage meant we could expand our services at a critical time, when an ailing economy, an aging population and a record growth in new HIV cases all pointed toward an increased need – one we knew we could do more to meet.

As part of that, we looked at ways to build new and stronger relationships within our community. With a generous grant from the F.R. Bigelow Foundation, we launched an initiative connecting Open Arms with medical and service providers in Ramsey County. The Minnesota Affiliate of Susan G. Komen for the Cure also helped us reach out for breast cancer referrals through the medical community in the Twin Cities. In the process, we created a bevy of new outreach tools, including an e-newsletter that continues to help keep Open Arms in front of providers and increase referrals. Of our 414 new clients in 2010 – a 26 percent increase over 2009 – we saw the greatest increase among people living with cancer.

Our breast cancer clients say Open Arms meals help them get more and healthier calories, so they can stay strong through chemotherapy. Recently, our board president, Lisa Vanderheyden chatted

with her family about what the meals meant to all of them when her sister-in-law was diagnosed with breast cancer. “I was also able to rest and enjoy the good days more, because I wasn’t shopping and cooking for myself and the kids,” said Carolyn, a single mom with five children. “I felt less worried, because I knew the kids had something good to eat. When I’m on chemo, I have to be careful to avoid sick people because my immune system is compromised, so keeping the kids healthy is really important.”

As a caregiver, Lisa said the biggest gift was the peace of mind. “The meals allowed us to focus on the family’s other needs,” she explained. “We could really spend time with the kids and help take their minds off the stress of their mom’s illness. We also didn’t feel that pressure to make sure they were eating better food than they could cook for themselves – you can only eat so many hot dogs.”

Carolyn’s kids spoke warmly of Open Arms kids’ menu, which is also free to children of clients. Nine-year-old Bijou loved the fruit and healthy snacks, while her 6-year-old sister, Asia, liked Open Arms’ nutritious take on chicken-parmesan fingers – and Jill, their delivery volunteer.

Sam, who is 12, said she liked the ease of the meals: “Without these meals, it would be a lot more work for my mom, and we wouldn’t have time do other things with her.”

At 14, Turner said he enjoyed the choice and independence that comes with a



Turner, Asia, Bijou, Sam and Carolyn (L to R)

“I WAS ALSO ABLE TO REST AND ENJOY THE GOOD DAYS MORE, BECAUSE I WASN’T SHOPPING AND COOKING ... I FELT LESS WORRIED, BECAUSE I KNEW THE KIDS HAD SOMETHING GOOD TO EAT.”
— CAROLYN, CLIENT



“I’VE NEVER TRIED SO MANY DIFFERENT THINGS OR EATEN SO MANY WONDERFUL ORGANIC VEGETABLES. I HAVE A LOT OF NAUSEA AND FATIGUE, AND IT REALLY DOES MAKE ME FEEL BETTER. AS A WOMAN WHO’S COOKED MOST OF HER LIFE, I KNOW THERE’S LOVE IN THERE, IN ADDITION TO GOOD NUTRITION!” — JEAN, CLIENT

week’s worth of meals. “It’s just good food, and I feel lucky to have this food; it makes a big difference. My favorite is the pulled pork – that stuff’s good!”

In addition to getting more folks into our program, we also looked at what we could do to make our services stronger – and improve our clients’ quality of life. With the support of our donors and volunteers, our chefs redesigned our menus to include fresher, more seasonal dishes and, wherever possible, organic ingredients. We added new menus to meet our clients’ vegetarian, gluten-free and low sodium requirements. On the sweeter side: we took advantage of a brand new, full production bakery and created our own healthy, delicious breads, breakfast pastries and, yes, desserts. (Read more on page 10.)

We stepped up our food safety procedures by creating a Hazard Analysis and Critical Control Points plan, a formal program to minimize the risk of foodborne illness to clients, staff and volunteers. In tandem with that effort, we began creating new package labels that include food-handling information, so clients can maintain safety in their kitchens. In that same spirit, we developed a colorful biannual print newsletter that provides service updates, food safety instructions, and goodies such as the recipes for favorite menu items.

And so it was that, by end of year 2010, Open Arms and you, our donors and volunteers, together cooked and delivered more than 365,000 meals – a 16.7 percent

increase over 2009 – serving some 1,406 people living with chronic illnesses and, in many cases, their children and caregivers.

In return, we received some of the best feedback ever in that year’s client survey, garnering a 91 percent satisfaction rating for our meals. As one client said, “I love all of it – the food that is – even better are the people and organizations that make it all happen. Thanx!”



OUR INTERNATIONAL PROGRAM

In 2010, Open Arms and our community continued to support our clients at the J.L. Zwane Centre in Guguletu, South Africa, providing more than 3,200 HIV/AIDS-affected people with 10,904 hot lunches. Through your generous donations, we also sponsored 502 food parcels containing basic staples, such as samp, beans, sugar, tea and maize meal – essentially enough food to feed a family for a month.

Food = life

Images from Life Around the Game videos on lifearoundthegame.com.



They were delivered, in two distributions, to members of the Centre's HIV support group, as well as to a small number of community orphans and child-headed households impacted by HIV/AIDS.

Much like our Minnesota programs, our clients at the Centre report that the hot lunch and food parcel programs strengthen their sense of hope and help them to stay compliant with their treatments, which are often grueling. Hope is important in Guguletu, a community of 350,000 people facing extreme challenges of poverty, hunger and the highest HIV-infection rate in the Western Cape.

As part of a documentary about people living "Life Around the Game," also known as the 2010 World Soccer Cup, a group of Minneapolis soccer fans partnered with the firm Brave New Media to capture our June food parcel distribution. The team created a poignant series of filmed vignettes that document the day, the tremendous need and the voices of Centre leaders, volunteers and clients. In December, another contingent that included Operations Director Kent Linder, Global Programs Director Jane Letourneau and Assistant Food Services Director Asei Tendle coordinated the second parcel delivery. As a team, they volunteered at the Centre, cooking meals and packing the food parcels, and then went out into the community to help paint a local hospice center, visit several HIV/AIDS-related non-profits in the Cape Town area, and learn about innovative HIV/AIDS relief projects.

Not long ago, we partnered with the Minnesota Department of Health, the National Alliance of State and Territorial AIDS Directors (NASTAD), and local health-care leaders in Oromia, Ethiopia, to look at volunteer-based AIDS relief. That collaboration resulted in the Adama Nutritional Support Project, which provides emergency food relief and community support services for people living with HIV/AIDS. In 2010, we revisited Oromia and, though still in its infancy, we found the program going strong. As Ato Shallo Daba, head of the

STEPPING UP TO THE COMMUNITY

Oromia Health Bureau, said, "This act of saving lives and reclaiming dignity through the collaboration is extraordinary. Definitely your investment is working."

