

Meals on Wheels

2021 GHF Annual Grant Program

Meals on Wheels Central Texas

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Application Form

General Instructions

If approved, should they receive the short or long application?

Long

Congratulations on your advancement to the full application stage!

Please complete the remaining sections of the application. The first four sections labelled "LOI" are included for your reference and are "read only."

Program Name & Amount Requested

Program Name*

Meals on Wheels

Amount requested

\$20,000.00

LOI - About Your Organization

Organization Mission

Meals on Wheels Central Texas seeks to nourish and enrich the lives of the homebound and other people in need through programs that promote dignity and independent living.

Organization Vision

MOWCTX's strategic vision is to become an organization that ensures a holistic continuum of high-quality services for seniors, coordinates volunteers, provides client service coordination, and communicates and advocates for senior needs. MOWCTX is literally in the homes of our clients, observing first-hand their daily needs and social determinants of health, and is uniquely positioned to continue to be a leader in providing senior services in Central Texas.

Date of Incorporation

03/20/1972

Describe your organization's scope of work

moreMeals on Wheels Central Texas (MOWCTX) strategic approach is to provide integrated and innovative senior services addressing the complex needs of low-income homebound seniors to enable them to age with dignity and independence. Led by our signature home delivered meal program, our approach, however, is different from other community based programs in that we provide much “more than a meal.” During our 49 years, MOWCTX has actively listened to seniors in our community and, based on their needs, built and now offers a holistic platform of services designed to help them continue living independently in their own homes for as long as possible. Anchored by a case management system and a keen understanding of the social determinants of health, our experienced social workers coordinate the care and service delivery for MOWCTX clients. Based on this strategic approach, in addition to our nutrition-based programs (meals delivered to clients’ homes by friendly volunteers who perform daily safety checks, and additional food for clients experiencing food insecurity), MOWCTX offers home modifications to enhance safety and accessibility, in-home care for clients needing assistance with daily living activities, free pet food and veterinary care for clients’ pets who are the only companion for many clients, technology-based programs to address social isolation (telehealth treatment for depression), and respite care for clients with Alzheimer’s and dementia.* Some program details changed beginning in March 2020, due to the COVID-19 pandemic. MOWCTX shifted daily operations to delivering shelf-stable or frozen meals every two weeks. We continue to hold a delivery day every two weeks at our office where volunteers (and some staff drivers) pick up two weeks’ worth of shelf-stable or frozen meals for all of our routes in the region. Since March, we have provided more than 753,000 shelf-stable meals to homebound seniors and began providing frozen meals in October 2020.

How many unique individuals did your organization serve during the prior fiscal year?

5000

What geographic area does your organization serve?

MOWCTX serves homebound seniors in seven counties in Central Texas (Travis, Williamson, Bastrop, Lee, Hays, Fayette, Caldwell). The majority of our clients currently live in Travis and Williamson Counties.

Please select the Georgetown zip codes your organization currently serves:

78626 78628 78633 78634 78673 78674

LOI - Financial Overview

UPLOAD: Most Recent Audit.

Please upload your organization's most recent audit and include all formal communication received from the audit firm in relation to the financial statement audit.

NOTE: If your organization has not commissioned an audit AND if you are applying for less than \$25,000, GHF will accept a CPA-prepared financial statement review. As with the audit, upload all formal communication received from the firm in relation to the review.

****GHF will not accept Forms 990, 990-EZ, or 990-PF in place of an audit or CPA-prepared financial statement review.****

All documents must be uploaded as one PDF.

LOI - Funding Request

PRIORITY 1: Basic Needs (Physiological)

Please identify the focus area(s) your proposal seeks to address (select all that apply):

Food

PRIORITY 2: Basic Needs (Safety) & Social Determinants of Health

Please identify the focus area(s) your proposal seeks to address (select all that apply):

Support for Homebound Adults

Priority 3: Supporting Social Determinants of Health for Priorities 1 & 2

Please identify the focus area(s) your proposal seeks to address. Select all that apply:

Health Equity

Proposal Narrative

Describe how GHF grant funds will be used, if awarded. Please be sure to explain how your organization and this funding request aligns with GHF's Mission, Vision/Vision Philosophy, and Target Population. Specifically identify the target population with which you will be working.

This grant would be used to feed approximately 30 of our most vulnerable older adults in Georgetown by helping defray the cost of our meal program to serve them. Our agency has continued to provide the seniors we serve with vital nutrition and other services during the COVID-19 pandemic to ensure they do not become food insecure. The frozen and shelf stable meals we began providing during the pandemic are up to 91% higher than the cost of our regular meals. With the support of the Georgetown Health Foundation, we can improve the quality of their lives and help these homebound seniors to continue living independently for as long as possible. The Meals on Wheels (MOW) program is a holistic nutrition program that provides healthy meals and case management services to homebound elderly and individuals living with disabilities in Central Texas. Our program helps the vulnerable seniors we serve to continue to maintain their health and

independence as they age in place. This fiscal year, with the support of our base of 6,500 community volunteers, Meals on Wheels expects to distribute more than 790,000 nutritious meals to residents in Travis and Williamson Counties. The program aligns with GHF's mission and vision to make a positive change in the community's health, and to empower clients of this program to live healthy, productive lives by affecting their social determinants of health. The program specifically aligns with GHF's 2021 Philanthropic priorities, by providing food to low-income homebound seniors and allowing them to continue living independently in their own home as part of their communities for as long as possible. All MOWCTX meals are designed and overseen by our Nutrition, Health, and Impact (NHI) team and a Registered and Licensed Dietitian Nutritionist (RDN). The RDN ensures the meals meet the most current US Department of Agriculture's Dietary Guidelines for Americans and provide one-third of the Daily Reference Intake of vital nutrients. The menus include whole grains, lean protein, legumes, fruit, vegetables, and low-fat milk. We also provide nine medically-tailored meals for individuals on restricted diets, such as Renal-Friendly, Digestive-Friendly, Pureed, and others, all of which are also Diabetes Friendly.* In addition to designing the menus, our NHI team evaluates the effectiveness of our meal program. MOWCTX also provides case management to the clients of our Meals on Wheels program in addition to the meals they receive. Case management is crucial to the core of our mission and the success of the Meals on Wheels program goes beyond the meal. Case managers select programs to provide specific care for each client's needs. They can refer the seniors served by the Meals on Wheels program to some of our additional programs (e.g., Home Repair, In-Home Care) if they have additional needs. Our case management employs a two-tiered approach: • Clients with a high risk of eviction or needing serious help with financial assistance or utilities receive comprehensive case management from our most experienced care managers. Comprehensive case management (offered by members of our CARE team) includes individualized social services to address situations that may lead to a loss of independence, such as a pending eviction or mental health issues. • Lower-risk clients are served by Supportive Case Managers who visit the clients, receive calls from clients, their friends and family members to ensure the clients' basic living needs are met. All case managers regularly refer clients, as needed, to other MOWCTX programs or to external services, such as low-cost housing or home health care, offered by the City of Austin, The Caring Place, or other organizations. In addition to meal delivery, Meals on Wheels volunteers provide a human connection for our often socially isolated clients, 53% of whom live alone. Meal-delivery volunteers establish relationships with their clients that can last for years or even decades. They are trained to note any problems our clients are experiencing, and relay the information to our staff. Last fiscal year, our volunteers, spent more than 77,000 hours helping us fulfill our mission. This represented a savings of over \$1.96 million in labor and associated costs. *Program details include changes made in March 2020 due to the COVID-19 pandemic. MOWCTX shifted daily operations to delivering emergency shelf-stable or frozen meals every two weeks. We continue to hold a delivery day every two weeks at our office where volunteers (and some staff drivers) pick up two weeks' worth of shelf-stable or frozen meals for all of our routes in the region. Since March, we have provided more than 753,000 shelf-stable/frozen meals to homebound seniors and began providing frozen meals in October 2020. Case managers are still providing assessments and case management, and these have shifted to phone or video conversations to reduce the risk of viral spread to clients and staff.

UPLOAD: Proposal Budget & Expense Narrative

Please upload your proposed budget and include the following details:

Staff. Position title(s), salary(ies), and fringe working directly with this program. Include rationale for each position and percentage of time these positions will spend on the program.

