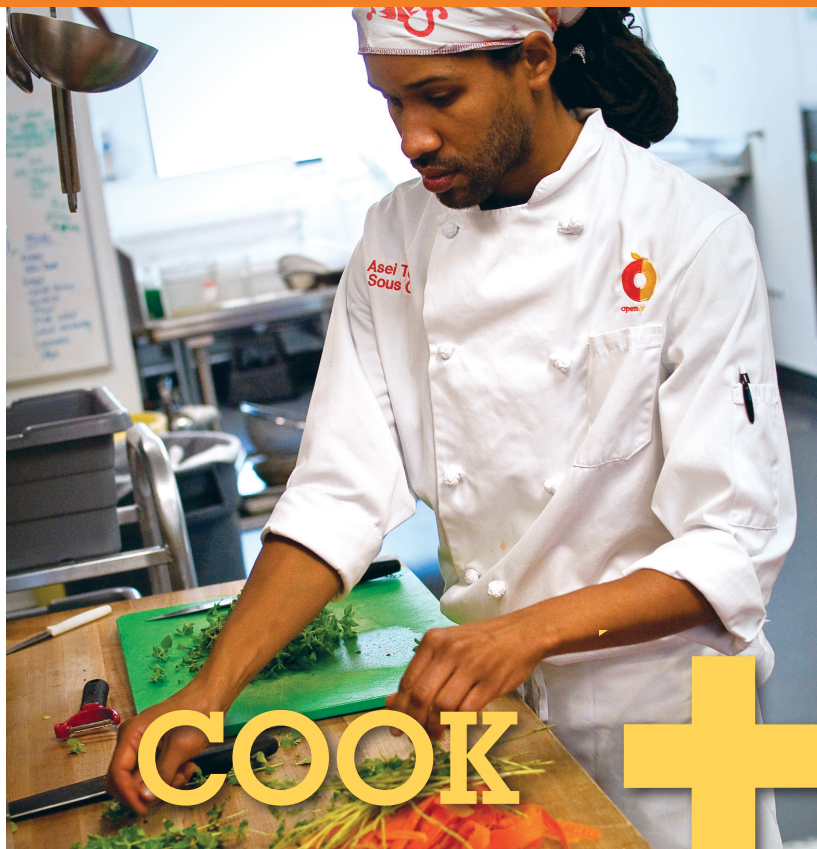
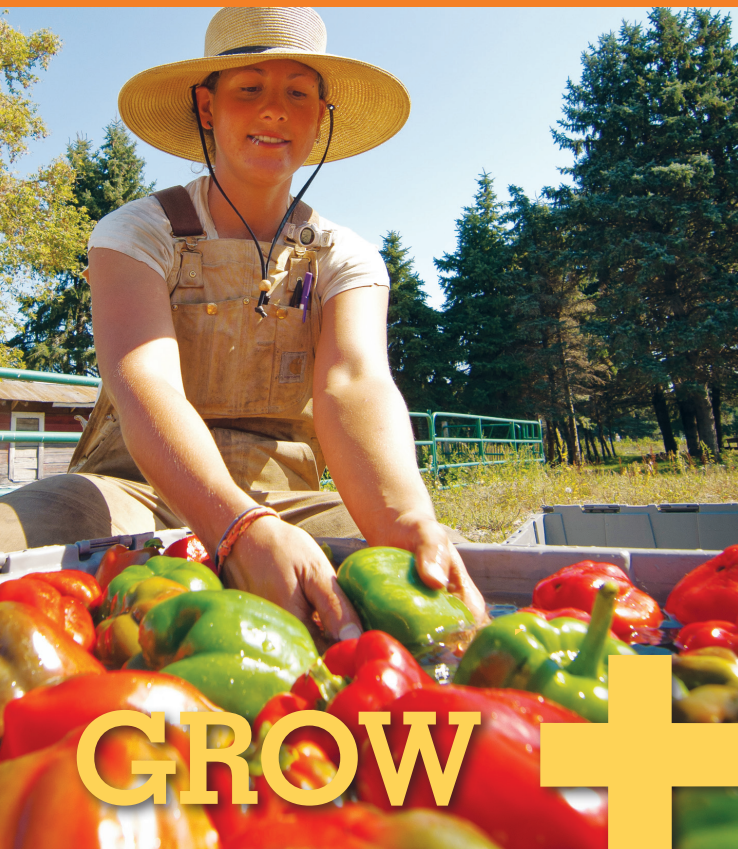


OPEN ARMS OF MINNESOTA 2011 ANNUAL REPORT



In December, we unveiled a sign for the newly dedicated "Kevin Winge Community Space."



WELCOME, THIS IS YOUR BUILDING. OPEN ARMS IS A PLACE WHERE DIVERSE PEOPLE ARE EMPOWERED TO COME TOGETHER AND COMMUNITY, NOT JUST CHOPPING VEGETABLES, BUT CREATING THE WORLD WE WANT TO LIVE IN — A PLACE WHERE PEOPLE WHO ARE SICK DON'T GO HUNGRY.

THE KEVIN WINGE COMMUNITY SPACE

In 2011, our executive director Kevin Winge resigned from his post to head up a similar organization in San Francisco, California. While we were happy for him, we were also sad to say goodbye to a dynamic leader and friend. For 12 years, Kevin inspired, challenged, encouraged and, yes, hugged us. To know Kevin was to be inspired by Open Arms — and to get involved. When he joined us, Open Arms cooked and delivered meals for 100 people living with HIV/AIDS on a \$300,000 budget. Today, our budget exceeds \$3 million: We have our own garden, an international program, and each week we serve 750 people living with HIV/AIDS, MS, ALS, cancer and 60 other diseases here in Minnesota.

We wish Kevin well in his next endeavor, and send him a hearty thank you for being a courageous leader and a constant source of inspiration.

— The Staff and Board of Open Arms



*Executive Director Tim Reardon and
Board President Tim Meyer.*

YOU + OPEN ARMS



Dear friends,

Open Arms has a rich history of responding to community need with compassion and courage. One of the things that's so inspiring about working with you, our donors, volunteers and friends, is the incredible joy that you bring to our work.

In 2011, you energetically stepped up with us to live out the promise of our beautiful new facilities and do even more. Together we extended our reach into more Twin Cities suburbs, grew organic vegetables for our kitchen, improved the nutrition and variety of our meals, and ensured kids in our Phillips neighborhood had access to healthy food over the summer months. Together we brought more meals to more people with life-threatening illnesses, and along the way we improved the quality of their lives – we brought them hope.