We also saw an opportunity to invest more and help local leaders improve the health of their community. Our commitment was to provide technical assistance in the areas of fundraising and development, community mobilization and volunteerism, as well as nutrition analysis. This allowed us not only to share what we have learned in 25 years of cooking and delivering meals via our volunteers and donor community, but also to foster the connections between the Open Arms mission, our own garden project and Minneapolis' growing Ethiopian community.

In all, it was a strong year for our international program – which is even more remarkable when we reflect that it still represents just 10 percent of our budget. Thank you: That success is due to the generosity and hard work of our donors and volunteers, here and in Africa.

ADVOCACY

In the Fall *Scoop* of 2010, we recognized food justice, a growing worldwide movement, as fundamental to our work. Open Arms believes that no matter what your challenges are – illness and poverty included – you should always have access to good, healthy food. And clearly, the tremendous support and dedication of our Twin Cities community shows that you believe so, too.

So, our focus on food justice was not necessarily a new idea, but a thoughtful follow-on to another year of community involvement and connection.

In 2010, our executive director, Kevin Winge, participated in Advocacy Day on the Hill in Washington, D.C., discussing food justice issues and our work with staff members from the offices of Senators Al Franken and Amy Klobuchar and Representatives Keith Ellison and Betty McCullum. At the grand opening ceremony of our new building, Mayor R.T. Rybak announced that he and St. Paul Mayor Chris Coleman had declared June 12 "Open Arms Day" in the Twin Cities, honoring our growing role in the community.

Later in the year, Kevin and our Global Programs Director, Jane Letourneau, along with volunteer, Tony Zappa, visited the Adama Nutritional Support Project in Ethiopia. While there, they became determined to invest technical and nutrition support in the successful program and its clients. The goals mirrored those of our core program: to help prevent starvation, reduce malnutrition and improve nutrition for people living with HIV/AIDS – and, further, to allow people to live and die with dignity. "Funding the garden at the Dawn of Hope rehabilitation center allows our Adama clients to receive important nutrients, which helps improve their health," explains Jane, "but it also gives former clients the opportunity to work in the gardens, give back to the community that helped them regain their health and, in doing so, regain their independence, too."

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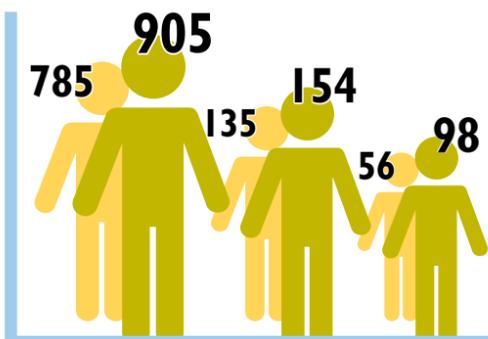
OPEN ARMS
NOURISHES THE
COMMUNITY AS MUCH
AS THE HEALTH
OF THEIR CLIENTS.
THE BEAUTIFUL
NEW BUILDING IS
HELPING TO REVITALIZE
THE COMMUNITY
AND BRINGS HOPE
TO THE PHILLIPS
NEIGHBORHOOD.

— MINNEAPOLIS CITY
COUNCIL MEMBER GARY
SCHIFF PRESENTING
OPEN ARMS WITH THE
9TH WARD CITIZEN OF
THE YEAR AWARD

OPEN ARMS CLIENTS

CLIENTS WE SERVE

2009 2010



CLIENTS CAREGIVERS DEPENDENTS & CHILDREN

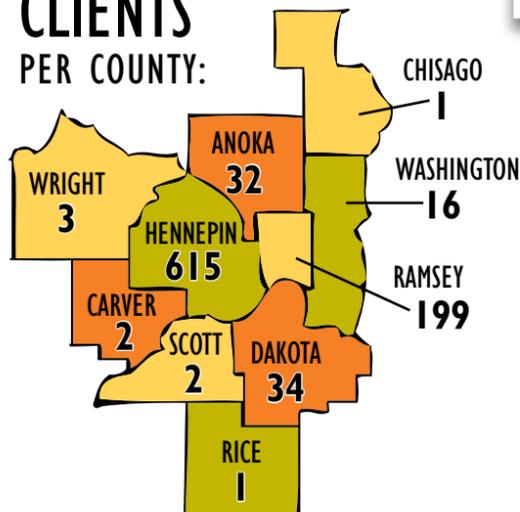
3 OUT OF 4 CLIENTS EARN LESS THAN \$20,000 A YEAR



ZIP CODES DELIVERED TO:



CLIENTS PER COUNTY:



“ ANOTHER YEAR OF UNBELIEVABLY GREAT FOOD AND SERVICE. I'M CONTINUOUSLY OVERWHELMED BY [WHAT YOU DO] FOR MY BODY AND MIND. THANK YOU SO MUCH! ” — MARY, CLIENT



Joseph (R) receives his weekly meal delivery from volunteer, Ali (L).

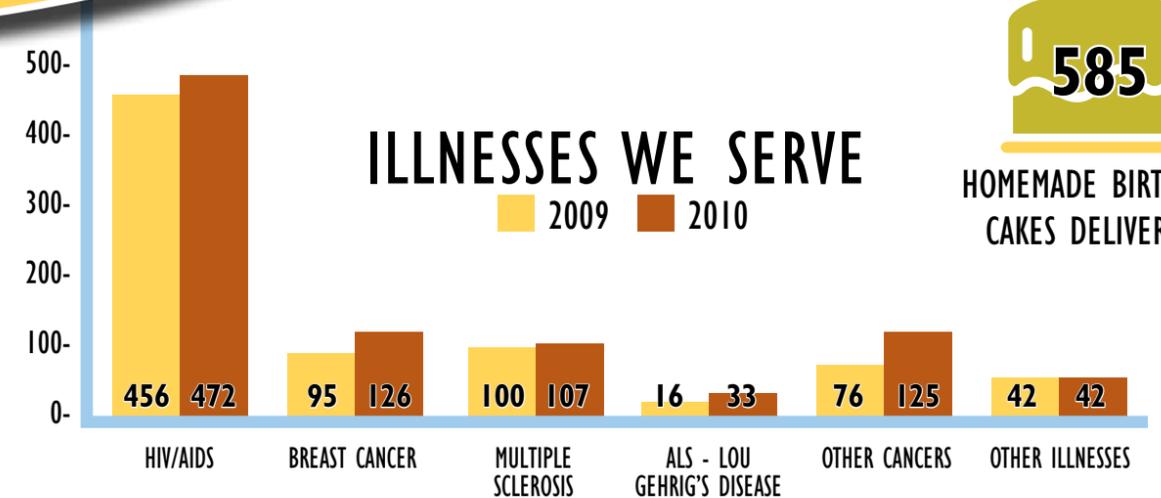
ORGANIZATIONAL HIGHLIGHTS — CLIENTS

1. We helped our clients celebrate Thanksgiving with 280 organic turkeys and 290 fresh, homemade holiday meals.
2. We received referrals for 414 new clients from 74 clinics, government agencies, and nonprofit organizations throughout the metro area.