Supplies. List descriptions and costs for each supply, including rationale as to why these supplies are essential to the success of the program.

Overhead. Provide your organization's overhead rate and the rationale for that rate. If you include a line item for an administrative position(s), please provide salary percentage and rationale.

LOI - Relationship with Georgetown and GHF

Collaboration

In what ways do you collaborate or coordinate your services with other local organizations to serve Georgetown-area residents?

In addition to our internal additional programs (home repair, pet care assistance, in-home care, additional food for clients experiencing food insecurity), MOWCTX collaborates with multiple organizations throughout Central Texas to ensure we help our clients receive as much assistance as they need, including the following organizations:

- The Caring Place – We provide referrals for our Georgetown clients who need additional services. The Caring Place provides assistance with food, clothing and shelter; assistance include groceries, clothing and necessary household items, financial assistance for rent and utility bills, some medical bills and prescriptions, some transportation costs, and more.
- Catholic Charities of Central Texas – MOWCTX provides referrals to clients who need additional services Catholic Charities provides HUD approved housing assistance programs, emergency food aid, financial assistance, case management, rent, utility, security and utility deposits. They also provide housing assistance, job finding and employment services, and basic human needs.
- Goodwill of Central Texas – MOWCTX makes referrals to Goodwill for clients with family who may need employment options.
- Age of Central Texas – MOWCTX regularly provides referrals to our Georgetown clients who may need equipment, or caregiver information (respite information).
- Family Eldercare – MOWCTX provides client referrals to this organization for families in need of services such as home counseling or money management. Family Eldercare also has an office available in Georgetown. Collaborating organizations also include other service organizations such as the Area Agency on Aging, and Texas Health and Human Services. MOWCTX also partners with organizations like the United Way of Williamson County to help raise awareness of our services and reach the growing number of seniors in Williamson County (including Georgetown) who need our help.

Describe your organization's work in Georgetown

Meals on Wheels Central Texas has been serving homebound seniors living in Georgetown since 2013. During our 49 years in the Central Texas Community, we have developed a holistic platform of services designed to help homebound seniors to continue living independently in their own homes for as long as possible. MOWCTX has been offering meals and other services to Georgetown residents for the past six years. In addition to our nutrition-based programs (meals delivered to clients' homes by friendly volunteers who perform regular safety checks, and additional food for clients experiencing food insecurity, like breakfast meals), MOWCTX offers home modifications to enhance safety and accessibility, grocery shopping assistance, and free pet food and veterinary care for clients' pets who are the only companion for many clients. Last fiscal year, we served approximately 30 unduplicated clients in Georgetown (across the zip codes provided by the Georgetown Health Foundation: 78626, 78628, 78633, 78673, 78674, 78634). Since the pandemic began, MOWCTX has provided 4,273 meals to 30 unduplicated Georgetown residents. MOWCTX continues to ensure homebound seniors in Central Texas, including Georgetown receive nutritious home-delivered meals and check-ins. Our new delivery procedure to distribute shelf stable meals every two weeks helps reduce contact between clients and volunteers to reduce the spread of the virus. Case managers are still providing assessments and case management by phone or video conversations to reduce the risk of the spread of the COVID-19 virus to clients and staff. In addition, to address increased feelings of social isolation, we have implemented care calls, where volunteers make friendly calls to more than 220 of our most at-risk clients to connect with them.

How many unique Georgetown residents did your organization serve during the prior fiscal year?

Out of the total number of unique individuals your organization served during the prior fiscal year, how many were Georgetown residents?

30

Is your organization's main office located in Georgetown?

No

If no,

where is your organization's main office located? Do you maintain a satellite space in Georgetown? If so, what is the address of the Georgetown-based satellite space?

Has your organization ever received a GHF grant?

Yes

Do you currently receive any form of rent assistance from GHF?

No

If yes, please provide:

- Property address;
- Annual rent payments to GHF;
- Annual grant dollars committed by GHF to your organization specifically associated with your lease agreement.

Organizational Strategy & Capacity

Instructions. The following four questions were adopted from Charting Impact, developed by the Better Business Bureau Wise Giving Alliance, GuideStar USA, and Independent Sector. We include these questions because they give us a holistic understanding of your organization's approach to achieving your mission. ***Remember to answer these questions at the organizational level, not the program level.***

NOTE: If needed, upload additional information (methodology, rationale, citations for key statistics and research) in a separate document when prompted in the "Citations, Acknowledgement, & Assurance" section.

What is your organization striving to accomplish?*

Clearly and concisely state your organization's ultimate goal for intended impact. Examine how your goals for the next three to five years (or an alternate time frame specified in your answer) fit within your overall plan to

contribute to lasting, meaningful change. When finished ask yourself, "If someone unfamiliar with our work were to read this, would they have a clear definition of what long-term success means for my organization?"

MoreThe ultimate goal for Meals on Wheels Central Texas (MOWCTX) is to ensure that seniors, persons who are homebound, and people with disabilities remain in their homes and live with dignity and independence as they age. The principal needs that Meals on Wheels Central Texas address are hunger, social isolation, and living conditions for aging adults in seven Central Texas counties, especially for those who have limited resources. More than 94% of the people we serve across our 15 programs are over 55 and over 93% live at or below 250% of the federal poverty guidelines. Central Texas is leading the country in the growth of the older adult population. According to the U.S. Census Bureau, the Austin-Round Rock metropolitan area has the fastest growing pre-senior population (age 55-64) in the nation. Greater Austin also has the second fastest growing senior population (age 65+) in the nation. Our strategic approach is to provide evidence-based and outcome driven healthcare services for low-income seniors to address, in a cost-effective way, their complex needs so they can remain connected to their communities and age-in-place with dignity and independence. Anchored by a case management system and a keen understanding of social determinants of health, our social workers conduct in-home assessments and then coordinate the care of MOWCTX clients by referring them to the services we offer. Having actively observed vulnerable seniors for over 49 years, we learned that in many instances nutrition alone is not enough to meet their needs. So, led by our signature home-delivered lunchtime meal program, we developed a holistic platform of the following "More Than a Meal" services: additional nutrition-based programs (grocery shopping assistance and shelf stable groceries) for clients experiencing food insecurity, home modifications to enhance safety and accessibility, in-home care, free pet food and veterinary care for clients' pets, technology-based programs to address social isolation, and respite care for clients with dementia. During the next 3-5 years, MOWCTX will continue to expand our operations as we work to meet the growing need in Central Texas. Due to the high cost of living in Austin, more of our low-income clients are relocating to more outlying, rural areas. MOWCTX wants to ensure we reach as many seniors who need our help as possible.

What are your strategies and capabilities for making this happen?*

Describe your organization's strategies and capacities that support your long-term progress toward accomplishing the goals you cited in the previous question. Specify why your organization believes the methods you employ will benefit your target population and/or advance your issue. Detail your organization's core assets, including internal and external resources.

eyesMOWCTX has always been an organization that sees itself as part of a community of providers in our region. We are members of Meals on Wheels America and a founding member of the Meals on Wheels Association of Texas. Our strategy is to not only be a regional hub for our services but also a collaborator with other community based partners to accomplish our goals and have the greatest impact. This broad approach benefits our target population and advances our cause to meet their basic needs. For example, we currently offer a Country Wheels program that provides meals to hungry seniors living in rural areas of Travis, Bastrop, Williamson, Lee, Fayette, Caldwell, and Hays counties. In addition, we are actively offering more of our holistic services such as home repair, shelf-stable grocery delivery, breakfast meals for clients who are food insecure, and pet care assistance to those who have begun receiving our services in Williamson County. Our agency possesses strong assets, both internally and externally. MOWCTX offers intensive case management as part of our holistic platform of services. Case managers not only assess and manage the needs of their clients, but they serve as a critical hub to connect our homebound seniors with the 15 total programs that MOWCTX offers. These programs manage the needs of our clients to help them to continue living independently as they age in place, by offering services such as home-delivered meals, additional food programs for clients facing food insecurity, home repair, pet food and veterinary care assistance for and grocery shopping assistance. Our case managers also provide external referrals if a client may need a service provided by a different organization. In addition, MOWCTX also has a network of more than 6,500 community volunteers in Central Texas, who help us deliver our services to homebound clients. A core external asset for us is our community volunteer team. MOWCTX Volunteers serve as the "eyes and ears" of MOWCTX and help check in on clients when making deliveries, calls, or other connections with clients, and report any concerns back to the agency