There's a momentum to these successes, and even as we celebrate them, it's critical that we build on it. The need for our services is growing, so we must continue to look for innovative ways to do more to ensure that people who are ill in our community have nutritious meals. That means not only saturating the zip codes we already serve, but also exploring ways to expand beyond our traditional geographic boundaries. It means getting creative when we source ingredients and tapping into

our abundant community, which is blessed with some of the largest food production and distribution corporations in the world. It means dreaming big about local, organic produce: How can we expand the model we created with Open Farms so that it provides ALL the produce we need year round? It means shoring up our core operations, and making sure we continue to be the best, most effective stewards of the time, talent and donations you give us.

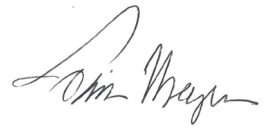
It also means committing to that legacy of hope, the spirit in which we were founded and the basis of our mission, by remaining energized and inspired in our work, something you help us do each and every day.

It has been said that we stand on the shoulders of those who came before us, and we're keenly aware of that today. Thank you for all you have done to support Open Arms, and for joining us in all the exciting work ahead as we enter our next era.



Tim Reardon

EXECUTIVE DIRECTOR



Tim Meyer

BOARD PRESIDENT

YOU + OPEN ARMS = COMMUNITY

The recipes are so creative; it distracts me from my illness and inspires me to try new food. I feel so giddy eating the meals: I don't like to spoil the surprise, so I try not to look at the delicious meals Open Arms sent me until right before heating them up! I love your volunteers. Some are so kind — it is more like a relationship than a charity. This program makes me feel like a friend; they [the volunteers] recognize me, and it's a social contact I don't usually get.

— Jim, HIV/AIDS Client

OUR MINNESOTA PROGRAM

Open Arms has always been a dynamic place, and 2011 was no exception – from start to finish, it was a year of exciting changes and growth. Together with our volunteers and donors, we were able to bring more than 418,000 meals to people living in our community with HIV/AIDS, MS, ALS and cancer. That's 53,000 more than in 2010. In order to meet that need we had to think creatively, and as our annual report unfolds, you will see that it was also the year of inspiring innovation.

Looking back at our budgeting process, a 14 percent jump was more than we had projected, but it also made a lot of sense – we like to say that we grew in all the right ways. We'd had a year at 2500 Bloomington Avenue and were beginning to see the equipment maintenance and operations cost of our beautiful new building. In the kitchen, we increased the amount of organic ingredients and products in our client meals. At the same time, we planted our first crops at Open Farms – our organic garden, located

at the Prairie Oaks Institute in Belle Plaine – and while we incorporated those vegetables into our planning, we couldn't predict the impact of the harvest on our budget. Perhaps most importantly, we leveraged the increased capacity of our building to serve more clients. That growth meant hiring more staff to handle the increased volume of food production and administration.

In developing our capital campaign in 2009, our board and leadership had anticipated that we might experience big growth in our first few years in the new building. With that in mind, a portion of the capital campaign funding was held in a reserve to allow us to maintain fiscal health and grow responsibly. In 2011, we were able to apply those funds as intended and, once again, end the year with a balanced budget.

It had always been our intention to use some of our increased capacity for fee-based services, such as room rentals and catering. Last year, we contracted with seven Ramsey County Meals on Wheels



Christo Rey Intern Leyton packs a



SHARE



brown bag for our clients.



Morning pack-out in the kitchen with our volunteers.

programs to cater nutritious meals for their seniors. This pilot program provided a wonderful opportunity to work with a longstanding, respected organization, while bringing healthy meals to seniors in our community.

Early in 2012, we discovered a discrepancy in the administration of our Meals on Wheels initiative involving meal delivery to four programs that did not have contracts with Open Arms. Further research uncovered an internal fraud, in which payments from the additional programs were diverted to a staff person, a loss of \$142,000 in 2011. While this was a challenge, we were heartened by the fact that the four programs involved received all of the meals they purchased. We felt very proud to have helped improve the nutrition of seniors in our community with 241,884 healthy meals.

We were also deeply gratified that this situation did not affect our core program – our clients never missed a meal. In fact, with your support, we delivered meals to 37 percent more clients, as well as their caregivers and children. In part, this increase was the result of our ongoing efforts to build stronger relationships with medical and service providers in our communities, an investment that paid off with 809 new referrals in 2011, an impressive 46 percent increase.

Speaking of good food: Last year, we sowed seeds for more than 25 veggies –

including kale, tomatoes, peppers, onions, cucumbers, zucchini and squash at Open Farms. On two acres of land, we expected to harvest some 15,000 pounds of produce. In fact, we harvested more than 21,000 pounds of fresh vegetables, all of which were delivered to our kitchen and chopped up into delicious client dishes. Along the way, Farm Director Ben Penner received organic certification for the farm, further increasing our commitment and ability to include organic ingredients in our clients' meals, even as the cost of food increases.

Your enthusiastic support for the farm and, indeed, for all of our new initiatives made 2011 a tremendous success – and that is something to celebrate. Thank you!

It was a year where we made a lot of great changes to our core program. We started satellite delivery, to extend our range; we began Saturday deliveries, to accommodate more of our clients' schedules; and we added new menus, to better meet their needs. I'm proud that we could say yes a lot more often.

— Elizabeth Polter,
Client Services Director

Volunteers with the Mesfin Feyisa Rehabilitation Center in Ethiopia harvesting teff in the Center's garden.

HOPE



Supporting international programs means transforming people's lives. I know because I've seen it firsthand. The food parcels, for instance, mean so much to people; the food of course is critical (when you've seen how bare their cupboards are, you know that's true), but it also says that somewhere a light burns for them, that they are not forgotten, that there is hope for a better tomorrow.

— Carole Arwidson,
International Committee Volunteer

OUR INTERNATIONAL PROGRAM

Among the many things that make our international program so inspiring, one is how much our partners in sub-Saharan Africa – a region where 22.9 million people are living with HIV/AIDS – can do with what seems like a small contribution. In 2011, thanks to your generosity, we were able to direct \$100,433 to our clients in South Africa and Ethiopia. That represents less than 5 percent of our annual budget, a fact that belies the extraordinary impact we had on the communities we work with, people affected or infected by HIV/AIDS.

Last year, we celebrated the 11-year anniversary of our partnership with the J.L. Zwane Centre in Guguletu, South Africa, a community organization that provides a range of HIV/AIDS services focused on prevention, care and support, hospice and nutrition. Each day, we provided a hot lunch at the Centre for members of the HIV/AIDS support group and their affected families, as well as the hospice, a total of 14,511 meals over the course of the year. Your donations pay for all of the meal costs, including the cook's salary, transportation to the grocery store, ingredients, and gas and electricity for the kitchen.

Together, we also sponsored two food parcel deliveries. The parcels were distributed to members of the Centre's support group, as well as to a small number of orphans and child-headed households impacted by HIV/AIDS.

