

OPEN ARMS OF MINNESOTA 2012 ANNUAL REPORT





Board President Tim Meyer

SUSTAINING OPEN ARMS FOR THE FUTURE



Dear Friends of Open Arms,

As I read through the annual report, I'm proud of all that Open Arms achieved in 2012. It was heartening to see that even as many things changed – leadership, meal numbers, the price of gas, the cost of food – many things stayed the same. Among them, our phenomenal staff and board, who remained committed to our clients, to our mission and to nutritious food.

As a volunteer and a board member, it has been a pleasure to work with the staff of Open Arms. They ensure the daily success of our program by making sure that every meal that comes out of the kitchen is safe, healthy and delicious. Behind the scenes, they facilitate the organization's long-term health by keeping our operations running smoothly and providing nutritional counseling for our clients, an organized experience for our volunteers and stellar events for our friends – and they do it with an irresistible energy and enthusiasm.

It has also been my privilege to work with an outstanding board whose diverse talent, insight and commitment has been awe-inspiring at times. This year, they helped Open Arms make the journey from a small group of friends in Bill Rowe's kitchen to 21 full- and part-time employees, 2,100 volunteers and a \$3.1 million budget

in a 22,000-square-foot facility. As a team, we worked with key staff to turn our best practices into policies, so that we have the kinds of professional systems a larger organization needs to be efficient. We also closely examined our operational expenses and made adjustments to spending that will safeguard our capital and ensure our fiscal stability in 2013.

This strong fiscal management, in combination with the extraordinary generosity of our past and present donors, means that Open Arms will be able to weather the cycles of funding that all nonprofits, at times, experience.

Thank you for all that you do for Open Arms. Whether you volunteered or made a donation, your contributions this year made it possible for us to bring hope and nutritious, delicious meals to people in our community when they needed them most.

A handwritten signature in black ink, appearing to read 'Tim Meyer'.

Tim Meyer

BOARD PRESIDENT

FINANCIAL REPORTING

STATEMENT OF ACTIVITIES

Fiscal year ending December 31, 2012 (in thousands of dollars)

INCOME	2012	2011
Contributions	\$1,281	\$1,260
Government Grants	323	327
Events — Net of Expenses	258	363
Meals on Wheels	640	743
Africa	76	129
Interest	3	5
Other Income	46	49
Satisfaction of Capital Restrictions		(61)
Total Income	\$2,627	\$2,815

EXPENSES	2012	2011
Program	\$2,264	\$2,367
Meals on Wheels	553	661
Management & General	239	184
Fund Raising	263	225
Total Expenses	\$3,319	\$3,437

Change in Net Assets	2012	2011
Operations — Unrestricted	(653)	(396)
Operations — Temporarily Restricted	(39)	(33)
Capital Campaign — Temporarily Restricted		(193)
Total Change in Net Assets	(692)	(622)

INCOME OVER EXPENSES (Cash) *(\$406,608) (\$372,817)

NOTE: In addition, the audited financials account for non-cash items including depreciation, capital pledge write-offs & an unrealized estate receivable gain totaling (\$246,709) in 2012 and (\$248,876) in 2011. The 2012/2011 audited financials are available for further review at Open Arms.

* To fund programmatic expansion given new building capacity, Open Arms allocated \$406,608 to invest in such programmatic expansion in 2012.

BALANCE SHEET

Fiscal year ending December 31, 2012 (in thousands of dollars)

CURRENT ASSETS	2012	2011
Cash —		
Operations	\$1,127	\$1,462
Accounts Receivable	54	165
Grants Receivable	68	22
Pledges Receivable — Capital Campaign	34	72
Inventory	12	33
Other Prepaid Expenses	12	17

NON-CURRENT ASSETS	2012	2011
Charitable Remainder Trust	\$104	\$100
Pledges Receivable — Capital Campaign	6	25
Property & Equipment — Net	5,735	5,954
TOTAL ASSETS	\$7,152	\$7,850

LIABILITIES & NET ASSETS

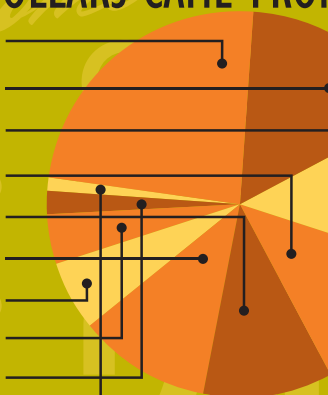
Liabilities	2012	2011
Accounts Payable	1	6
Funds Held for Others	11	0
Deferred Revenue — Moveable Feast 2013	11	0
Accrued Payroll & PTO	49	53
Note Payable	500	518
Total Liabilities	\$572	\$577