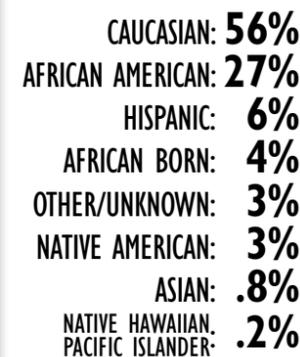
NATIONAL STATISTICS

1. In 2009, there were 42,959 new diagnoses of HIV in the U.S.
2. In 2010, 1.5 million new cancer cases were diagnosed in the U.S.

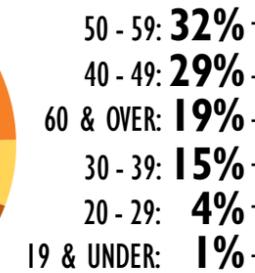
ILLNESSES WE SERVE



RACE/ETHNICITY



AGE



GENDER

MEN: 51%

WOMEN: 48%

TRANSGENDER: <1%

SOUTH AFRICA:

HOT LUNCHES SERVED:



1 OUT OF 4 PEOPLE IN GUGULETU ARE HIV+



2 OUT OF 4 PEOPLE IN GUGULETU ARE UNEMPLOYED





STEPPING UP TO CONNECTEDNESS

... continued from page 6

Our partnership with NASTAD also helps raise awareness of and build a stronger relationship with the Ethiopian population here in Minnesota.

Similar in its effort to raise awareness, Kevin launched a campaign to focus attention on Minnesota's food assistance recipients over the holidays, our most abundant food season. During the "SNAP Challenge," Kevin and the other folks who participated shopped, cooked and ate as though they received Minnesota's SNAP (Supplemental Nutrition Assistance Program) food stamp program, spending only \$3.95 per person on food each day. Though only a week long, the SNAP Challenge was very successful in raising not only local and national awareness – via a wide-ranging media response – but also personal awareness, generating thought-provoking and often emotional posts on the Open Arms blog and wonderful conversations throughout the week.

In that same month, Greatnonprofits.org ranked us a Top-Rated Food & Shelter Nonprofit based on online

“OPEN ARMS IS A CHANCE TO SPEND A FEW HOURS A WEEK ACTING MINDFULLY AND WITH SPECIFIC INTENT TO HELP REAL PEOPLE.”
— AMY, VOLUNTEER



Marsha and Lindsay preparing baguette dough for the sheeter.



“I WAS SPEECHLESS ON HOW EVERYTHING WAS SO ORGANIZED, AND MIND YOU I AM NEVER SPEECHLESS. I WAS AMAZED TO SEE HOW PEOPLE OF ALL AGES WERE MORE THAN HAPPY TO BE THERE AND VOLUNTEER THEIR PRECIOUS TIME DAY AFTER DAY.”
— HODAN, VOLUNTEER

reviews from our volunteers – high praise indeed. “It doesn't matter what shape I'm in when I walk into the building. I always leave Open Arms happy and energized,” one volunteer wrote. “The work of preparing and delivering food is easy to understand; but it is surprisingly transformative for me and other volunteers, for clients, and for the community we live in. Open Arms is a chance to spend a few hours a week acting mindfully and with specific intent to help real people. The fact that this service returns so much benefit to me is nothing short of a miracle.”

She also noted that, true to the commitment above, we provided good food: “Open Arms makes the best use of resources I've ever seen. The amount and quality of food that leaves the kitchen is the living proof.”

OUR VOLUNTEERS

2010 was our first year in our new bakery. If you've never visited it, imagine this: sunlight streaming through floor to ceiling windows and air heavy with the yeasty, sweet smell of bread as racks of golden honey-wheat baguettes roll out of the ovens. These baguettes are baked fresh to be delivered with the day's meals, but the dough is made and frozen a week ahead of time by volunteers including Debby Vanderheyden, Lindsay Pohlad and Marsha Burgeson.

“Don't tell them how sunny it is,” laughed Marsha, one recent morning. “We don't want to build up the bakery too much because we don't want them to take our shifts!”

Including our Friday baking team, Open Arms met 850 new volunteers in 2010. When you look at how many shifts our new and ongoing volunteers worked last year – totaling more than 36,000 hours – it equals roughly the equivalent of 17.5 full-time employees. As we've grown, we've continuously looked for new ways for our extraordinary volunteers to connect with one another, to new ideas and good food, and to the community, even as we all work together to help our clients meet their nutrition needs and get healthy. In part, that means feeding all of us with new opportunities.

Last year, with the help of our volunteers, we started enriching the soil at Open Farms with manure, getting it ready for the next growing season. Located in Belle Plaine at the Prairie Oaks Institute, the two-acre garden was created with the hope that it would be an opportunity for

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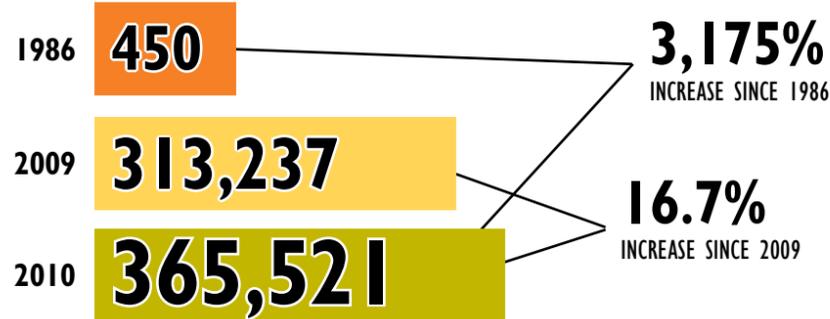
Anna and Cheyenne pack client meals for delivery.



Staff and volunteers tour the fields at Open Farms.