YOU + OPEN ARMS = HOPE

Each parcel provided a month's worth of nutritious basics, including flour, sugar, rice, beans and cornmeal. In total, we delivered 502 parcels or ingredients for 125,000 meals – numbers that really mean something in the context of a life. Imagine: For two months, a child raising her siblings didn't have to worry about where they were going to get their next meal.

In keeping with our commitment to fresh vegetables for our clients in Minnesota, we also supported the farming efforts of our international partners.

Ikamva Labantu (IL) is an organization in South Africa that provides emergency food relief for children, families and seniors, including those homebound with HIV/AIDS. We provided technical and financial support for IL's Food Garden Project, which not only produces vegetables for program participants, but also allows the gardeners to sell any surplus produce to support their own families. In 2011, our support of this community health and empowerment program brought a biweekly delivery of fresh, beautiful vegetables to 184 families.

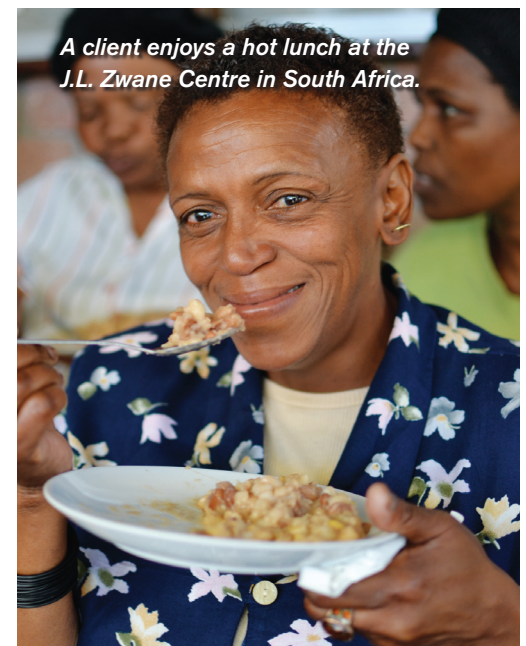
Similarly, in Ethiopia, we continued to partner with the Mesfin Feyisa Rehabilitation Center (MFRC), formerly Dawn of Hope, which provides emergency nutrition and community support services for 70 people living with HIV/AIDS, including affected orphans. We initially sponsored a garden where former MFRC clients

worked alongside gardeners to plant and harvest 20,000 pounds of teff, a highly nutritious grain. MFRC's cooks used the teff to make injera – a deliciously spongy, sourdough bread served with nearly every Ethiopian meal – and any surplus was sold in the market. In June of last year, we expanded our support to include two meals a day at MFRC, providing more than 21,000 nutritious lunches and dinners over the remainder of the year.

Overall, our partnerships in sub-Saharan Africa helped more than 3,500 people affected and infected by HIV/AIDS lead healthier, more independent lives. If you contributed to our international program, you were an integral part of that work. Whether it's through a hot lunch that improves the success of one person's treatment or a garden that improves the nutrition and livelihood of a community, every little bit helps – and it all adds up to hope.

Our international program grew from supporting one community to working with four programs across Africa — our reach has quadrupled, in exciting and innovative ways. It's great knowing we can effect positive change for so many people.

— Kent Linder,
Operations Director



A client enjoys a hot lunch at the J.L. Zwane Centre in South Africa.

YOU + OPEN ARMS = CONNECTION

I began volunteering at Open Arms about five years ago when my mother was diagnosed with pancreatic cancer. I learned from my mom how to love cooking and feeding others, so it seemed the perfect fit. When my mom passed away, I could not have asked for a more supportive group of people than the staff and other volunteers at Open Arms. I love my Monday morning volunteer shift in the kitchen: We sing along to the radio and swap recipes and share our lives and laugh a lot. I know my mom is looking down on me and smiling every time she sees me working my shift.

— Rita Nohner, Volunteer

OUR VOLUNTEERS

Volunteers have always been the heart of Open Arms – you make our meals delicious, our deliveries timely, our harvest bountiful and our building warm and welcoming. So it's no surprise that, in 2011, our heart grew right along with the rest of us and suddenly, we had a corps of 1,900 dedicated volunteers.

In the kitchen, 1,300 of you donned aprons and helped us with everything from chopping vegetables to baking breads and scooping entrées to packing up blue bags. Along the way, we worked side-by-side to improve the quality of our meals by introducing new menu items. We started baking our own sandwich breads and filling them with tasty, healthy ingredients, such as roasted eggplant, portabella mushrooms and tender lamb. You also helped us launch a new Latino menu – including dishes like Brazilian baked salmon – a delicious way

to bring comfort, dignity and nutrition to our Hispanic/Latino clients.

For the first time ever, 200 of you took to the fields to help us plant, tend and harvest our inaugural crop at Open Farms (more on page 6). In doing so, you became a part of one of the first, if not the first, sustainable farms to grow vegetables for a nutrition program for people living with life-threatening illnesses. Your contribution also made sure that bushels and bushels of fresh, organic vegetables made it into our clients' meals.

In 2011, 600 of you got into your cars and hit the road to deliver meals. With our program growing, you also helped us get creative with delivery, rolling out two new initiatives. Volunteers showed up – many with their beautiful, smiling families – for Saturday delivery, helping Open Arms reach out to new zip codes, take some of the heat off our weekday kitchen



Delivery volunteer Bradley loads



NOURISHMENT ON BOARD!



Volunteers enjoy a sunny day in the fields at Open Farms.

volunteers and accommodate our clients' schedules. Several of our corporate and faith groups helped us pilot satellite delivery, a creative response to rising gas prices that allowed us to use a hub-and-spoke model to deliver outside the greater metropolitan area.

It was also an exciting year for NOSH, our young professionals organization. They formed a steering committee, raised more than \$4,000 and volunteered in our kitchen, on our committees, out on the road delivering and at our fund-raising events. They also helped us connect with our future volunteers, interns, donors and leaders by hosting six free happy hours and special events.

It's difficult to truly quantify your gifts to Open Arms, but by our calculations, your time alone was equal to that of 27 full-time employees in 2011. So it goes without saying that every one of you was absolutely critical to the success of every delicious meal, every fresh vegetable, every new initiative we cooked up for our clients – your energy and talent make it possible for us to continue to answer the need in our community with a resounding “yes!”

In conversations with volunteers in the garden, I know that we made the connection between healthy soil, healthy plants and nourishing produce for our clients. That makes me proud. We've built such a solid foundation of knowledge and passion that we need to produce many more thousands of pounds of produce in the years to come.

— Ben Penner, Open Farms Director

YOU + OPEN ARMS = CHANGE

When I think about the role food plays in my own life — and it's a big one — I have to believe that when people don't have access to healthy, nutritious, good tasting food, the result isn't just poor physical well-being. It's emotional/social/psychological well-being. More simply, if people struggle to get enough food or the right food, how can they possibly be happy?