NET ASSETS	2012	2011
Unrestricted	\$6,493	\$7,147
Temporarily Restricted — International	87	126
Total Net Assets	\$6,580	\$7,273

TOTAL LIABILITIES & NET ASSETS \$7,152 \$7,850

WHERE OUR DOLLARS CAME FROM

MEALS ON WHEELS:	24%
INDIVIDUALS:	16%
EVENTS:	13%
PUBLIC:	12%
FOUNDATIONS:	11%
CORPORATIONS:	11%
ESTATE GIFTS:	6%
INTERNATIONAL:	4%
PROGRAM:	2%
FAITH COMMUNITIES:	1%



WHERE OUR DOLLARS WENT

68%	PROGRAM
17%	MEALS ON WHEELS
8%	FUND RAISING
7%	MANAGEMENT





**FRESH AND
HEALTHY MEALS
COOKED AND DELIVERED
IN 2012:**

446,847

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

1,008

BY GENDER:

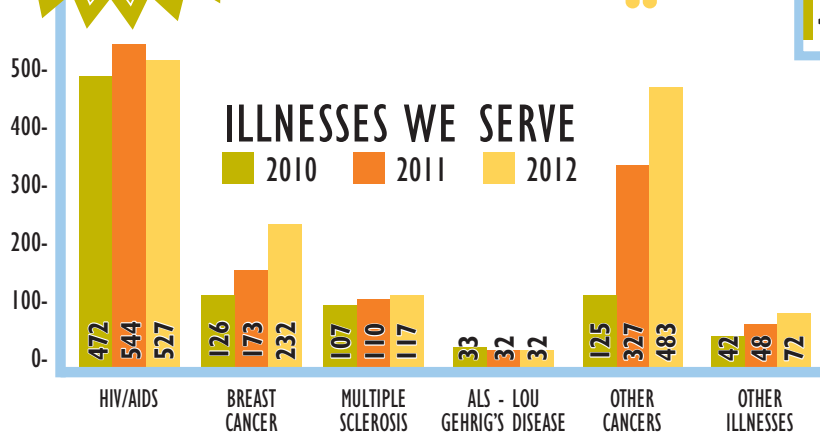
51% WOMEN

49% MEN

<1% TRANSGENDER

ILLNESSES WE SERVE

2010 2011 2012



**BIRTHDAYS CELEBRATED
WITH HOMEMADE CAKES:**



HOPE FOR THE FUTURE

OUR MINNESOTA PROGRAM

Looking back, 2012 was another year of phenomenal growth. We cooked 27,645 more homemade meals than the year prior – and we delivered them to 200 more people. At the same time, we improved the quality and efficiency of our services. And we did it all with the help of many, many extraordinary volunteers and donors.

This year, five new corporate and faith-based partnerships helped us meet the challenges that came with delivering 446,847 meals. By setting up new satellite hubs that allowed drivers to pick up meals at central points outside the metro, these partners helped us reduce gas mileage and driver time and extend our services into new counties. This meant

that we were able to get meals out to folks in rural areas who, because of illness, lack of transportation and distance may have a more difficult time getting to food shelves and grocery stores.

We also added more Saturday delivery shifts. People with chronic illness often have to juggle work, childcare and doctor visits, so they may not have three spare hours on a weekday to wait for their meal delivery. While Saturday delivery provides a practical solution for us, it also offers our clients a little more control over their lives, which is especially reassuring in times of vulnerability and crisis.

Let us not forget the food! It always smells so good in our kitchen. Whether it's roasted root vegetables or baguettes, hot out of the oven, our volunteers are always cooking up something tasty. This year, our chefs and dietitian fine-tuned all eight of our menus to ensure they continue to meet our clients' dietary needs, restrictions and, of course, their preferences. The new

menus are more seasonally based and feature diverse proteins, starches and vegetables – variety is, after all, the spice of life.

Many thanks to our donors and volunteers: Their hard work and friendship help us deliver healthy meals, comfort and hope to our clients, improving the quality of their lives, as well as the success of their treatments.

OUR INTERNATIONAL PROGRAM

In 2012, we celebrated the 11-year anniversary of our international program, which remains committed to bringing food

Thank you all for what you do!
You have helped me to eat
better and not have the stress
of preparing nutritious meals. I
thank you every day in my prayers.