OPEN ARMS VOLUNTEERS

MEALS PREPARED AND DELIVERED



BREAD LOAVES BAKED IN OUR NEW BAKERY: **54,317**

6,000 POUNDS OF FRESH LETTUCE, KALE, CHARD, COLLARD AND MUSTARD GREENS WASHED, CHOPPED AND COOKED

DIFFERENT KINDS OF COOKIES AND BARS MADE: **24** **7,703** HAIRNETS & KERCHIEFS DONNED

ZERO! FLIP-FLOPS OR BAREFEET ALLOWED IN THE KITCHEN

NUMBER OF TIMES OUR BLUE BAGS WERE PACKED: **16,065** MILES DRIVEN: **104,000** GAS DONATED: **\$14,300** beep! beep!

TOTAL NUMBER OF VOLUNTEER HOURS GIVEN:

36,348

KITCHEN **17,806**

DELIVERY **13,798**

ADMINISTRATIVE & HOSPITALITY **3,084**

OTHER **1,660**

= 17.5 FULL TIME STAFF

“ I CAN'T BELIEVE PEOPLE WOULD DO THIS OUT OF JUST THE GOODNESS OF THEIR HEART. ” — ROSE, CLIENT



Jay, a delivery volunteer, loads insulated blue bags filled with client meals into his car.

ORGANIZATIONAL HIGHLIGHTS — VOLUNTEERS

1. Volunteers helped us make a smooth transition into the new building.
2. We partnered with the St. Joseph Worker program, Lutheran Volunteer Corps and Cristo Rey Jesuit High School to nurture young volunteers.
3. Members of Resource, Inc., Twin Cities Rise and Treetrust volunteered in our kitchen and bakery.
4. Our new young professionals group, Nosh, hosted two events and introduced 33 new people to Open Arms.

NATIONAL STATISTICS

1. Minnesota is home to 1.5 million volunteers — that's 37.5% of residents and 171.1 million hours of service.
2. In the U.S. 62 million people volunteer annually, which is 26.5% of residents and 8.1 billion hours.

AT OPEN FARMS:

USED TO ENRICH THE SOIL:



FARMERS HIRED: **ONE**

VISITORS TO THE OCTOBER 10TH AUTUMN FAIR ON THE FARM:



SOUTH AFRICA:

SOUTH AFRICAN VOLUNTEERS THAT ASSIST OUR FOOD PROGRAMS IN AFRICA: **30**

STEPPING UP TO THE INNOVATION

“YOU’RE GIVING BACK, BUT IT’S FUN AND YOU KNOW YOU’RE PROVIDING FOOD FOR PEOPLE WHO ARE GOING THROUGH A DIFFICULT TIME.”
— DEBBY, VOLUNTEER



Debby, Marsha and Lindsay enjoy a shift in the bakery.

... continued from page 10

our community not only to grow beautiful, organic vegetables and herbs for our clients’ meals, but also to connect with the land and learn about organic, sustainable, local agriculture. It also introduced a new way for families, faith communities and other groups to work with Open Arms – outdoors, in the sunshine and dirt – on weekdays or weekends.

Thanks to folks like you, our brand new, full-production bakery also presented a key opportunity; it created another way for volunteers to work in the kitchen and learn new skills, and let us live up to our standard of “dessert for everyone,” while also improving the quality of our breads.

We saw new skills in action when we visited with Marsha and her fellow volunteers. As they pulled bread from the mixer, weighed it, scored it and tossed it onto the Bloemhof sheeter – an extraordinary gadget that rolls perfect baguettes – they chatted about what they’ve been eating, what their kids are up to and weekend plans. One would think they’d been baking together forever. Not so, said Lindsay: “We all started in October. We met on the shift and life has been better ever since!”

When we ask the ladies what they enjoyed about their bakery days, they broke into a chorus of answers. Debby, the trained chef of the trio, said she liked the hands-on aspect of baking. “It’s a good way to use my culinary skills,” she said, “and the light in here is great – in the winter it was so nice.”

“It’s fun to do something that’s very different from my normal week,” said Lindsay, “and it’s something that’s for me – you know, I get a babysitter for my son – but it’s also not for me.”

“You’re giving back, but it’s fun and you know you’re providing food for people who are going through a difficult time,” said Debby.

“It’s a great experience,” added Marsha.

OUR DONORS

As we walk around Open Arms, we often find ourselves stopping to read the cheerful donor tiles that line the walls. Each of them is inscribed with a message or a name – sometimes two – and we have found that behind each tile is a story. Sometimes it’s how a person found Open Arms; sometimes it’s how a person, a family or a community lost a loved one. Sometimes, a tile simply recalls the smile of a friend. These tiles also represent personal generosity: In purchasing some 442 tiles, our donors have invested more than \$624,000 in Open Arms. This is just one of the many ways in which our extraordinary community of donors supported us in 2010, ensuring that we continue to thrive and do our work with inspiration, a combination of energy and innovation that would not be possible without our donors’ dedication and love.

In the five years since we determined, as a community, to open our arms a little wider and help clients with HIV/AIDS, ALS, MS, breast cancer and other cancers, the latter

“I APPRECIATE THE ENERGY THAT OPEN ARMS PUTS INTO MAKING SURE THAT I GET SOME NUTRITIOUS FOODS; OTHERWISE, I WOULDN’T BE ABLE TO HAVE ANY ... I UNDERSTAND HOW IMPORTANT HIGH QUALITY FOODS ARE TO RECOVERY, BUT I JUST CAN’T AFFORD IT ON MY OWN.” — SARAH, CLIENT

two have shown the greatest growth – a combined 210 new referrals in 2010. Our donors were right there with us as we worked to meet that need.

Of course, sometimes our work feels more like play. At the 6th Annual Moveable Feast, 433 guests embraced a vintage circus theme with joy and generosity, helping us raise \$210,000 for our programs through an online auction, a silent auction and mystery boxes. At the event, we also raffled off a brand new, beautiful Toyota Prius. Thanks in part to a generous grant from the Walser Foundation, the raffle contributed \$43,000 in funds raised, but at \$50 a ticket, also allowed people in our community to participate in the biggest event of our year, even if they could not attend.

2010 marked our third – and most successful! – year as a beneficiary of the The Hartford & RE/MAX Results Breast Cancer Ride. Bicycling across 125 miles of scenic southern Minnesota, the riders raised more than \$65,000 for nutritious, homemade Open Arms meals benefitting people undergoing treatment for breast cancer. We were able to make those meals, officially our “pink meals,” organic due to generous underwriting from the Minnesota Affiliate of Susan G. Komen for the Cure and the Hope Chest for Breast Cancer Foundation. On a similar note, our good friend M•A•C Cosmetics helped us integrate more locally sourced, organic food into the HIV/AIDS menu – and also to expand the number of meals we were able to provide – through a donation from the M•A•C AIDS Fund.