— David Plante, SNAP Challenge
Participant and Committee Volunteer

ADVOCACY

In 2011, we put some words to a way of thinking that had been with us since our founder, Bill Rowe, took the very first step in creating what would eventually become Open Arms by delivering a home-cooked meal to a friend with HIV/AIDS. As a team, our board and staff said we'd put food justice at the center of our mission to nourish and define it as "the right food, in the right amount, for everyone, for healthy living." It made sense for the work we do each day, bringing healthy, delicious food to people with life-threatening illnesses, and for the broader goal of our vision of abundance.

Here are some of the ways you helped us support food justice in our neighborhood and global community last year.

We launched a free summer meals program at the East Phillips Park Cultural & Community Center, located just four blocks from us. With the support of the Minnesota Department of Education, we were able to deliver meals to an average of 65 kids a day who rely on free lunch programs during the school year. Our goal was to go beyond the standard sandwich and chips, and give them hot meals that were healthy and delicious. In doing so,

Food = life

Volunteers at Open Farms harvesting beans for our clients' meals.



In January, Senator Al Franken made lemon bars alongside our volunteers.

we exposed the kids to good nutrition at a formative time with the hope that it would help them learn to make good decisions about food and grow up to live healthier lives.

In 2011, we also hosted a movie night in honor of the first ever National Food Day, an American Dietetic Association event advocating for healthy food and food systems. As one of many organizations holding events around the Twin Cities, we were very pleased when about 40 people, most of whom we'd never met, showed up to watch "Food Stamped," a humorous documentary about a couple attempting to eat a healthy diet on a food stamp budget. The follow-up conversations were lively and inspiring.

That event coincided with the kick-off of our SNAP Challenge. Once again, we invited folks to join us as we ate on \$30.25 for the week before Thanksgiving – that's the average weekly allotment of a person relying on SNAP, our national food stamp program. About 36 people, including staff, volunteers and board members, took up the SNAP Challenge. Throughout the week, we all chronicled our challenges and insights on the Open Arms blog. Our only goal had been to raise awareness of the 583,000 Minnesotans who do not know where their next meal is coming from; when readership of the blog doubled, we considered the SNAP Challenge a success.

In our international program, we forged a new partnership with the Social Justice Coalition (SJC), a group in Khayelitsha,

South Africa, that campaigns for clean, safe sanitation and water facilities. Supporting the SJC seemed like a natural extension of our mission – after all, clean water is as critical to health as nutritious food, and all the more so for those living with HIV/AIDS. With your help, SJC grew to 2,000 members, increasing its ability to engage community leaders, create a movement, and build the energy needed to bring change.

If there was a theme running through all of these activities, it was that access to good, nutritious food and clean water is fundamental to health, but also to dignity and a sense of well-being. In that way, all of the work we do together is about food justice – not only these initiatives, but every meal we cook and deliver. And the success of each of them represents a step towards the change we all want to see – a world of abundance, where no one goes hungry.

I love that we were able to give organic, local food to our clients in 2011. The growth of the farm over the past year means that we're walking the walk here at Open Arms. And we don't just limit it to our core program — we use great food for summer meals, Meals on Wheels, everything.

— Gwen Hill, Registered Dietitian

YOU + OPEN ARMS = INNOVATION

I have contributed to your outstanding organization in the past and will continue to do so. My sister was a client of yours. I've written before to tell you of the nourishment she received, in every sense of the word. She was a very good cook, but it became difficult for her. The family helped, but still she wanted to stay in her little home as long as possible. The Open Arms meals allowed her more independence and an adventure in foods. Thank you again for all you do.

— A Donor

OUR DONORS

Our community of donors has been an extraordinary catalyst for innovation and growth at Open Arms. From an organic turkey to the largest foundation grants and everything in between, your contributions ensure that we not only continue to thrive in our daily operations, but also have the support to set the best of our bold new ideas aloft.

In 2011, there were many, many instances of this kind of phenomenal partnership, and UPS is one of the standouts. The company not only sent teams of cheerful volunteers to work with us in the kitchen and out on the road delivering meals, but also supported the growth of our programs. When we determined to pilot a satellite delivery initiative, UPS volunteers participated by taking blue bags out to our first hub site in Woodbury – via a brown truck! Going a step further, the company supported expansion of the initiative by purchasing a refrigerated truck, which has also been used to deliver fresh vegetables from Open Farms to our kitchen.

In our international programs, we received a generous challenge grant from the Frey Foundation. With the support of our donors and friends, we met the challenge, which enabled us to partner with the Social Justice Coalition to advocate for clean water in South African townships (see page 5) and expand our international program to serve a total of 206,231 nutritious meals to people affected by HIV/AIDS.

Last year, the estate of Hazel Perkins also made a lovely contribution to Open Arms. Hazel was passionate about good food and nutrition, and stipulated that she wanted to support our work bringing delicious meals to people who are ill. Her trustees thought she would have been delighted to know that a healthy portion of the ingredients in those meals were grown in our very own garden, so they directed the funds to Open Farms.

At Moveable Feast, our largest fundraiser of the year, more than 400 guests jumped, jived and wailed the night away to a rockabilly theme. It was number seven

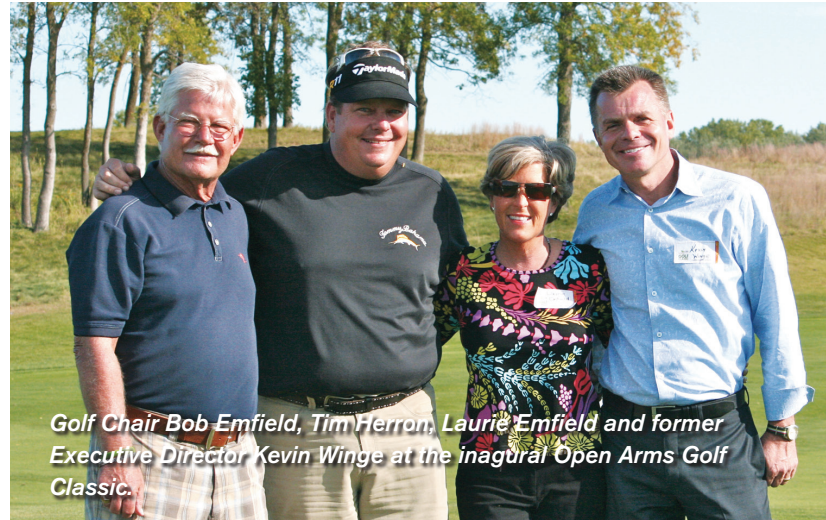


Thirty-eight limos transported our Moveable Feast guests to fabulous Twin Cities restaurants.

for us, and we were very lucky. The creativity of our committee members and volunteers made it a night of surprises. The generosity of our donors and sponsors ensured our guests dined beautifully and had games to play and treasures, trips and trinkets to win. Together, we raised close to \$258,000 for our programs.