– Dianne, HIV/AIDS Client

SUMMER MEALS SERVED
TO 0—18 YEAR OLDS:

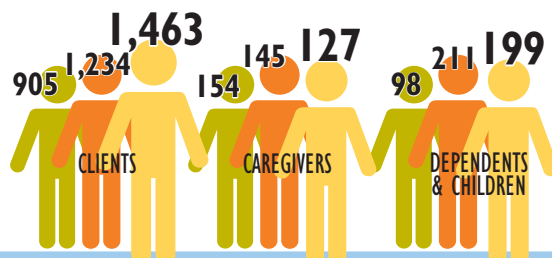


ZIP CODES
DELIVERED TO:

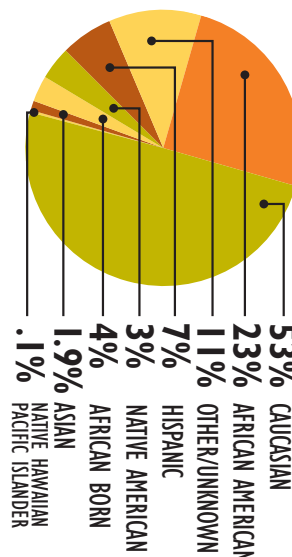


CLIENTS WE SERVE:

■ 2010 ■ 2011 ■ 2012



BY AGE



BY RACE/ETHNICITY

CLIENTS NOURISHED
IN MINNESOTA:

1,789

CLIENTS NOURISHED
IN AFRICA:

6,012

=
A WHOLE LOTTA OF
HOPE

GOOD FOOD FOR THE FUTURE

ADVOCACY

Last year, we were out and about in the community, not only bringing healthy meals to folks, but also talking to them about good nutrition, farming and food systems – and teaching them how to grow and cook their own food.

A partnership with the East Phillips Park Cultural and Community Center, Waite House Neighborhood Center and the Minnesota Department of Education allowed us to bring 6,832 free, delicious and nutritious summer meals to 300 kids in our neighborhood who rely on school lunches during the academic year. We also invited two groups of teens from Waite House to Open Arms, where they learned about farming and planted seedlings.

relief and technical assistance to people infected and affected by HIV/AIDS in sub-Saharan Africa.

As a highlight, in the South Africa townships, we were heartened by the success of the vegetable gardens at Ikamva Labantu. With our support, the gardens employ six people and produce enough fresh vegetables to feed 500 people. We were also stunned by the work of the Social Justice Coalition (SJC), which this year trained some 3,000 volunteers, increasing their ability to promote clean water and sanitation in the townships. We support one activist at SJC, and like the gardeners at Ikamva Labantu, meaningful employment means independence for him – and food and support for his family.

Overall, our work brought 184,912 meals to people in South Africa and Ethiopia. Thank you for supporting our partnerships in sub-Saharan Africa and helping us bring meals to more than 3,000 people, who will lead healthier, more independent lives because of your generosity.

Two adult nutrition classes at Clare Housing promoted the power of veggies and taught our clients there how to cook a low-salt meal of jerk chicken, beans, rice and salad. And, here in our kitchens, we hosted two groups from the Angel Foundation, teaching kids whose parents are ill how to cook inexpensive, quick, nutritious meals for their families.

For our volunteers, clients and staff, we celebrated National Nutrition Month with healthy recipes and a fitness challenge. National Food Day found us out on the farm in Belle Plaine harvesting veggies, and then back indoors for a screening of “Food Fight,” a documentary about the American food system. The best part was the lively panel discussion afterwards, which included staff members, cookbook author Tricia Cornell and food activist Lindsay Rebhan.

TOTAL VOLUNTEER
HOURS GIVEN
IN 2012:

59,056

=
28 FULL-TIME STAFF

DELIVERY
ROUTES
MAPPED:

7,696

MILES DRIVEN:

147,807

GAS DONATED:

\$25,275

MEATBALLS
MADE:

19,200

ARUGULA
GROWN, PICKED
AND WASHED AT
OPEN FARMS:

825
POUNDS

VOLUNTEERS
AT THE FARM:

457

7,550
TRUNKS FILLED
WITH DELIVERIES

PEOPLE POWER FOR THE FUTURE

VOLUNTEERS

This year 2,100 volunteers in the kitchen, out on the farm and on the road, gave us 59,056 hours of their personal time. That's the equivalent of 28 full-time employees who never take a vacation! We literally couldn't function for a day without their help – and their great big hugs.

I absolutely love it. I look forward to every shift. I've met the greatest people and just have such a good feeling about doing something constructive for others.