OUR THANKS

Overall, 2010 was another phenomenal year for Open Arms. Thank you for all the ways in which you stepped up to make it possible for us to continue to cook and deliver nutritious, delicious meals for our clients, and to do more each year to improve their quality of life.



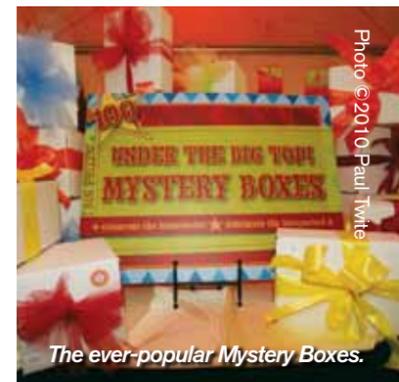
A group of supporters at our 6th Annual Moveable Feast.



A pink limo whisks the team from Whole Foods off to dinner.



Selling raffle tickets for a Prius!



The ever-popular Mystery Boxes.

OPEN ARMS DONORS

62 MEMBERS
CONTRIBUTED TO BREAD &
BUTTER, THE MONTHLY GIVING
CLUB OF OUR LOCAL PROGRAM



\$624,000
WAS RAISED THROUGH PURCHASES
OF COMMEMORATIVE TILES, WHICH
NOW HANG IN OUR BUILDING

EVERY **\$100** DONATION
PROVIDED US WITH INGREDIENTS
FOR **93** MEALS

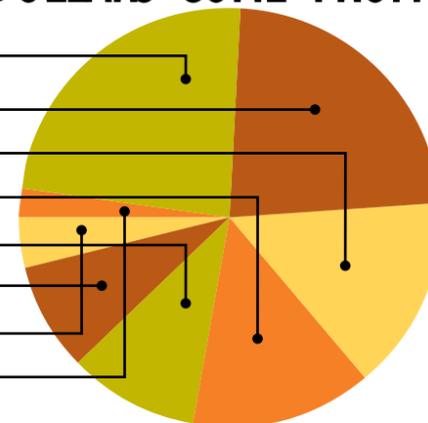
AS WE HAVE DONE EVERY
YEAR SINCE OUR FOUNDING IN 1986,
OPEN ARMS FINISHED OUR FISCAL YEAR IN
DECEMBER WITH A BALANCED BUDGET.



Longtime friends of Open Arms cut the ribbon at the grand opening of our new building.

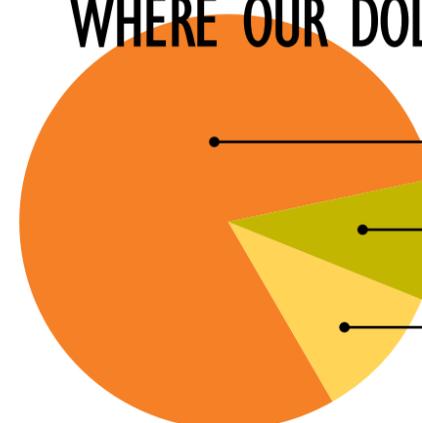
WHERE OUR DOLLARS COME FROM

FOUNDATIONS: **24%**
INDIVIDUALS: **23%**
PUBLIC: **15%**
EVENTS: **14%**
CORPORATIONS: **10%**
INTERNATIONAL: **8%**
OTHER: **4%**
PROGRAM: **2%**

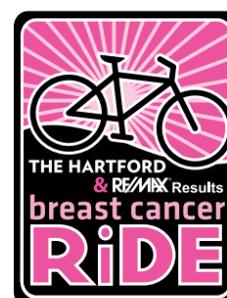


WHERE OUR DOLLARS GO

80% PROGRAM
9.6% FUNDRAISING
10.4% MANAGEMENT



\$17,000
RECEIVED FROM THE
CITIES 97 SAMPLER CD GRANT



257 RIDERS
32,000+ MILES BIKED
\$65,000 FOR OUR BREAST
CANCER PROGRAM



433
GUESTS

39 RESTAURANTS
& LIMOUSINES

120 MYSTERY BOXES
SOLD OUT IN **75** MINUTES

\$43,000
RAISED THROUGH RAFFLE TICKETS

= \$210,000!
WITH EXPENSES: **↓ 20%**

SOUTH AFRICA:

FOOD PARCELS
SPONSORED: **502**

12 MEMBERS KICKED OFF
SAMP & BEANS, THE MONTHLY GIVING
CLUB OF OUR INTERNATIONAL PROGRAM

ORGANIZATIONAL HIGHLIGHTS — DONORS

1. A \$175,000 Kresge Foundation Economic Crisis Gap Grant in 2010 helped us respond to increasing needs during the economic downturn.
2. More than 350 guests, including Mayor R.T. Rybak, came to our Grand Opening on June 12.
3. Current and former members of our board of directors pledged \$57,000 on Give to the Max Day.

NATIONAL STATISTICS

1. Minnesotans donated 2.9% of their earnings in 2010, a total of \$5.4 billion in independent, corporate and foundation giving — a decrease of 5% over 2009.
2. 74% of all dollars given in Minnesota come from individuals; Minnesota ranks 10th in foundation giving per capita.

FINANCIAL REPORTING

STATEMENT OF ACTIVITIES

Fiscal year ending December 31, 2010 (in thousands of dollars)

INCOME	2010	2009
Contributions		
Operations — Unrestricted	\$918	\$618
Operations — Temporarily Restricted	675	279
Capital Campaign	40	2,803
Government Grants — Unrestricted	\$311	\$325
Government Grants — Capital Campaign	0	102
Events — Unrestricted	226	217
Events — Capital Campaign	1	132
Interest	9	20
Program Service	42	18
Other — Unrestricted	163	2
Other — Capital Campaign		22
Total Income	\$2,385	\$4,538
EXPENSES		
Program	\$1,791	\$1,273
Management & General	232	137
Fund Raising	216	477
Total Expenses	\$2,239	\$1,887
Change in Net Assets		
Operations	\$844	\$4,858
Operations — Temporarily Restricted	(36)	3
Capital Campaign	(662)	(2,211)
TOTAL CHANGE IN NET ASSETS	\$146	\$2,650

BALANCE SHEET

Fiscal year ending December 31, 2010 (in thousands of dollars)