In the spirit of innovation, we also launched the inaugural Open Arms Golf Classic, part of the Mercedes-Benz Dealer Championships presented by Sears Imported Autos. We were thrilled when it sold out with 144 golfers – perhaps it was the idyllic Windsong Farms Golf Club or the fabulous prizes teed up by our sponsors. In any case, our donors and golfers made it a fabulously successful event, raising more than \$69,000.

Over the course of 2011, Open Arms received 2,800 donations. What does that mean? It means that we, as an abundant community, ensured that 3,121 people in the world – the ill, the young and the orphaned – did not go hungry. Thank you for everything you contributed to make it possible for us to deliver nutritious meals to our clients and to do more every year to improve the quality of their lives.



Golf Chair Bob Emfield, Tim Herron, Laurie Emfield and former Executive Director Kevin Winge at the inaugural Open Arms Golf Classic.



Our UPS partner Jill Schubert hands Jennifer Van Wyk a check for \$30,000 – with help from Congressman Keith Ellison.

I came to Open Arms to be a part of helping people in our community. I'm inspired by the commitment of every one of our donors who gave in 2011 — from the donor who gave \$2 all the way up to our largest givers.

— Jeff Langaard,
Finance & Administration Director



WE SEE

1,900 ACTIVE VOLUNTEERS

TOTAL VOLUNTEER
HOURS YOU'VE GIVEN:

52,316

THE FARM

790

KITCHEN

29,116

DELIVERY

13,270

ADMINISTRATIVE
& HOSPITALITY

5,198

BOARD &
COMMITTEE

1,564

INTERNS

1,627

EVENT

751

=

27 FULL TIME STAFF
THAT DON'T VACATION!

ARUGULA
GROWN, PICKED,
AND WASHED AT
OPEN FARMS: **423**
POUNDS

VOLUNTEERS
AT THE FARM:



NUMBER OF POTATO BUGS SQUASHED: **ENDLESS**



21,000
POUNDS

OF FRESH PRODUCE HARVESTED
AT OPEN FARMS



FRESH
DELI-STYLE SANDWICHES MADE

DELIVERY
ROUTES
MAPPED:

MILES DRIVEN:
137,500

GAS DONATED:
\$25,325



NUMBER OF VOLUNTEER
COMMITTEE MEMBERS:



A WORLD OF ABUNDANCE ...

2,800 ENGAGED DONORS

SMALLEST
INDIVIDUAL
DONATION:

\$2

LARGEST INDIVIDUAL
DONATION:

\$60,000



INDIVIDUALS DONATED

\$880,000

\$10,282

DONATED THRU
THE SEWARD CO-OP
SEED PROGRAM

\$179,936

RAISED AT *The*
BUTTERBALL 2011 *Party*

FOOD PARCELS
SPONSORED:

502

98

HOUSEHOLDS DONATED

\$38,868

THROUGH OUR
MONTHLY GIVING CLUBS



277

RIDERS

65

CREW

RAISED: **\$60,250**

**THE 2011
openarms**

**GOLF
CLASSIC**

AT WINDSONG FARM GOLF CLUB

144 GOLFERS

\$69,165 RAISED



440
GUESTS



38 RESTAURANTS
& LIMOUSINES

130 MYSTERY BOXES
SOLD OUT IN **90** MINUTES

\$32,880
RAISED THROUGH RAFFLE TICKETS

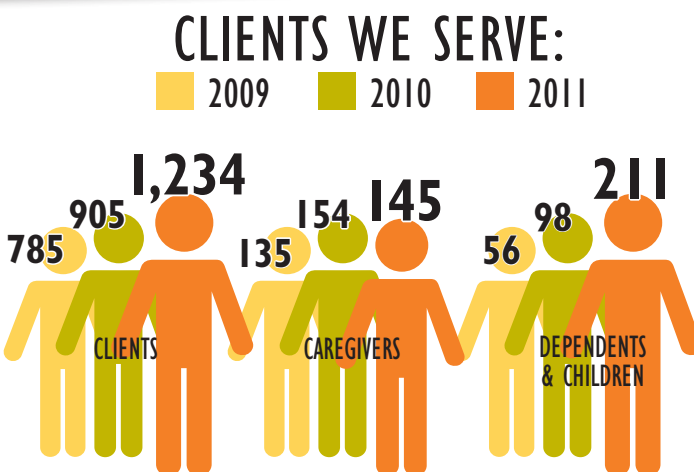
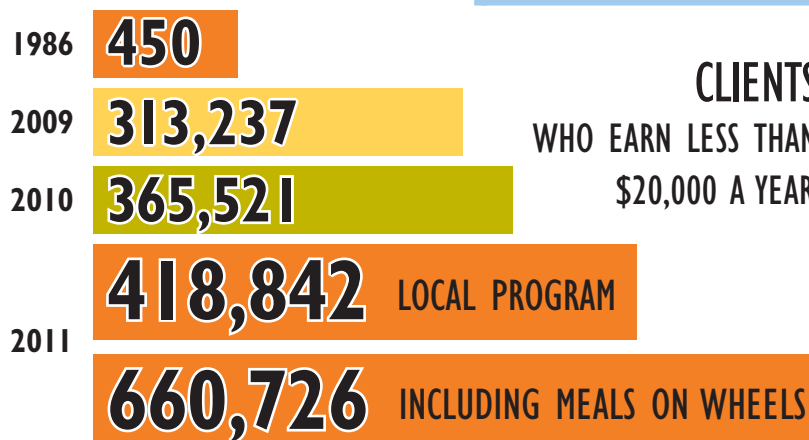
= \$257,851!