and followed up with by a client's case manager. During meal delivery, volunteers pick-up their meals from a variety of distribution sites around Greater Austin & Williamson County, so that volunteers can deliver them in approximately one hour. Our network of volunteers spent more than 77,000 hours helping us fulfill our mission last fiscal year. What we are able to save in labor and associated costs by using volunteers enables us to serve more clients. In 2018, MOWCTX created the Nutrition, Health and Impact department (NHI) as part of the organization's focus on impact and outcome-driven data. The NHI department is responsible for overseeing the data collection, reporting, and outcome development for all programs at MOWCTX. Over the next 2-5 years, the NHI department is working on reviewing and revising all metrics and outcomes/outputs for each program at MOWCTX to ensure we are demonstrating the best impact for all programs. These revised outcomes will not only help us measure efficiency and provide the best possible services to the seniors we serve, but pave the way for MOWCTX to integrate into the healthcare system as a preventive service. Finally, MOWCTX is also fortunate to have a strong leadership team as one of our core assets. During the past year, our executive leadership team helped devise plans to adapt our operations to continue bringing our vital services to our homebound seniors during the COVID-19 pandemic. This included adapting all of our services, including (but not limited to): meal delivery procedure, new volunteer guidelines and operations, case management, client check-ins for socially isolated clients, and changes to all other programs so that the homebound seniors who depend on our services will still receive the assistance they need.

How will your organization know if you are making progress?*

Explain how your organization assesses progress toward your intended impact. Identify milestones that signal progress and success. Describe your assessment and improvement process: the methods you use as you measure key indicators and how your organization uses that information to refine your efforts.

MOWCTX strives to not just maintain its services but to adapt to the ever-changing needs of clients and the opportunities available in the community. As such, we have always been an organization that continuously tries to improve. We have been steadfast in our commitment to measuring program outputs and outcomes and using information to adjust our processes and approaches. We regularly conduct client surveys, screening tools, and in depth evaluations of client trends and demographics in order to ensure we are providing high quality services. One way in which we do this is by evaluating our impact on food insecurity, a leading social determinate of health and a key contributor to malnutrition. Even for a short period of time, malnutrition can result in dire consequences for the senior population including weakened immune systems, premature institutionalization and increased hospital costs (Sharkey 2008, Hickson 2006, Lee & Frongillo 2001). MOWCTX began using the USDA Food Security Survey in 2018 to identify those who are food insecure. In FY 2020, of new clients enrolled onto our meal program that were identified as being food insecure using this validated screening instrument, approximately 75% demonstrated improvement in food security. Another example of how we know we are making progress is by evaluating our impact on malnutrition. To screen for malnutrition in clients over the age of 65 during their initial home visits, case managers will administer the Mini Nutritional Assessment Tool (MNA), a validated, evidenced-based nutritional screening tool from the Nestle Nutritional Institute, and identify those who are malnourished. The Nutrition, Health and Impact staff will follow up for rescreening after 90 days to determine if nutrition status or indicators improved due to meal services. During the previous two fiscal years we demonstrated that of new clients identified as malnourished upon enrollment, 2/3 improve in just 3 months of our medically-tailored meal program. Our NHI department analyzes and evaluates the results of our surveys, program outcome/output metrics and helps determine trends as well as room ways to improve impact. While we look at what we currently do, we also know we must look ahead. To enable us to meet the needs of our evolving client base, our Board conducted a visioning exercise in 2018 to help improve current strategies as it positions the organization for the future. To meet the needs of future generations, we must embrace new ways of doing things. To foster future relationships with supporters (e.g., foundations, government funders, and healthcare payors), who will require sophisticated data collection platforms in order to partner with us, MOWCTX is positioning our NHI department to organize, analyze, and improve the organization's data over the next 2-5 years. In the meantime, we will focus on tracking key indicators that will guide progress toward our future goals. Those indicators will look at the number of clients in our new areas and the different

services they are accessing. We will also build and steward the relationships we have forged with businesses and organizations in our expanded communities.

What have and haven't you accomplished so far?*

Demonstrate recent progress toward your long-term goals by describing how your near-term objectives are propelling your organization toward your ultimate intended impact. Go beyond the outputs of your work to make clear how these outcomes are contributing to fulfilling long-term goals. In describing both outcomes achieved and those not yet realized, include what your organization has learned about what does and doesn't work, what risks and obstacles exist, and what adjustments to goals, strategies, or objectives have been made along the way.

The people we serve are generally the frailest among us -- older adults who are often homebound and disabled. We do our best to help them live independently, but know we cannot keep them from aging. We can, however, make sure that as they age, they do so with dignity and independence for as long as they are on our services. Our goal is to help seniors and older adults with disabilities to continue living independently as long as possible. The 15 programs that MOWCTX provides address the social determinants of health that can help older adults maintain their health and thus, their independence. We are interested in integrating with the healthcare market as a preventive healthcare provider, but this process will take time. To become a viable partner, MOWCTX must be able to offer the sophisticated data collection platforms that healthcare payors and other funders require. MOWCTX is finishing up a process of an organizational database transition to Salesforce, which has been taking place over the last two years. The migration of our client data into Salesforce means that our Client Services and Volunteer Services departments, which began the transition to Salesforce in 2018, are now both using Salesforce, which has allowed us to integrate this data and have more uniform access within the organization. Some of our additional programs have made the transition as well, such as our Senior Centers program, Pets Assisting the Lives of Seniors (PALS) program, and others. We anticipate that more training and personnel support will be needed in the future, as there will be modifications that we need to make as our organization adapts to the needs of the community. As we continue to work through the process of fine tuning the database to our organization's needs, we will be working towards a sophisticated collection of data, managed by our NHI department, so that we can evaluate it and more effectively share the impact of our services. Over the course of 2021, MOWCTX will continue to migrate each of our additional programs' data onto Salesforce, complete staff training, and working out further modifications to the database as needed to continue our path toward creating a sophisticated collection of data. As the COVID-19 pandemic endures into 2021, MOWCTX will continue to refine our programs and deliver services to help the homebound seniors we serve to remain living independently in their homes and to reduce their risk of exposure to the virus. Currently, MOWCTX delivers two-week supplies of shelf stable and frozen meals to seniors in Central Texas (delivered by volunteers and some paid MOWCTX staff drivers). Our current plan is to return to daily hot meal delivery later in 2021 when it is safe to do so. These plans will depend on local stay-at-home orders and other safety recommendations. Since March 2020, MOWCTX has provided more than 900,000 shelf stable and frozen meals to homebound seniors, and more than 376,000 of these meals were provided during FY2020-2021 alone (since October 2020). Beginning in October 2020, MOWCTX began offering frozen meals to clients, in addition to the shelf stable meals, to provide them with more variety. Case managers have continued to serve clients remotely, and MOWCTX also created the Care Calls program, in which staff and volunteers provide weekly (or daily, as some cases may dictate) calls to some of our most socially isolated clients. Care Calls enables volunteers to spend one-on-one time with clients on a regular ongoing basis. These calls are often the only friendly contact clients have all week. The aim of the Care Calls program is to help lessen the adverse effects of social isolation and loneliness by fostering friendship and connection between client and volunteer, providing the reassurance that someone is checking in regularly. Where possible, we even try to match up clients with their regular meal delivery volunteers. Approximately 220 clients are enrolled in the Care Calls program. In addition, we have recently begun to partner with Austin Public Health to provide our homebound clients with COVID-19 vaccinations. MOWCTX is proud of this mobile vaccination partnership and will continue working to help connect our clients with vaccination opportunities. We know that there is a significant need among our client base for assistance with receiving a COVID-19 vaccination, so we will persist in our efforts to partner with local agencies and help vaccinate as many clients as possible. MOWCTX continues to serve clients through our

additional programs, which provide services that help them to continue living independently in their own homes for as long as possible. Our Home Repair program transformed 156 homes last fiscal year. In addition to the major and minor repairs we usually provide to our clients that help them reside safely in their homes, this fiscal year we have also been providing repairs to clients' homes that were damaged by Winter Storm Uri.

Organization Staff*

How many staff does your organization have? What is the percentage of staff turnover during the last 12 months? What are the primary contributors to staff turnover?