CURRENT ASSETS	2010	2009
Cash		
Operations	\$389	\$318
Capital Campaign	1,394	2,439
Accounts Receivable	61	41
Grants Receivable	110	130
Pledges Receivable — Capital Campaign	118	1,227
Inventory	62	25
Other Prepaid Expenses	15	8
NON-CURRENT ASSETS		
Charitable Remainder Trust	\$96	\$92
Prepaid Capital Costs	0	5,505
Advance to Sponsored Events	0	11
Pledges Receivable — Capital Campaign	75	157
Property & Equipment — Net	6,129	223
Total Assets	\$8,449	\$10,176
LIABILITIES & NET ASSETS		
Accounts Payable	\$10	\$1,175
Accrued Salaries & Vacation	27	25
Capital Note Payable	518	1,223
Other Liabilities	0	5
Total Liabilities	\$555	\$2,428
NET ASSETS		
Unrestricted	\$7,736	\$6,892
Temporarily Restricted — Operations	158	194
Temporarily Restricted — Capital Campaign	0	662
Total Net Assets	\$7,894	\$7,748
TOTAL LIABILITIES & NET ASSETS	\$8,449	\$10,176

STEPPING UP TO YOUR SUPPORT

“EVERY TIME I EAT A MEAL FROM YOU GUYS, I’M LIKE, ‘THANK YOU, THANK YOU, THANK YOU, THANK YOU.’ THINGS ARE SO HARD, AND I’M SO UP AND DOWN. IT’S LIKE A SENSE OF FAMILY AND CARE. YOU HAVE NO IDEA HOW MUCH YOU DO.”
— ANN, CLIENT

OPERATING DONATIONS

Open Arms acknowledges and thanks the following donors for their gifts from January 1 to December 31, 2010. Please accept our apology if your name was inadvertently omitted. Please note: Donors who made or paid pledges to our Capital Campaign are listed on page 25.

FOUNDATIONS

\$75,000 +
Frey Foundation
Kresge Foundation
Minnesota Affiliate of Susan G. Komen for the Cure

\$25,000 – \$49,999
Broadway Cares/Equity Fights AIDS
Hope Chest for Breast Cancer Foundation

\$10,000 – \$24,999
Delta Dental Foundation of Minnesota
Fairview Foundation
HRK Foundation
John Mondati Foundation
Randy Shaver Cancer Research and Community Fund
WCA Foundation

\$5,000 – \$9,999
Anchor Bank Family Foundation
Hugh J. Andersen Foundation
Edward R. Bazinet Foundation
Jamieson Charitable Foundation
Peter J. King Family Foundation
Womack Family Foundation

\$1,000 – \$4,999
Baskin Family Foundation
Ekdahl Hutchinson Family Fund
Knox Foundation
Jane Levin & Judith Reisman Charitable Foundation
Kopp Family Foundation
Metro Meals on Wheels
Patrick & Alice Rogers Family Foundation
Taishoff Family Foundation
West Bend Community Foundation, Inc.

\$1 – \$999
Victoria Velie Henry Family Foundation
Landman Family Charitable Foundation

Larkin Hoffman Daly & Lindgren Ltd. Foundation
Longview Foundation
Medtronic Foundation
Northwest Area Foundation
Philanthrofund Foundation
Jay & Rose Phillips Family Foundation
Still Ain’t Satisfied Foundation
University of Minnesota Theatre & Dance

BUSINESSES & CORPORATIONS

\$25,000 – \$50,000
Cargill, Inc.
M•A•C AIDS Fund
Walser Foundation

\$10,000 – \$24,999
Ameriprise Financial Community Relations Program
Cities 97 Sampler
Fairview Health Services
General Mills Foundation
Wedge Community Co-op

\$5,000 – \$9,999
Cummins Power Generation
Michael Foods
Minnesota Security Dealers Association
C.H. Robinson Company
Validus Consulting, Inc.

\$1,000 – \$4,999
Banks & Company, LLC
Bibelot Shop, Inc.
C. O. Brown Agency, Inc.
Louis Vuitton
Mi Mi Design, LLC
Nilan Johnson Lewis, PA
Thrivent Financial for Lutherans
United Health Group
UPS Foundation
Whole Foods

\$1 – \$999
225 Barbers
Advance Consulting, LLC
Allina Health System
Austin Images Photography
Elizabeth Berry Interiors
Bookmobile
Bungalow Six, Inc.
Cephalon, Inc.
Clarity Audio/Video Systems, Inc.
Community Involvement Programs
Community Shares of Minnesota
Connections, Inc.
Fairview Pharmacy Staff
Farnam Street Limited
Gilman Contemporary
Give with Liberty
Harrington Plastic Surgery
HealthPartners
Heart, Hands and Mind, Inc.
Honeywell Hometown Solutions
House of Talents, LLC
Mavis Karn & Associates
Macken Music and Entertainment
Macy’s
McCain Foods
McMonigal Architects
Piper Jaffray
Quest Network, Inc.
REI
RP Graphic Design Studio
Ruth’s Chris Steak House
Shamrock Group
Small Gardens, LLC
SUPERVALU Foundation
The Brooks Group and Associates, Inc.
The Prosper Group, Inc.
Thomson Reuters
UBS Financial Services, Inc.
Wells Fargo
Welna Hardware
Werner Auction Group

GOVERNMENT

Minnesota Department of Human Services
Ramsey County
Ryan White HIV/AIDS Treatment Modernization Act

ORGANIZATIONS

Banyan Kids
Center for Health and Gender Equity
District 202
Global Impact
Jeremiah Program
Catherine Jordan Trust
Lutheran Social Services of Minnesota
Metropolitan Health Plan
Midwest AIDS Training and Education Center
North Star Gay Rodeo Association
North Suburban Blind Lions Club
St. Joan of Arc Alanon
Steeple People Surplus Store
UCare
Walk-In Counseling Center

FAITH COMMUNITIES

Atonement Lutheran Church
Church of St. Thomas
First Congregational Church of Minnesota
First Lutheran Church
Gloria Dei Lutheran Church
Holy Trinity Lutheran Church
Mission OM
Open Arms
Piccolo
Pittsburgh Blue
Porter & Frye
Red Stag
Redstone
Ruth's Chris Steak House
Salut
Solera
Target Field
Trattoria Tosca
Vincent
Wayzata Eatery
The Westin
The Woman's Club of Minneapolis
Zelo

SCHOOLS

Saint Paul Academy & Summit School
University of Minnesota
Department of Theatre & Dance
University of Minnesota
International Programs
University of St. Thomas