... WHERE NO ONE WHO IS ILL



OPEN FARMS PROVIDED
>\$35,000
WORTH OF PRODUCE
FOR OUR MEALS

FRESH AND
HEALTHY MEALS
AT OUR CLIENTS' TABLES:



CLIENTS
WHO EARN LESS THAN
\$20,000 A YEAR: **869**



BIRTHDAYS CELEBRATED
WITH HOMEMADE CAKES

SUMMER MEALS SERVED:

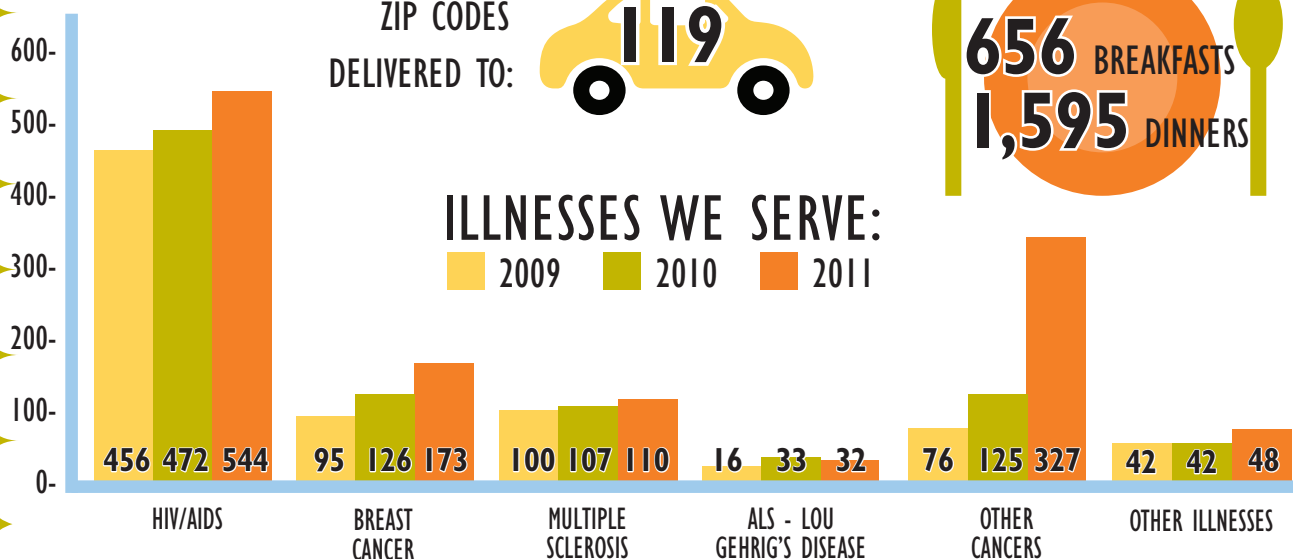
656 BREAKFASTS
1,595 DINNERS

ZIP CODES
DELIVERED TO:



ILLNESSES WE SERVE:

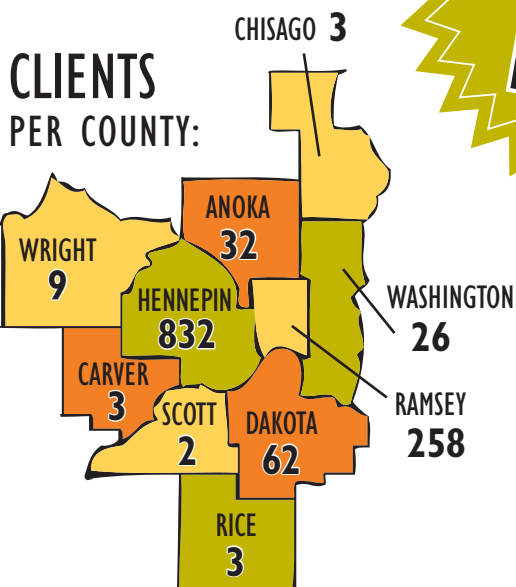
2009 2010 2011



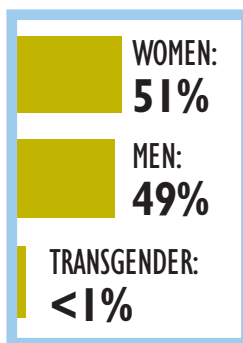
1,590 CLIENTS NOURISHED IN MN

GOES HUNGRY

**ONE
CERTIFIED
ORGANIC!
FARM**

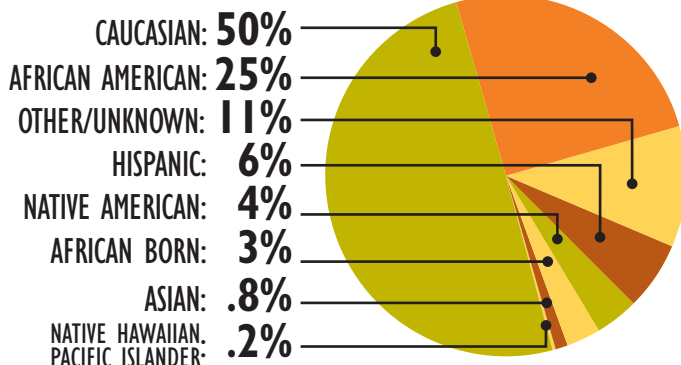


BY GENDER:

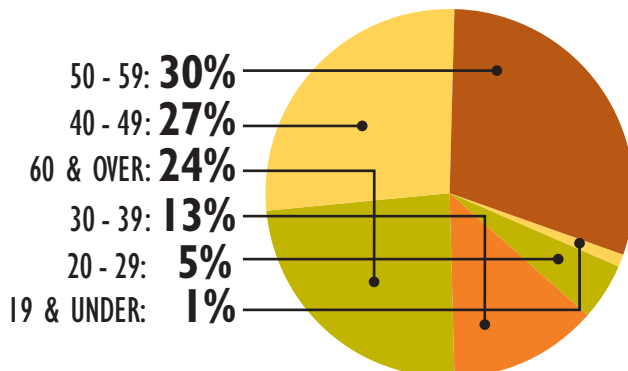


**NUMBER OF THANK YOU NOTES FROM CLIENTS:
COUNTLESS**

BY RACE/ETHNICITY



BY AGE



**CLIENTS NOURISHED
IN AFRICA:**

5,546

JL ZWANE CENTRE **2,660**

IKAMVA LABANTU **736**

MESFIN FEYISA REHAB CENTER **150**

SOCIAL JUSTICE COALITION **2,000**

**MEALS SERVED
IN AFRICA:**

206,231

JL ZWANE CENTRE **141,071**

IKAMVA LABANTU **44,160**

MESFIN FEYISA REHABILITATION CENTER **21,000**

=

**A WHOLE LOTTA OF
HOPE**

5,546 CLIENTS NOURISHED IN AFRICA

FINANCIAL REPORTING

STATEMENT OF ACTIVITIES

Fiscal year ending December 31, 2011 (in thousands of dollars)

INCOME	2011	2010
Contributions		
Operations — Unrestricted	\$1,230	\$918
Operations — Temporarily Restricted	159	676
Capital Campaign—Temporarily Restricted	0	40
Government Grants — Unrestricted	\$327	\$311
Meals on Wheels	743	0
Events — Net of Expenses	363	220
Interest	5	9
Program Service	37	42
Other — Unrestricted	13	163
Satisfaction of Capital Restrictions	(61)	0
Total Income	\$2,816	\$2,379

EXPENSES

Program	\$2,367	\$1,792
Meals on Wheels	661	0
Management & General	185	231
Fund Raising	225	210
Total Expenses	\$3,438	\$2,233

INCOME OVER EXPENSES (Cash) *(\$372,817) \$37,559

NOTE: The audited financials account for non-cash items, including depreciation, a capital pledge write-off and an unrealized estate receivable gain totaling \$248,876 in 2011 and \$108,357 in 2010. The 2011/2010 audited financials are available for further review.