Meals on Wheels Central Texas currently has 124 employees (approximately 69 full time employees and 55 part time employees). The turnover rate for the past 12 months (2020) is 12% due to various factors, primarily personal reasons, such as medical reasons/needs, retirement, childcare, parental care or stepping into a caregiving role, and others. We had turnover in one senior leadership position (Vice President for Communications) due to retirement and we hired a new, female employee to fill this role.

Organization Volunteers*

Does your organization engage volunteers to deliver its programs and services? If so, please describe how they help you to achieve your organizational and programmatic goals.

MOWCTX utilizes a base of more than 6,500 community volunteers, who help make our services possible. Volunteers help deliver meals for our Meals on Wheels and Breakfast Meals programs. In addition, our community volunteers: i.) help deliver monthly supplies of pet food and transport our clients' pets to veterinary appointments; ii.) deliver monthly supplies of shelf stable groceries for clients experiencing food insecurity; iii.) perform minor, safety related home repairs, such as installing safety grab bars to minimize fall risk; iv.) provide technology hardware training for clients who are learning to use the internet; v.) help MOWCTX staff make weekly or even daily calls to some of our most socially isolated clients to check in on their welfare, chat, and provide an additional connection; and vi.) help provide respite care for clients with Alzheimer's disease and other forms of dementia, as well as their caregivers. In addition to meal delivery, Meals on Wheels volunteers provide a regular, human connection for our often socially isolated clients, 53% of whom live alone. Meal-delivery volunteers establish relationships with their clients that can last for years or even decades. They are trained to note any problems our clients are experiencing, and relay the information to our staff. Last fiscal year, our volunteers spent more than 77,000 hours helping us fulfill our mission.

Organization Board of Directors*

How many Board of Directors does your organization have? What is the percentage of board turnover during the last 12 months? What are the primary responsibilities of your Board of Directors?

MOWCTX currently has 12 voting members and 2 non-voting members (for a total of 14), with 0% turnover rate during the last 12 months. Board members participate in Board and volunteer training, and become thoroughly knowledgeable about the organization, its programs, and operations. The primary responsibilities of MOWCTX Board Members include: i) Devoting approximately 4-6 hours each month on Board and agency-related matters ii) Attending and participate in monthly board meetings iii) Actively participating in fundraising and marketing iv) Participating in one or more Board oversight committees and special projects v) Giving at least one speech or presentation to a community group, co-workers, or similar organization each year vi) Participate in the annual evaluation of the CEO vii) Participating in policy development, decision-making, and strategic and long-range plans regarding the future and direction of programs and services.

UPLOAD: Board List*

List each board member's name, place of business, home address, and years with the organization. *Specify the percentage of board members that make a financial contribution to your organization.*

2020-2021-Current MOWCTX Full Detail BD Roster-1-11-2021.pdf

Georgetown Community Responsiveness

What makes your Georgetown efforts unique to the community?*

Briefly describe what sets your work apart from other nonprofits in the area and why your organization is best situated to provide this service(s).

moreMOWCTX provides a holistic platform of services to the homebound seniors we serve. This platform of services, with more than 15 programs that are designed to help older adults to continue living independently in their own homes as possible, is what sets our organization's work apart. Led by our signature home delivered meal program, our approach, however, is different from other community based programs in that we provide much "more than a meal." During our 49 years, MOWCTX has actively listened to seniors in our community and, based on their needs, built and now offers a holistic platform of services designed to help them continue living independently in their own homes for as long as possible. Anchored by a case management system and a keen understanding of the social determinants of health, our experienced social workers coordinate the care and service delivery for MOWCTX clients. Our holistic platform of services, combined with our history of service in the Central Texas community and network of partnerships is why MOWCTX is best situated to provide the proposed service to homebound seniors. Case management is also at the core of our services, helping our clients find not only the additional services that we offer, but also providing referrals to other services in the community that our clients may need.

How does your organization interpret needs and adapt its programs accordingly?*

Describe how your organization monitors evolving community needs and adapts its work to meet them. Provide a recent example.

MOWCTX monitors and evolves the services we provide based on community need and client feedback. The COVID-19 pandemic has required that we make significant adjustments to our operations. Beginning in March 2020, MOWCTX pivoted to: (i) less frequent deliveries and a different delivery protocol (described below) to protect the health and safety of clients, staff and volunteers, and (ii) to serving frozen and shelf stable meals. We provide our clients with a two-week supply of a variety of shelf-stable and frozen meals. The shelf stable meals are more costly to the agency. On meal pick up days, MOWCTX team coordinates the assembly line and pick up process in compliance with the CDC recommended guidelines and all applicable local COVID-19 orders and so volunteers never have to leave their cars. All deliveries are made at the clients' homes in compliance with our new delivery protocol of meal drop off at the front door, knock, and step back the required social distance. All of these deliveries are also conducted in compliance with the CDC recommended guidelines, and all persons delivering meals also wear masks during deliveries. MOWCTX paid drivers deliver meals to clients living further away, including to more rural areas. As the need for more client deliveries increases, including to more remote areas, more temperature controlled fleet vehicles will be needed. We have added approximately 1,400 new clients since the pandemic began (serving a total of 5,000 clients across all 15 programs) due to the increased need in Central Texas and we anticipate this need will continue to increase. MOWCTX also conducted two phone surveys during the COVID-19 pandemic to assess client needs and satisfaction levels. Approximately 79% of clients reported the meals provided by MOWCTX

during COVID provide an essential part of their daily nutrition. In 2019, prior to the pandemic, 40% of MOWCTX clients were food insecure based on the United States Department of Agriculture (USDA) 6 Item Food Insecurity Questionnaire. During the second phase of our COVID-19 client surveys, our data revealed that 61% were now food insecure based on the USDA Hunger Vital Sign Questionnaire. MOWCTX added additional clients to our Breakfast Meals program to receive additional nutrition to address their food insecurity.

Research commissioned by GHF in 2019 and 2015 revealed participants' experience with unequal treatment due to race, citizenship, education, and socioeconomic status. They also expressed a desire to have more voice in decisions that impact them.

The following two questions are designed to help GHF understand how you make your resources visible and accessible to all eligible participants.

Publicizing and Recruiting*

How do you ensure that Georgetown community members who need these resources the most are aware of them? If funded, how, when, and where will you publicize/recruit to engage them?

CommunityMOWCTX has a wide social media presence (over 17,000 followers across our various platforms like Facebook, Twitter, and Instagram), receives local media coverage, and also receives regular referrals from 2-1-1 and other nonprofit organizations in the Central Texas area (including referrals for clients living in Williamson County). MOWCTX also currently partners with United Way of Williamson County (UWWC), and has had several chances to speak at local businesses in Georgetown about the UWWC workplace giving campaign in the past (prior to COVID-19) and how local donations help nonprofits assist citizens like the seniors we serve in Georgetown. To further ensure maximum participation for Georgetown residents, MOWCTX plans to participate in more upcoming and future events in Georgetown, such as the Nonprofits Fair, hosted by the Sun City Texas Community Association (when these events are able to safely resume, due to COVID-19 restrictions). Other potential ways to increase awareness of our program may include: the "Community Impact Newspaper," "Hill Country News," the "Williamson County Sun," or the "Hello Georgetown!" weekly newsletter, and targeted social media ads in Georgetown zip codes.

Considering the program locale, how are transportation and accessibility addressed?*

MOWCTX has an existing infrastructure in place to ensure that our services are accessible and delivered directly to our clients' doorstep. We have a large volunteer network, who help us provide daily checks in the home when they deliver their meal to each client. Our paid drivers, who deliver meals to outlying areas or other routes not covered by volunteers, also help us check in on our clients' welfare, and bring a meal and smile to the homebound seniors we serve. Other services provided by our holistic platform of programs are also brought directly to the client through professional construction contractors (home repair), in-home care attendants, volunteer pet food delivery, and grocery shopping assistance with a volunteer. The clients that MOWCTX serves are homebound, so our services are delivered directly to them in their homes through our friendly volunteers or MOWCTX staff making the services accessible and transportation is not an issue for them to receive services.