EVENTS

Aton's Holiday Party
Charity Events Minnesota/
The Hartford Breast Cancer Ride
Haute
Imperial Court of Minnesota
Monday Night 500 Card Club
Moveable Feast
NACE Turkey Drive
Nosh
Twice the Gift

MOVEABLE FEAST RESTAURANTS

20:21
Azia
Bacio
The Capital Grille
Cosmos
Crave Edina
Crave St. Louis Park
Firelake
Gianni's
Hazelwood
il Gatto
Jax
Kieran's
Kozy's
La Belle Vie
Cafe Levain
Midtown Global Market:
Al la Salsa
Salty Tart
Holy Land
Grassroots Gourmet
Mission
OM
Open Arms
Piccolo
Pittsburgh Blue
Porter & Frye
Red Stag
Redstone
Ruth's Chris Steak House
Salut
Solera
Target Field
Trattoria Tosca
Vincent
Wayzata Eatery
The Westin
The Woman's Club of Minneapolis
Zelo

MONTHLY INDIVIDUAL**BREAD & BUTTER**

Nancy Albrecht
Mark L. Baumgartner
Bradley Betlach & Peter Carlson
Catherine A. Borer
Erica Brodd
Jesse Brodd
Donna Budde
Cheryl K. Chute
Sara Chute
Daniel Conlon

Richard Doyle
Robert Englund
Richard Fahel & Jeffrey Haug
Jim Frazier
Deborah Fulton
Kathleen Furey
Joseph & Jeanne Gall
Karen Gardner
Randy Gough
Elizabeth Hamel
William Hauge & T.J. Danielson
Joan Hawkinson
Leah Heino
Mary Ellen Hennen
Lynn Marie Hill
Barbara Hoesel
James & Deborah Ingebretsen
Pamela Isham
Ann Jacobson
Maria Kustritz
Jane Letourneau
Kent Linder
Theresa Lippert & Frederick Grittner
Bruce & Cheryl Little
Richard Love
Christine Mackenzie
Paul Masiarchin
Regina Matthews
Patricia McDonald
Kelly McManus & Mike Olson
Paula Merrigan & Martha Mockus
Andrew Momont
Patricia & Francis Nedoroscik
Paul D. Olson
Elizabeth Polter
Michael Redmond
Stephanie Rose
Beth Schoeppler & Todd Pierson
Patrick Scully
Andrew Seligsohn & Martina Anderson
Edwin & Doris Sherman
Kevin Shores
Susan Smith
Dana Swindler & Greg Walsh
Jeanne & Don Szurek
Debra Teske
Jennifer & David Van Wyk
Janis Verruso
Joanna Volk
Gerald Wineman
Kevin Winge
Leon Zobel & Warren Skallman

SAMP & BEANS

Carole Arwidson
Victoria Byrd
Jane Letourneau
Karen Gardner
Kent Linder
Paul D. Olson
Elizabeth Polter
Paul Schadowald
Kevin Shores

Anne Wells
Kevin Winge
Anthony Zappa

INDIVIDUALS

\$25,000 +
John Frey & Jane Letourneau
Kathleen & Allen Lenzmeier

\$10,000 – \$24,999

Anonymous
Hod & Kathy Dahl
Faye & Ken LeDoux
Judith Libertus
Pamela Paulsen & Lynn Pierskalla
Lisa Vanderheyden & Lisa Ness
Dan & Carol Wolfe

\$5,000 – \$9,999

Sabine & Dudley Barksdale
David Bjork & Jeff Bengtson
Pat Cosgrove
Robert Davidian & Rick Nelson
Bob & Laurie Emfield
Ann Fankhanel
Keith & Lisa Helming
Alan & Mary Hogg
Sandra & Michael Luker
Shelley & Robert Lynch
Valerie & Robert Newstrom
Diane & Bruce Nimmer
Estate of Bro Eric Peterson
Sally & George Pillsbury
Mary Jane Steneman
Kevin Winge & Kevin Shores
Cynthia & Anthony Zappa

\$2,500 – \$4,999

Rick Bateson
Mark L. Baumgartner & Paul D. Olson
Rex Beyer & Nick Meyer
Brian & Marsha Burgeson
David & Debra Cerny
Mary Colson-Burns
Christopher Covelli
Martyn Crook
Michael Eckhardt
Robert Englund
Harvey Fillister & Teddy Bair
Happy Fitzgerald
N. Terry Froyd & William Chartrand
Leah Golberstein
Rita & Michael Gonzales
Lowell & Carol Hancuh
Margaret Ann Hennen
Ellyn Hosch & Lee Biersdorf
Barbara Lund & Cathy Muldoon
Harlan & Joyce Peterson
Karen Rainford & Paul Osika
Lili & Andrea Scarpa
Leia & Erik Skie
Judith & Robert Straub
Dana Swindler & Greg Walsh
Jeanne & Don Szurek
Jennifer & David Van Wyk

Michael & Debra Venker
Janis Verruso
Steven & Carolyn Weiby
Suzanne Weinstein & Daniel Levey

\$1,000 – \$2,499

Adrian & Sally Almquist
Amy Bangs
Derrick Banks
Nancy & Jack Benedict
Lonnie Berger
Bradley Betlach & Peter Carlson
Peter Bissonette
Kathleen & John Booth
Susan Breckner
Steven Brinduse & Terry Cole
Ann & Pete Brownlee
Cristin Burnett
Rommel Carlson
Cheryl K. Chute
Kobi Conaway
Kathleen Cummings & John Thoma
Bunny D'Amico
Peter Dembergh
Timothy Donovan
Lawrence Dunivan
Pete Fischer
Robert & Linda Fisher
Kristin Grage
Fred & Sarah Haberman
Marla & Dean Haley
Karyle Hanson
Michael & Vicki Haupt
Mary Ellen Hennen
Fredrick Hey
Barbara Hoesel
Mark Holmberg & Douglas Nelson
Thomas Hunt & John Wheelihan
Jill Jackson
Susan & Larry Johnson
Jacob Koller, Jr.
Christopher Kopka
Lindsey Kopp
Barbara & Vernon Kosloski
Kyle Kossol & Tom Becker
Clarence LaLiberte
Peter Lindahl
Kent Linder & David Plante
Bruce & Cheryl Little
Dennis Louie
Christine Mackenzie & Robert Smith
Thomas & Christa Macleod
Charleen & Michael McCracken
J.D. McLaughlin
Richard & Carol McMahon
Rosemary McMonigal
Edward & Nancy Metzger
Tim Meyer & Mark Funk
William W. Meyers
Bryan Miller
Charles & Victoria Mogilevsky
Katheryne & William Moran
C. Robert & Sandra Morris
Thomas Mueller & Arthur Punyko