— Edmund, a volunteer

With that in mind, in 2012, we reached out to our community, looking for new volunteers, growing our ranks and protecting the future of Open Arms.

For example, we were thrilled to have 31 corporate and faith community groups out in Belle Plaine, sowing, tending and harvesting the fields of Open Farms. What a great way to introduce 327 people to our work and our emphasis on high quality nutritious food. And, they helped us harvest 21,000 pounds of fresh, organic produce for our client meals over the course of the growing season.

NOSH, our young professional group, hosted six events throughout the year to reach out to new volunteers and supporters with fun activities such as bowling, farming and happy hour. They also helped us by staffing recruitment tables at North Coast Nosh. A partnership with local online food magazine *Heavy Table*, North Coast Nosh is a sip-and-sample gathering that features local purveyors of everything from cheese to

charcuterie and cupcakes to coffee, beer and soda. We co-hosted the event twice, sharing our mission and our beautiful kitchen with 625 food-loving guests – and raising new friends along the way.

Members of the Shir Tikvah congregation also visited us for a day of volunteerism, bringing about 30 adults and 20 kids into our sunny building. As a group, they learned about food justice and how it relates to our work. Even the children were able to participate, talking about times when they were ill and all the tasty foods that made them feel better. Afterwards, the adults worked in the kitchen, while the kids – ages 3 to 15 – read food-related books and decorated delivery bags. It was exciting to have so many young families in our building. We're already working on connecting with the next generation!

Thank you to our many volunteers – our new friends and our longtime friends – who make every day at Open Arms such a joy and allow us to keep doing this work, which is so important to our community.

SMALLEST INDIVIDUAL
DONATION:

\$.25

LARGEST
INDIVIDUAL DONATION:

\$155,000

1,899

INDIVIDUALS DONATED

\$687,575

322

PEOPLE DONATED

\$45,873

ON GIVE TO THE MAX DAY

giveMN.org

Click. Contribute. Change Your World.

ESTATE GIFTS
\$173,140

\$227,327

RAISED AT:

**8TH ANNUAL
MOVEABLE
FEAST**

\$22,333

RECEIVED FROM THE
CITIES 97 SAMPLER CD GRANT



SUPPORT FOR THE FUTURE

DONORS

Open Arms is the product of an abundant community. In 2012, we received gifts from more than 2,000 corporations, foundations, faith groups, businesses, schools and individuals. No matter the size, each one was an act of compassion, and each one had an impact. As it happens, this year's smallest contribution came from a big-hearted boy named Christopher, who sent us 25 cents, not knowing that his contribution helped ensure that 4,802 people did not go hungry.

In highlights from the year, we were overwhelmed by the support we received from individual donors on Give to the Max Day. In 2011 we received 41 online donations. Last year, rising

to the challenge of a \$60,000 match from our board of directors, 322 people made donations – an amazing show of support. Throughout the day, as donations were posted, we felt you enthusiastically cheering on our work and our clients.

We also received 256 memorial gifts, each one representing a person who felt passionate about Open Arms, its mission and its clients. The feeling is mutual: There are many people we will deeply miss. Among them, the beautiful Casey Guptil, who was a weekly volunteer for over 23 years. She cooked, she delivered, and she lent us her smile at the reception desk – she did it all, and she did it with spunk and a fabulous sense of humor. She was truly a special person, and we were so touched by the gifts her friends and family made in her honor.

Speaking of inspiration: We are ever in awe of the folks who participate in the

Hartford and Remax/Results Breast Cancer Ride, taking to their bikes and 150 miles of open road in our honor. Last year, 200 people rode in the race, including the indefatigable Team Open Arms. Bravo!

These stories are just a portion of the immense generosity we received this year. Thank you for all you contributed to Open Arms, making it possible for us to deliver delicious, nutritious meals to our clients and ensuring we continue to thrive well into the future.

FOR A COMPLETE LISTING OF
2012 DONORS, BOARD OF DIRECTORS
AND STAFF, PLEASE VISIT OUR WEBSITE
AT OPENARMSMN.ORG AND SEARCH
'ANNUAL REPORT' IN THE UPPER
RIGHT HAND CORNER.



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ADDRESS SERVICE REQUESTED

WITH OPEN ARMS, WE NOURISH BODY, MIND AND SOUL



1,789
MN CLIENTS SERVED

446,847
MEALS PREPARED

147,807
MILES DRIVEN

59,056
HOURS VOLUNTEERED

2,627,000
DOLLARS GIVEN

OPENARMSMN.ORG