Proposed Program Details

Description of Proposed Program*

Describe the program for which you are requesting funding and the issue it seeks to address. Explain how you determined the Georgetown community's need for this program. Detail the strategies, resources, capacities, and connections that support your progress toward the program's identified goals. Provide evidence to support the strategies you employ within the program that reinforce your organization's long-term goals, and cite whether such strategies have been proven effective by research (if needed, attach citations, research, and any additional information in the "Citations, Acknowledgement, & Assurance" section).

Citations, This grant request addresses the basic needs of seniors by providing food and other services for homebound older adults who are suffering from hunger and loneliness in silence in the Greater Austin area (Travis and Williamson Counties). Our primary goal is to help these vulnerable seniors to continue living independently in their own homes for as long as possible. This grant would be used to feed approximately 30 of our most vulnerable older adults in Georgetown by helping defray the cost of our meal program to serve them. Our agency has continued to provide the seniors we serve with vital nutrition and other services during the COVID-19 pandemic to ensure they do not become food insecure. The cost of the frozen and shelf stable meals we began providing during the pandemic in March 2020 is up to 91% higher than the cost of our regular meals, depending upon the components. With the support of the Georgetown Health Foundation, we can improve the quality of their lives and help these homebound seniors to continue living independently for as long as possible. The Meals on Wheels (MOW) program is a holistic nutrition program that provides healthy meals and case management services to homebound elderly and individuals living with disabilities in Central Texas. Our program helps the vulnerable seniors we serve to continue to maintain their health and independence as they age in place. This fiscal year, with the support of our base of 6,500 community volunteers, Meals on Wheels expects to distribute more than 790,000 nutritious lunchtime meals to residents in Travis and Williamson Counties. The program aligns with GHF's mission and vision to make a positive change in the community's health and to empower clients of this program to live healthy, productive lives by affecting their social determinants of health. The program specifically aligns with GHF's 2021 Philanthropic priorities by providing food to low-income homebound seniors and allowing them to continue living independently in their own home as part of their communities for as long as possible. MOWCTX determined the need for this program in Georgetown by our existing history serving clients in this area. In addition, data from the most recent U.S. Census shows that approximately 29% of the population in Georgetown is over the age of 65. The rising senior population has increased attention on 'aging in place' instead of relying on taxpayer-supported institutionalized settings (Vanleerbergh 2017). Not only is this desire shared by seniors (Rosenwohl-Mach 2018), but it is also encouraged by government agencies as an alternative to these high cost options. However, many homebound older adults and individuals with disabilities are socially isolated and have difficulty accessing nutritious food. Social isolation and food insecurity are both associated with malnutrition, which is critical since even for a short period of time, can have dire consequences resulting in increased healthcare and societal costs and diminished quality of life (Curtis 2017, Boulos 2017, Goates 2016, Abizanda 2016, Sharkey 2008, Hickson 2006, Lee & Frongillo 2001). Home-delivered meals also decrease institutionalization of older adults and resulting healthcare expenditures (Sahyoun and Vaudin 2014). * Central Texas is among the fastest-growing areas for people aged 55-64 and has the second fastest-growing population of people aged 65+ in the country. Without regular access to healthy meals, malnutrition can quickly ensue, leading to dire consequences like frequent hospitalizations and premature institutionalization. *Full citations from this paragraph are available in "Citations, Acknowledgment & Assurance" section

Proposed Impact*

How does this program prevent/eliminate/reduce the issue OR educate/rehabilitate/maintain a person affected by the issue?

The Meals on Wheels program seeks to help homebound older adults maintain their independence, their nutritional health, reduce isolation, and improve their overall quality of life. By providing the nutritious, home-delivered meals (HDMs) to homebound seniors offered by our Meals on Wheels program, we help the

clients we serve to maintain their overall health and prevent the dangerous effects of hunger and malnutrition. It has been proven that HDMs help to improve dietary intake, decrease institutionalization, and reduce malnourishment. All MOWCTX meals are designed and overseen by our Nutrition, Health, and Impact (NHI) team and a Registered and Licensed Dietitian Nutritionist (RDN). The RDN ensures the meals meet the most current US Department of Agriculture's Dietary Guidelines for Americans and provide one-third of the Daily Reference Intake of vital nutrients. The menus include whole grains, lean protein, legumes, fruit, vegetables, and low-fat milk. We also provide nine medically-tailored meals for individuals on restricted diets, such as Renal-Friendly, Digestive-Friendly, Pureed, and others, all of which are also Diabetes Friendly.** In addition to designing the menus, our NHI team evaluates the effectiveness of our meal program. MOWCTX also provides case management to the clients of our Meals on Wheels program in addition to the meals they receive. Case management is crucial to the core of our mission and the success of the Meals on Wheels program goes beyond the meal. Case managers select programs to provide specific care for each client's needs. They can refer the seniors served by the Meals on Wheels program to some of our additional programs (e.g., Home Repair, In-Home Care) if they have additional needs. Our case management employs a two-tiered approach:

- Clients with a high risk of eviction or needing serious help with financial assistance or utilities receive comprehensive case management from our most experienced care managers. Comprehensive case management (offered by members of our CARE team) includes individualized social services to address situations that may lead to a loss of independence, such as a pending eviction or mental health issues.
- Lower-risk clients are served by Supportive Case Managers who visit the clients, receive calls from clients, their friends and family members to ensure the clients' basic living needs are met. All case managers regularly refer clients, as needed, to other MOWCTX programs or to external services, such as low-cost housing or home health care, offered by The Caring Place, Family Eldercare, Foundation Communities, Silver Lift, Catholic Charities of Central Texas, Round Rock Area Serving Center, AGE of Central Texas, the City of Austin, Travis County, or other organizations. In addition to meal delivery, Meals on Wheels volunteers provide a human connection for our often socially isolated clients, 53% of whom live alone. Meal-delivery volunteers establish relationships with their clients that can last for years or even decades. They are trained to note any problems our clients are experiencing, and relay the information to our staff. Last fiscal year, our volunteers, spent more than 77,000 hours helping us fulfill our mission. **Program details include changes made in March 2020 due to the COVID-19 pandemic. MOWCTX shifted daily operations to delivering emergency shelf-stable or frozen meals every two weeks. We continue to hold a delivery day every two weeks at our office where volunteers (and some staff drivers) pick up two weeks' worth of shelf-stable and frozen meals for all of our routes in the region. Since March, we have provided more than 900,000 shelf-stable and frozen meals to homebound seniors, 340,000 of which have been provided since the start of this fiscal year alone (October 2020). Case managers are still providing assessments and case management, and these have shifted to phone or video conversations to reduce the risk of viral spread to clients and staff. In addition, to address increased feelings of social isolation, we have implemented Care Calls, a program where volunteers make friendly calls to more than 220 of our most at-risk clients to connect with them.

Goals

Grant Period: The grant period for all GHF Annual Grants is **July 1 - June 30**.

Number of Georgetown residents to be served by this grant*

30

INSTRUCTIONS: Input at least 1 and up to 3 goals that will be achieved through the funding of this proposal. The goal(s) should be attainable within the 12-month grant period.

GOAL 1*

What end result would this grant support?

To improve food security in homebound older adults in Central Texas

Support for the Goal 1: Outcomes, Outputs, Tracking, Activities, Inputs*

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below. Additional prompts are provided to guide your responses within each category.

Outcomes: *What result will show the accomplishment of the strategy? What impact do you anticipate will result from completion of the activities?*

Outputs: *What are the quantitative measures (# of participants, # of sessions held, # of encounters, etc.) that demonstrate progress?*

Tracking: *How will you measure your progress? What systems will you employ to assess the activities?*

Activities: *What activities will support the goal?*

Inputs: *What resources (human, financial, organization, etc.) will be committed to this goal?*

Outcome: 70% of new MOWCTX clients identified as food insecure will demonstrate improvement in food -security after one year on the program Outputs: 2,500 USDA Food Security Questionnaires administered to track all clients' food security status in the Meals on Wheels program Tracking: To measure the first goal, the USDA Food Security Questionnaire (FSQ) is administered to every new client upon enrollment in the meal program. This tool is a validated 6-item questionnaire that results in a score of 0-6 with 2-4 being 'low food security' and 5-6 being 'very low food security'. After one year of being on the meal program, the USDA FSQ will be re-administered to clients to demonstrate if there is improvement in their food security status. The NHI team will aggregate and analyze the pre-post data and share results accordingly. Activities: providing home-delivered meals, measuring client food security status when beginning our program and again after receiving meals for one year Inputs: case managers, volunteer services and distribution, medically tailored meals, registered dietitian nutritionists, Salesforce database, research and program analyst

GOAL 2 (if applicable)

Contribute to the essential daily food intake of MOW clients.