Peggy Murray
Miriam Novotny
Julia O'Brien
Carolyn & Roger O'Shaughnessy
Joanne & Richard Paige
Elizabeth A. Polter
Donald & Karen Powers
Kelli & Steve Pricco
Rebecca Rand
Moses Renault-Moses
Stephen Rose & Jeanne Spencer Rose
Hannan Rosenstein & Rich Alberta
Jeff Ross
Helen Rucker
Mary Scallen
Ann & Pete Brownlee
Cristin Burnett
Rommel Carlson
Cheryl K. Chute
Kobi Conaway
Kathleen Cummings & John Thoma
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Katheryne & William Moran
C. Robert & Sandra Morris
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\$500 – \$999

Adam Ackerman
Richard Allendorf
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Bridget & Derek Blankenship
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Dean Adolph
Kathryn Agnew
Yemi Aguda
Richard & Matthew Aizpuru
Sharon Akimoto
Nancy Albrecht
Susan Albrecht & Nancy Desmond
Rebecca Alex
Wallace Alexander
Marty Allen
Robert & Jeanne Alm
David Almquist
Paulette Almsted
Linda Alter
Sara Amini
Niveiditha Anandam
Anthony Anastasia & Jim Miller
H. Andrew Andersen
Martha Andersen
A. Anderson
Deb Anderson
Debra Anderson
Jacqueline Anderson
Joy Anderson & Robert Whitey
Karen & Paul Anderson
Maureen Anderson & Susan Colson
Robert & Dianne Anderson
Sara Anderson
Vickie Anderson
Jeff Andrews
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Fausto Arquipopulos
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Danna Atherton
Claudia Aulum-Pedersen & Ralph Pavone
Daniel Avchen & David Johnson
Nan Ayers
James Azarski & Nancy Werner-Azarski
Beverly & Thomas Backstrom
Jennifer & Paul Bagdade
Arthur & Betty Nan Bailey
David Bailey
Jacqueline Bailey
Constance Baillie

Kim Williamson & Ronald Claussen
Gerald Wineman
A.E. Worthingham

\$200 – \$249

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Douglas & Deborra Abraham
JoEllen Abraham
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Cynthia & Thomas Adamson
Dean Adolph
Kathryn Agnew
Yemi Aguda
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Sharon Akimoto
Nancy Albrecht
Susan Albrecht & Nancy Desmond
Rebecca Alex
Wallace Alexander
Marty Allen
Robert & Jeanne Alm
David Almquist
Paulette Almsted
Linda Alter
Sara Amini
Niveiditha Anandam
Anthony Anastasia & Jim Miller
H. Andrew Andersen
Martha Andersen
A. Anderson
Deb Anderson
Debra Anderson
Jacqueline Anderson
Joy Anderson & Robert Whitey
Karen & Paul Anderson
Maureen Anderson & Susan Colson
Robert & Dianne Anderson
Sara Anderson
Vickie Anderson
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Danna Atherton
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James Azarski & Nancy Werner-Azarski
Beverly & Thomas Backstrom
Jennifer & Paul Bagdade
Arthur & Betty Nan Bailey
David Bailey
Jacqueline Bailey
Constance Baillie

James Baillie
Kris Baillie
Ted E. Bair & Harvey Filister
Mary & Otto Bang
Matthew & Ilona Banovetz
Nancy Bares
Amanda Barickman
Laura Barnes
Robert Barni
Melvin Barr
Kathryn Barrett
Hope Barron
Muriel Bartelme
Lori Bartz
Elizabeth Bates
N.W. & P.A. Battaglia
Karen Baumgartner
Jeanne Beatty
Douglas Bechtold
Ed & Pat Becker
Elisa Lee Becker
Susan Becker
Amy Becker LaFrance
Mary Beckman
Thomas Bedard
Sally Beloff
Jerry Belt
Terri & Michael Benick
Lisa Marie Benrud
David & Lea Berg
Tom Berg
Daniel & Marjorie Bergeland
Christell Berger
Mervin & Carole Berger
Catherine & Chris Berghoff
Jeremy Berghoff
Harold Berglund
David Berry & Karen Holdgrafer-Berry
Kim Besch
Brenda Besser & Joseph Ofstedal
Don Betlach
Tara Beutelspacher
Sara Beyer Foster
Eric Biard
Kathy Biddick
Cheryl Biegler
Jodie Bird
Tanja Birke
Mr. & Mrs. Frank Birney
Michael Black
Thomas Blackmar
Allen Blaich
Francis & Terese Blasiak
Robyn Blilie
Adele Boettner
Gregory Boettner & Kimberly Johnson
JoAnn Bohmback
Amy Boland
James Bolton
M'Liz Bolton
Joanne Bondy
J. Matthew & Dorothe Bonzo
Gregory Boorsma
Richard & Virginia Bopp
Dean Borghorst
Linda & Robert Borovansky
Rebecca Borrell
Tom Bostyancic
Carol Bouska
Annika Bowers

\$200 – \$249

Mark Abeln & Monica Little
Douglas & Deborra Abraham
JoEllen Abraham
Helen Ackerman
John & Judith Adams
Lisa Adams
Cynthia & Thomas Adamson
Dean Adolph
Kathryn Agnew
Yemi Aguda
Richard & Matthew Aizpuru
Sharon Akimoto
Nancy Albrecht
Susan Albrecht & Nancy Desmond
Rebecca Alex
Wallace Alexander
Marty Allen
Robert & Jeanne Alm
David Almquist
Paulette Almsted
Linda Alter
Sara Amini
Niveiditha Anandam
Anthony Anastasia & Jim Miller
H. Andrew Andersen
Martha Andersen
A. Anderson
Deb Anderson
Debra Anderson
Jacqueline Anderson
Joy Anderson & Robert Whitey
Karen & Paul Anderson
Maureen Anderson & Susan Colson
Robert & Dianne Anderson
Sara Anderson
Vickie Anderson
Jeff Andrews
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Fausto Arquipopulos
Darlene Arwidson
Kathy Ashe
Richard & Susan Asinger
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I CAN'T BEGIN TO EXPRESS THE LOVE AND GOOD KARMA THAT COMES TO US EACH WEEK THROUGH YOUR AMAZING ORGANIZATION AND ALL THE GOOD HEARTS ASSOCIATED WITH IT. IT'S LIKE A BEAUTIFUL, WARM LIGHT DURING A RATHER COLD SCARY TIME IN MY LIFE. — MARK, CLIENT

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