* Given the capacity of our new building, Open Arms invested in programmatic expansion with \$372,817 in reserve funds.

BALANCE SHEET

Fiscal year ending December 31, 2011 (in thousands of dollars)

CURRENT ASSETS	2011	2010
Cash		
Operations	\$384	\$389
Capital Campaign	1,078	1,394
Accounts Receivable	165	61
Grants Receivable	22	110
Pledges Receivable — Capital Campaign	72	118
Inventory	33	62
Other Prepaid Expenses	17	15
NON-CURRENT ASSETS		
Charitable Remainder Trust	\$100	\$96
Pledges Receivable — Capital Campaign	25	75
Property & Equipment — Net	5,954	6,129
TOTAL ASSETS	\$7,850	\$8,449

LIABILITIES & NET ASSETS

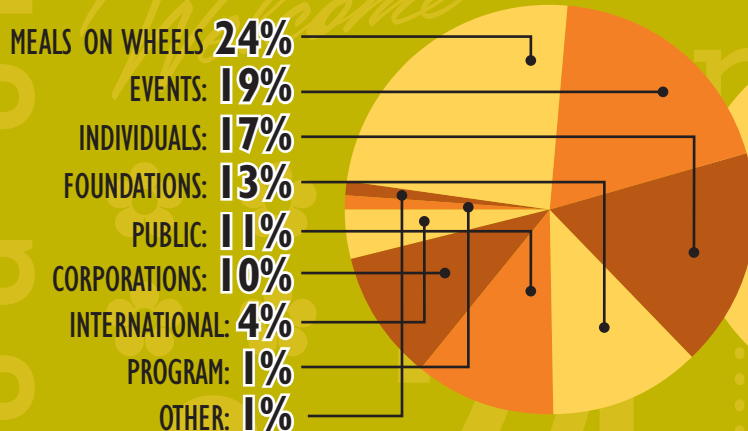
Accounts Payable	\$6	\$10
Accrued Salaries & PTO	53	27
Capital Note Payable	518	518
Total Liabilities	\$577	\$555

NET ASSETS

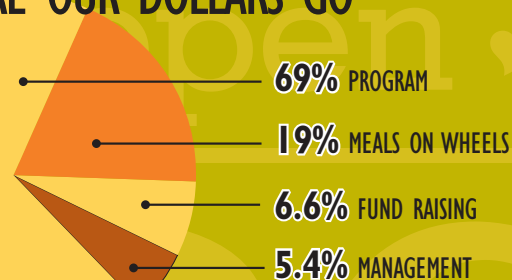
Unrestricted	\$7,050	\$7,542
Temporarily Restricted — Operations	126	159
Temporarily Restricted — Capital Campaign	97	193
Total Net Assets	\$7,273	\$7,894

TOTAL LIABILITIES & NET ASSETS \$7,850 \$8,449

WHERE OUR DOLLARS COME FROM



WHERE OUR DOLLARS GO



YOU + OPEN ARMS = ABUNDANCE

OPERATING DONATIONS

Open Arms acknowledges and thanks the following donors for their gifts from January 1 to December 31, 2011. 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.

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\$50,000 +

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Frey Foundation
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Komen for the Cure

\$25,000 – \$49,999

Broadway Cares/Equity Fights AIDS
Hope Chest for Breast
Cancer Foundation

\$10,000 – \$24,999

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Sally and George Pillsbury
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West Bend Community
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BUSINESSES & CORPORATIONS

\$25,000 – \$60,000

Cargill, Inc.
Charity Events Minnesota
M•A•C AIDS Fund
UPS Foundation
Walser Foundation
Wal-Mart Foundation

\$10,000 – \$24,999

3M Foundation
Allina Health System
Ameriprise Financial Community
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Fair Issac Corporation
General Mills Foundation
Seward Community Co-op
SUPERVALU Foundation
United Healthcare Services, Inc.
Wedge Community Co-op

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ATM Network, Inc.
Avenues For Care, Inc.
Banks & Company, LLC
Blue Zones
Brave New Media
Bristol-Myers Squibb
C.H. Robinson Company
Cambria
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Community Shares of Minnesota
CorePower Yoga & Spa
CRP Holdings, LLC

Davita Total Renal Care, Inc.
Genesis 10
Green Light Productions Group, LLC
Johnson McCann Benefits, LLC
Martin Williams
Nilan Johnson Lewis
Parameters
Park Nicollet Foundation
Knock, Inc.
RBC Dain Rauscher
Ross & Orenstein, LLC
Roundy's Foundation
Sears Imported Autos, Inc.
Stoner & Associates, Inc.
Thrivent Financial for Lutherans
Thull Construction, Inc.
Transit Team
Validus Consulting, Inc.
Watermark Learning
Whole Foods, Lake Calhoun
Womack Holdings

\$1 – \$999

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Bibelot Shop, Inc.
Bungalow Six, Inc.
Business Wears, Inc.
Colvin Consulting Group
Context Communications
Ecolab Foundation
Harrington Plastic Surgery
Honeywell Hometown Solutions
Lake Engineering
LarsonAllen LLP
Legacy Building Company
of St. Cloud
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Microgrants
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Olympus
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Press Advance
Razoo Foundation
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RWB Group, Inc.
Sable Premiums & Promotions
Summit Mortgage Corporation
Talang Partners
TCF Foundation
Tiger Sushi II
UBS Financial Services, Inc.
United Health Group
United Natural Foods

GOVERNMENT

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

ORGANIZATIONS

Becketwood
Fairview Health Services
Girl Scouts of Racine, Troop 536
Give with Liberty
Illusion Theater
Imperial Court of Minnesota
Life Innovations, Inc.
Maccabee Group, Inc.
Medalist Management, Inc.
Metro Meals on Wheels
Millennia Leaders
Moksha Yoga Minneapolis
Monday Night 500 Card Club
NACE – Twin Cities Chapter
NASTAD
Odegard, Inc.
Ramsey County Meals on Wheels
Rock the Cure
Saint Paul Branch AAUW
Salon Marquee
Steeple People Surplus Store
United Way of San Diego County
Wilson Learning Corporation

FAITH COMMUNITIES

Atonement Lutheran Church
Bethany Convent
Church of St. Joan of Arc
Church of St. Thomas
Evangelical Lutheran Church
in America
First Congregational Church
of Minnesota
MAZON: A Jewish Response
to Hunger
Minneapolis Jewish Federation
Mount Olive Lutheran Church
Oak Grove Lutheran Church
Plymouth Congregational Church
St. Benedict's Church
St. Mark's Lutheran Church
Sisters of St. Joseph of Carondelet
United Church of Christ,
New Brighton
Wanamingo Lutheran Church
Westminster Presbyterian Church