Support for the Goal 2: Outcomes, Outputs, Tracking, Activities, Inputs

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below.

Outcomes:

Outputs:

Tracking:

Activities:

Inputs:

Outcomes: 70% of clients responding to an annual food survey who indicate that the meals provided by the Meals on Wheels program are an essential part of their daily nutrition. Outputs: 500 Annual Food Surveys administered to track client food preferences, dietary needs and food quality Tracking: To measure the second goal, MOWCTX administers an annual food survey to a sample of clients to measure client satisfaction regarding the meals and solicit client input regarding food preferences, religious and cultural dietary needs

and food quality. Activities: providing home delivered meals, using annual food surveys to measure client satisfaction, food preferences, and other needs. Inputs: case managers, volunteer services and distribution, medically tailored meals, registered dietitian nutritionists, Salesforce database, Research and Program Analyst

GOAL 3 (if applicable)

MOWCTX services help clients remain independent.

Support for the Goal 3: Outcomes, Outputs, Tracking, Activities, Inputs

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below.

Outcomes:

Outputs:

Tracking:

Activities:

Inputs:

Outcomes: 70% of MOW clients report that MOWCTX services help them remain independent. Outputs: 2,500 Client assessments completed for the MOW program and performed by case managers Tracking: To measure the third goal, during the annual home assessment administered by Case Managers, MOWCTX inquires whether the client feels that MOW has helped them remain independent as a result of the services received by MOWCTX. The NHI team will aggregate and analyze the pre-post data and share results accordingly. Activities: providing food, case management, and wrap-around services to help clients remain independent Inputs: case managers, volunteer services and distribution, medically tailored meals, registered dietitian nutritionists, Salesforce database, Research and Program Analyst, other additional services that help clients age in place. All MOWCTX programs, including the MOW program, help clients feel more independent.

Your Goals and Organization's Strategic Plan*

Does your organization adhere to a strategic plan? If so, how do specific components of your strategic plan tie to the goals outlined in this section?

MoreMOWCTX completed a strategic plan in 2018, which defines the vision for the organization as hub under which senior services can be brought together. The organization that coordinates the region's senior services ensures a holistic continuum of high quality services for older adults, coordinates volunteers, provides service coordination, and communicates and advocates for senior needs. These services that MOWCTX coordinates include: i.) Nutrition – home-delivered meals, congregate meals, grocery shopping assistance and additional food for clients experiencing food insecurity ii.) Home Repair and Housing – including major structural repairs, and small, safety-related repairs iii.) Wellness – pet program support (food and veterinary care), senior centers, mental health iv.) Technology – in-home technology training for clients, telehealth treatments for depression and isolation v.) In-Home Care – assistance with activities of daily living (non-medical in-home care), medication management vi.) Adult Daycare & Respite – Respite program for clients with Alzheimer's and other types of dementia, providing adult day care All of MOWCTX's service coordination will be provided by case management, as needed. Our case managers serve as the hub for the organization, connecting our clients with each of our various programs to help them meet as many of their needs as possible. They also provide referrals to outside organizations where needed if a client needs a service that MOWCTX does not provide. The Meals on Wheels program is a vital component of our agency's

“More Than a Meal” strategy, and serves as a critical entry point for clients to join our organization and begin receiving meals and case management, and then gain access to our holistic platform of 15 programs.

Organizational Financials

Fiscal Year Start Date*

Please enter the start date of your current fiscal year

10/01/2020

Fiscal Year End Date*

Please enter the end date of your current fiscal year.

09/30/2021

What are your organization's cash reserves, i.e., days cash on hand?*

\$16,391,432.00

How many months could the organization operate at your continued budget level?*

19

UPLOAD: Balance Sheet for Prior Fiscal Year*

(PDF format)

Balance Sheet (prior FY) from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf

UPLOAD: Income Statement for Prior Fiscal Year*

(PDF format)

Income Statement (prior FY)_from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf

UPLOAD: Actual vs. Budget Income Statement for the Prior Fiscal Year*

(PDF format)

Actual vs Budget Statement (previous FY)_from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf

UPLOAD: Current Year-to-Date Financials to include Balance Sheet and Income Statement.*

(PDF format)

Current YTD Financials_from MOWCTX February 2021 Treasurers Rpt_022821 MOW TR for BD - BD Approved on 3-25-21.pdf

UPLOAD: Year-to-Date Cash Flow Statement

If your organization generates a Cash Flow statement, upload it here in PDF format. If not, leave blank.

UPLOAD: Organization Budget for Proposed Fiscal Year, Related to the Grant Period*

(PDF format)

FINAL_BD Approved MOWCTX Proposed Budget for FY 2020-2021 on 9-24-20.pdf

Most Recent Organization Audit

If your organization completed an audit since your LOI submission, please upload the most recent audit here.

Sources of Organizational Support: Individual Donor Contributions*

Provide the total revenue from individual contributions and the total number of individual donors from the prior fiscal year (please do not disclose donor names).

\$4,846,746 (approximately 17,000 donors)

Sources of Organizational Support: Top 5 Sources*

Provide your organization's top 5 sources of revenue from the prior fiscal year (PFY) and the amount (e.g., Texas Health & Human Services contract, \$250,000).

City of Austin Home Repair (Go Bond) - \$2,174,673 (15% PFY) Travis County CDBG - \$1,012,000 (7% PFY) Home Depot Foundation - \$1,000,000 (7% PFY) St. David's Foundation - \$750,000 (5% PFY) Texas Health and Human Services - \$732,600 (5% PFY)

Citations, Acknowledgement & Assurance

Additional Information and Research Citations (optional)

Upload any critical details about your organization or program(s) not already included within this application that will strengthen your case for funding (no marketing material, please). This attachment may also be used to cite any statistics/research, and to define key terms and/or acronyms.

FINAL_Citations for Georgetown Health Foundation Application 2021.pdf

Acknowledging GHF*

Type your name and date in the space below to assure that if funded, the organization will acknowledge GHF on all related marketing materials, your website, social media, and in any other communications in which this program is promoted.

Meredith Morrow (04/09/2021)

Assurance*

Type your name and date in the space provided to assure that by submitting this application, you 1) confirm that the information herein is true and correct, 2) confirm that if funded, funds will be spent according to the budget listed in this application, and 3) confirm that the organization will submit interim and final reports as required.

Meredith Morrow (04/09/2021)

File Attachment Summary

Applicant File Uploads

- 2020-2021-Current MOWCTX Full Detail BD Roster-1-11-2021.pdf
- Balance Sheet (prior FY) from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf
- Income Statement (prior FY)_from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf
- Actual vs Budget Statement (previous FY)_from September 2020 MOWCTX TR v3-BD Approved in 11-19-20.pdf
- Current YTD Financials_from MOWCTX February 2021 Treasurers Rpt_022821 MOW TR for BD - BD Approved on 3-25-21.pdf
- FINAL_BD Approved MOWCTX Proposed Budget for FY 2020-2021 on 9-24-20.pdf
- FINAL_Citations for Georgetown Health Foundation Application 2021.pdf



MEALS on WHEELS
CENTRAL TEXAS

BOARD OF DIRECTORS 2020 - 2021

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<p>Nick Weynand, Vice-Chair <i>Founder and CEO</i> <i>Mighty Citizen</i> 2400 Webberville Rd., Bldg. B Austin, TX 78702</p> <p>PHONE: 512-960-8052 CELL: 512-626-2555 EMAIL: nweynand@mightycitizen.com</p>	<p>3305 Azalea Blossom Dr. Austin, TX 78748 CELL: 512-626-2555 EMAIL: nweynand@mightycitizen.com</p> <p>SPOUSE: COURTNEY</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES EX</p> <p>APPOINTED 7/27/17</p> <p>TERM SERVING 2nd Three Year Term</p> <p>TERM MAX 4/2023</p>

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<p>Samuel Lee Houston, Secretary <i>Owner</i> <i>Houston's Computer Software Services</i> 300 McConnell Dr. Austin TX 78746-4435</p> <p>HOME PHONE: 512-327-6681 CELL: 512-962-8061 EMAIL: kshouston13@gmail.com</p>	<p>300 McConnell Dr. Austin TX 78746-4435 HOME PHONE: 512-327-6681 CELL: 512-962-8061 EMAIL: kshouston13@gmail.com</p> <p>SPOUSE: KATHERINE</p> <p><i>(Until Further Notice: Send all MOWCTX mail to this address)</i></p>	<p>COMMITTEES EX, NOM, TECH</p> <p>APPOINTED 4/28/16</p> <p>TERM SERVING 2nd Three Year Term</p> <p>TERM MAX 4/2022</p>
<p>Meg Youngblood, Immediate Past Chair <i>Partner</i> <i>Maxwell Locke & Ritter LLP</i> 401 Congress Avenue, Suite 1100 Austin, TX 78701</p> <p>PHONE: 512-370-3241 FAX: 512-370-3250 EMAIL: myoungblood@mlrpc.com</p>	<p>2701 Regents Park Austin TX 78746 PHONE: 512-632-4313 CELL: 512-632-4313</p> <p>SPOUSE: PHILIP TWARDOWSKI</p> <p><i>(Until Further Notice: Send all MOWCTX mail to this address)</i></p>	<p>COMMITTEES EX, FIN, NOM</p> <p>APPOINTED 3/9/11</p> <p>TERM SERVING Extended-term under the Bylaws.</p> <p>TERM MAX 4/2022</p>

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<p>Namkee G. Choi, Ph.D. <i>Steve Hicks School of Social Work at the University of Texas at Austin</i> 1925 San Jacinto, Rm. 3.122D Austin, TX 78712-1203</p> <p>PHONE: 512-232-9590 FAX: 512-471-9600 EMAIL: nchoi@austin.utexas.edu</p>	<p>5708 Miramonte Drive Austin, TX 78759 PHONE: 512-335-7427 CELL: 512-797-9102 EMAIL: nchoi@austin.rr.com</p> <p>SPOUSE: N/A</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES</p> <p>APPOINTED 4/26/12</p> <p>TERM SERVING 3rd Three Year Term</p> <p>TERM MAX 4/2021</p>
<p>BJ Friedman, Ph.D., RDN <i>Texas State University, San Marcos</i> 811 Patterson Ave. Austin TX 78703</p> <p>CELL: 512-773-7737 FAX: 512-236-1348 EMAIL: friedman.bj@gmail.com</p>	<p>811 Patterson Ave. Austin TX 78703 CELL: 512-773-7737 FAX: 512-236-1348 EMAIL: friedman.bj@gmail.com</p> <p>SPOUSE: STAN</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES HIA</p> <p>APPOINTED 1/21/16</p> <p>TERM SERVING 2nd Three Year Term</p> <p>TERM MAX 4/2022</p>
<p>Billy B. Hill <i>CEO Highland Park Financial Corp.</i> 4117 Canoas Drive</p> <p>Austin TX 78730 CELL: 512-791-5792 EMAIL: billyhill@gmail.com</p>	<p>4117 Canoas Drive Austin TX 78730 CELL: 512-791-5792 EMAIL: billyhill@gmail.com</p> <p>SPOUSE: KARON</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES</p> <p>APPOINTED 3/22/18</p> <p>TERM SERVING 1st Three Year Term</p> <p>TERM MAX 4/2021</p>

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<p>Julian Rivera <i>Partner</i> <i>Husch Blackwell LLP</i> 111 Congress Avenue, Ste. 1400 Austin TX 78701</p> <p>CELL: 512-415-3376 PHONE: 512-479-9753 FAX: 512-479-1101 EMAIL: Julian.rivera@huschblackwell.com</p>	<p>2404 Forest Bend Drive Austin TX 78704 CELL: 512-415-3376 PHONE: 512-912-9849</p> <p>SPOUSE: MELANIE GRANT</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES HIA</p> <p>APPOINTED 3/22/18</p> <p>TERM SERVING 1st Three Year Term</p> <p>TERM MAX 4/2022</p>
<p>Jon Weizenbaum <i>Weizenbaum Consulting</i> 3503 Crowncrest Dr. Austin, TX 78759</p> <p>CELL: 512-645-5025 EMAIL: jonweizenbaum@gmail.com</p>	<p>3503 Crowncrest Dr. Austin, TX 78759 CELL: 512-645-5025 EMAIL: jonweizenbaum@gmail.com</p> <p>SPOUSE: NANCY</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES HIA</p> <p>APPOINTED 11/21/19</p> <p>TERM SERVING 1st Three Year Term</p> <p>TERM MAX 4/2022</p>
<p>Stewart Whitehead <i>Managing Shareholder – Austin</i> <i>Winstead</i> 401 Congress Ave., Ste. 2100 Austin, TX 78701</p> <p>PHONE: 512-370-2854 FAX: 512-370-2850 EMAIL: swhitehead@winstead.com</p>	<p>7207 Lamplight Lane Austin TX 78731 PHONE: 512-342-8652 CELL: 512-656-7944</p> <p>SPOUSE: DANDRE</p> <p>(Until Further Notice: Send all MOWCTX mail to this address)</p>	<p>COMMITTEES</p> <p>APPOINTED 3/26/15</p> <p>TERM SERVING 2nd Three Year Term</p> <p>TERM MAX 4/2021</p>

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<p>Greg Williams <i>VP/Director of Operations Management</i> <i>Life Care Services, LLC</i> 400 Locust Street, Ste. 820 Des Moines, IA 50309-2334</p> <p>PHONE: 314-200-8628 CELL: 317-281-7525 EMAIL: williamsgreg@lcsnet.com</p>	<p>107 Salinas Cove Austin TX 78738 CELL: 317-281-7525 EMAIL: gangelowms@aol.com</p> <p>SPOUSE: KIM</p> <p>(Until Further Notice: <i>Send all MOWCTX mail to this address. Send all MOWCTX email correspondence to gangelowms@aol.com and also send a copy to his work email address williamsgreg@lcsnet.com)</i></p>	<p>COMMITTEES</p> <p>APPOINTED 7/30/20</p> <p>TERM SERVING 1st Three Year Term</p> <p>TERM MAX 4/2023</p>
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BOARD OF DIRECTORS COMMITTEES AND TERMS

BOARD COMMITTEES	TERM EXPIRING
EX — Executive Committee FIN — Finance Committee NOM — Nominating Committee HIA — Health Initiatives Advisory Committee TECH — Technology Committee	TERMS EXPIRING ON 4/2021 1st Three Year Term Expires on 4/2021: Hill, Rivera, and Whitehead 3rd Three Year Term Expires on 4/2021: Choi
	TERMS EXPIRING ON 4/2022 1st Three Year Term Expires on 4/2022: Weizenbaum 2nd Three Year Term Expires on 4/2022: Houston and Friedman Extended Two Year Term as Chair Expires on 4/2022: Yukon Extended Two Year Term as Past Chair Expires on 4/2022: Youngblood
	TERMS EXPIRING ON 4/2023 1st Three Year Term Expires on 4/2023: Williams 2nd Three Year Term Expires on 4/2023: Brown and Weynand
	TERMS EXPIRING ON 4/2024 Extended Two Year Term as Past Chair Expires on 4/2024: Yukon

Current MOWCTX board participation for FY2021 is at 100%, and the board has contributed \$13,668.21 since the start of this fiscal year (10/01/2020).