SCHOOLS

Bright Water Montessori
Christo Rey
Macalester College
St. Catherine University
University of Minnesota
University of St. Thomas

EVENTS

Butterball
Charity Events Minnesota/
Breast Cancer Ride
East Phillips Community Center –
Empty Bowls
Golf Tournament
Haute
Imperial Court of Minnesota
M•A•C Cosmetics
Monday Night 500 Card Club
Moveable Feast
NACE

Nosh
One-Offs Yippee!, LLC
St. Catherine University,
Empty Bowls &
Clay Club
St. Mark's Lutheran
Church-Concert

MOVEABLE FEAST RESTAURANTS

112 Eatery
Al Vento
Bacio
Bar La Grassa
Barrio Minneapolis
Barrio St. Paul
Cosmos
Crave
Firelake
French Meadow Café
Gianni's
Hazelwood Grill
Heidi's
Il Gatto
Kieran's
Levain
Lucia's
McCormick & Schmick
Mission
Parma 8200
Piccolo
Porter & Frye
Red Stag
Redstone
Restaurant Alma
Ruth's Chris Steak
House
Salut Edina
Solera
The Capital Grille
The Strip Club
The Urban Eatery
Trattoria Tosca
Victory 44
Vincent
The Woman's Club of
Minneapolis
Yum!
Zelo

MONTHLY INDIVIDUAL

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James & Mary Arnold
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Bradley Betlach & Peter
Carlson
Catherine A. Borer
Evelyn Breeden
Erica Brodd
Jesse Brodd
Donna Budde
Judy Busse
Victoria Byrd
Cheryl Chute
Sara Chute
Martyn Crook
Julie Dike
Peter Dowd

Richard Doyle
Robert Edelstein &
Mary Crowley
Robert Englund
Richard Fahel & Jeffrey
Haug
Duane & Candis Fancher
Jim Frazier
Deborah Fulton
Kathleen Furey
Joseph & Jeanne Gall
Karen Gardner
Randy Gough
Daniel Greenstein
Elizabeth Hamel
William Hauge &
T.J. Danielson
Joan Hawkinson
Mary Ellen Hennen
Lynn Marie Hill
James & Deborah
Ingebreten
Pamela Isham
Marlan & Sharon
Johnson
Maria Kustritz
Nancy LaLiberte
Jane Letourneau
Kent C. Linder
Theresa Lippert
Bruce & Cheryl Little
Richard Love
Christine Mackenzie
Regina Matthews
Patricia McDonald
Kelly McManus &
Mike Olson
Rosemary McMonigal
Paula Merrigan &
Martha Mockus
Sylvia Mondati
Patricia & Francis
Nedorosick
Jocelyn Okubo
Paul D. Olson
Elizabeth A. Polter
Deborah Randolph
Michael Redmond
Amaza Reitmeier
David F. Robinson
Stephanie Rose
Paul Schadewald
Beth Schoeppler &
Todd Pierson
Patrick Scully
Andrew Seligsohn &
Martina Anderson
Edwin & Doris Sherman
Ruby Simmons
Susan Smith
Karen Sundberg
Dana Swindler & Greg
Walsh
Jeanne & Don Szurek
Debby Teske
Nancy M. Thompson
Jennifer & David
Van Wyk
Janis Verruso
Joanna Volk
Suzanne Weinstein &
Daniel Levey

Anne Wells
Michael Wilcox
Gerald Wineman
Michael Winikoff
Cynthia & Anthony
Zappa
Leon Zobel

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Victoria Byrd
Cheryl Chute
Martyn Crook
Karen Gardner
Lowell & Carol Hancuh
Jane Letourneau
Kent C. Linder
Paul D. Olson
Elizabeth A. Polter
Paul Schadewald
Anne Wells
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INDIVIDUALS

\$25,000 +
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Letourneau
Sara & Bob Lumpkins
Hazel P. Perkins
Revocable Trust Fund
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Lisa Ness

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Pamela Paulsen & Lynn
Pierskalla
Dan & Carol Wolfe
Cynthia & Anthony
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\$5,000 – \$9,999
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Sabine & Dudley
Barksdale
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Paul D. Olson
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Robert Englund
Ellyn Hosch & Lee
Biersdorf
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Van Wyk
Michael & Debra
Venker
Suzanne Weinstein &
Daniel Levey
Kevin Winge & Kevin
Shores

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Jeremy Pierotti &
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Sally Pillsbury
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Kelli & Steve Pricco
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Amy Tindahl
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Mary Pat Ladner
Aimee & Manuel Lagos
Nancy LaLiberte

I have referred many veterans to your program and often hear great reviews! I recently had a patient, Mr. T, who was refusing to eat, didn't like other meal services, and finally agreed to Open Arms. He is now doing much better and the happiest I have seen him in a while. Thank you for what you do!!
— Alex Shepp, Registered Dietitian, Veterans Affairs Medical Center

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Katherine Rheinberger
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Cheron & Tom Rubenstein
Holly Ruehle
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Laura Ackerman
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Susan Albrecht & Nancy Desmond
Nancy Albrecht
Gerald Allan
Katherine Alvshere
Heidi Ammann & Jacob Sundquist
Cheryl & Eric Amundson
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Constance Baillie
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Cheryl Ballingrud
Matthew & Ilona Banovetz
Mary Barber
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Richard Barnard
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Vanessa Jo Beaudry
Ruth & Robert Beck
Elisa Lee Becker
Mary Beckfeld
Mary Beckman
Thomas Bedard

It sounds really corny, but Saturday mornings at Open Arms have consistently been the second best Saturday morning ritual I've ever had (the first being Saturday morning cartoons when I was a child, of course). — Kitchen Volunteer

Sally Beloff
Jerry Beltt
Sanford Bemel
Carla Bender
Carole Bengtson
Eric Bennett
Erin Berchin
Mary Berg
Tomi Berg
Patrice & Mark Bergen
Harold Berglund
Thomas Berglund
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Karen Holdgrafer-
Berry
Billy Beson
Don Betlach
Tara Beutelspacher
Jill Beyer
Kathy Biddick
James Biederman
Cheryl Biegler
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Mr. & Mrs. Frank Birney
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Peter Bissonette
Michael Black
Thomas Blackmar
Allen Blaich
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Francis & Terese
Blasiak
Robyn Blilie
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I cannot tell you how much the program has meant to me.
Having the meals meant I was able to use my energy to
teach. It felt so good to keep that sense of purpose.
— Robin, Cancer Client

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CLIENTS SERVED

418,842
MEALS PREPARED

137,500
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