All Information is Confidential

Balance Sheet - Prior Fiscal Year
2019-2020

Meals on Wheels Central Texas
Balance Sheet, September 2020

	Current Year
Assets	
Current Assets	
Cash & Cash Equivalents	6,341,074
Permanent Endowment	1,212,633
Accounts Receivable	1,491,604
Short-term Investments	0
Prepaid Expenses	60,747
Other Current Assets	<u>20,000</u>
Total Current Assets	9,126,058
Long-term Assets	
Property & Equipment	<u>5,169,656</u>
Total Assets	<u>14,295,714</u>
 Total Assets	 <u>14,291,206</u>
Liabilities	
Short-term Liabilities	
Accounts Payable	741,432
Deferred Revenue	421,472
Other Short-term Liabilities	0
Total Short-term Liabilities	1,162,904
Long-term Liabilities	
Notes Payable	<u>2,338,064</u>
Total Liabilities	<u>3,500,968</u>
 Total Liabilities	 <u>3,500,968</u>
Net Assets	
Beginning Net Assets	
Net Assets	7,237,992
Current YTD Net Income	<u>3,547,738</u>

Total Current YTD Net Income	<u>3,547,738</u>
Total Net Assets	<u>10,785,730</u>
Total Net Assets	<u>10,790,238</u>
Total Liabilities and Net Assets	<u>14,291,206</u>

Income Statement - Prior Fiscal Year
2019-2020

Meals on Wheels Central Texas

September 2020

	Current Period		Current Period		Current Year		Total Budget \$ -		Total Budget \$ -	
	Actual	Budget \$ - Original	Budget \$ - Variance - Original	Budget \$ - Variance - Original	Actual	Original	Original	Original	Variance - Original	
Contributions, Support										
Revenue From Direct Contributions	375,014	176,790	198,224	198,224	4,215,009	2,515,000	2,515,000	1,700,009		
Donated Goods And Services	-	-	-	-	32,639	50,000	50,000	(17,361)		
Revenue From Non-Government Grants	290,208	374,008	(83,800)	(83,800)	5,222,616	2,885,700	2,885,700	2,336,916		
Revenue From Indirect Contributions	94,722	-	94,722	94,722	1,458,095	895,000	895,000	563,095		
Revenue From Government Grants	-	-	-	-	11,688	5,995,044	5,995,044	(5,983,357)		
Total Contributions, Support	759,944	550,798	209,146	209,146	10,940,046	12,340,744	12,340,744	(1,400,698)		
Earned Revenues										
Revenue From Government Agencies	689,606	494,777	194,829	194,829	5,892,692	1,221,000	1,221,000	4,671,692		
Revenue From Investments	662	862	(199)	(199)	4,105	-	-	4,105		
Revenue From Other Sources	1,157,899	8,055	1,149,844	1,149,844	1,246,263	150,000	150,000	1,096,263		
Total Earned Revenues	1,848,167	503,693	1,344,474	1,344,474	7,143,061	1,371,000	1,371,000	5,772,061		
Other Revenue										
Miscellaneous Revenue	1,530	-	1,530	1,530	14,698	102,000	102,000	(87,302)		
Total Other Revenue	1,530	-	1,530	1,530	14,698	102,000	102,000	(87,302)		
Total Revenue	2,609,641	1,054,491	1,555,150	1,555,150	18,097,805	13,813,744	13,813,744	4,284,061		
Grants, Contracts And Salaries										
Grants Contracts And Direct Assistance	834,755	617,310	217,444	217,444	6,784,325	6,261,100	6,261,100	523,225		
Salaries And Related Expense	468,410	436,973	31,438	31,438	5,797,498	5,813,000	5,813,000	(15,502)		
Contract Service Expense	1,233	19,067	(17,834)	(17,834)	60,270	231,200	231,200	(170,930)		
Total Grants, Contracts And Salaries	1,304,398	1,073,350	231,048	231,048	12,642,093	12,305,300	12,305,300	336,793		
Administrative And General										
Office Expense/Supplies	3,692	4,563	(871)	(871)	57,046	49,200	49,200	7,846		
Telephone And Communications	4,225	4,312	(88)	(88)	53,171	62,000	62,000	(8,829)		
Postage	281	1,334	(1,053)	(1,053)	30,643	42,000	42,000	(11,357)		

	Current Period		Current Period		Current Period		Total Budget \$	
	Actual	Budget \$ - Original	Budget \$ - Original	Variance - Original	Actual	Total Budget \$ - Original	Variance - Original	Original
Mailing Services	119	160	(41)	1,180	1,180	-	1,180	
Copying	2,413	164	2,249	30,663	24,498	6,164	30,370	
Dues Subscriptions And Publications	1,065	1,295	(229)	39,370	9,000	30,370	25,375	
Total Administrative And General Facility And Equipment Expenses	11,795	11,828	(33)	212,074	186,698	25,375		
Rent, Parking, Other Occupancy	996	70	926	15,600	92,300	(76,700)		
Utilities	8,725	12,419	(3,695)	110,107	184,200	(74,093)		
Equipment Rental And Maintenance	15,796	17,851	(2,055)	190,305	276,500	(86,195)		
Total Facility And Equipment Fundraising And Outreach	25,516	30,340	(4,824)	316,013	553,000	(236,987)		
Business Development	69,572	30,033	39,538	482,029	393,659	88,370		
Total Fundraising And Outreach Other Business Expenses	69,572	30,033	39,538	482,029	393,659	88,370		
Bank Fees	1,631	1,112	519	18,125	-	18,125		
Insurance	14,457	5,242	9,216	134,557	120,000	14,557		
Travel, Meetings, And Conferences	160	6,015	(5,855)	26,703	38,500	(11,797)		
Staff Development	1,895	578	1,317	10,711	14,000	(3,289)		
Software	11,496	5,420	6,077	118,974	95,000	23,974		
Total Other Business Expenses	29,639	18,365	11,273	309,071	267,500	41,571		
Non-GAAP Expenses	-	-	-	83,768	-	83,768		
Changes In Equity	-	-	-	83,768	-	83,768		
Total Non-GAAP Expenses	-	-	-	83,768	-	83,768		
Total Expense	1,440,920	1,163,917	277,003	14,045,047	13,706,157	338,890		
Net	\$ 1,168,721	\$ (109,426)	\$ 1,278,147	\$ 4,052,758	\$ 107,587	\$ 3,945,171		

Actual vs. Budget Income Statement for the Prior Fiscal Year
2019-2020*

Meals on Wheels Central Texas
Treasurer's Report September 2020

Summary of Accounts Receivable

		Change	
Total at End of Month	\$ 1,491,604	31%	\$ 357,105
Total End of Prior Month	\$ 1,134,499		

Revenue and Expenses-Operating Funds-Restricted/Unrestricted/Building

	Current Month			Year to Date		
	Actual	Budget	Over(Under) Budget	Actual	Budget	Over(Under) Budget
Revenue	2,609,641	1,054,491	1,555,150	18,097,805	13,813,744	4,284,061
Expenses excluding depreciation and mortgage interest	1,440,920	1,163,917	277,003	14,045,047	13,706,157	338,890
Net	\$ 1,168,721	\$ (109,426)	\$ 1,278,147	\$ 4,052,758	\$ 107,587	\$ 3,945,171

Building and Equipment Fund

	Current Mo.	YTD	Bud YTD	Variance
YTD Expense (Interest and Depreciation)	\$ 48,312	\$ 596,653	\$ 500,000	\$ 96,653

Endowment Performance

	Actual	Budget	Over (under)
Endowment Balance Prior Month	\$ 1,225,972	\$ 1,291,748	\$ (65,776)
Fair Value at Month End	\$ 1,212,633	\$ 1,299,321	\$ (86,688)
Gain or (Loss)	\$ (13,339)	\$ 7,573	\$ (20,912)

Summary of Cash and Short Term Investment Balances

		Increase (decrease)	Months of Cash Basis Reserves
End of Current Month	\$6,341,074	\$940,911	4
End of Last Month	\$5,400,163		

*Additional information for budget-to-actual for FY2020 is available in the Balance Sheet and Income Statements for FY2019-2020

Meals on Wheels Central Texas Budget vs. Actual Variance Analysis

September 2020

Selected variance analysis for items of significance for restricted, unrestricted and building and equipment funds

Budgeted Revenue Variance

Total revenue variance is \$1,155,150 74%

	Actual	Budget	Variance	% Variance
Miscellaneous	\$ 1,150,000	\$ -	\$ 1,150,000	100%

Budgeted Expense Variance

Total expense variance is \$277,003 24%

	Actual	Budget	Variance	% Variance
Program Services, Meals, RISE, HMR	\$ 834,755	\$ 617,310	\$ 217,444	35%

Current Year-to-Date Financials - Balance Sheet and Income Statement
February 2021

Meals on Wheels Central Texas
Statement of Revenues and Expenditures
As of February 28, 2021

	Month Ending	Budget	Variance	Month To Date	Year To Date	Budget
	02/28/2021	02/28/2021	02/28/2021	01/31/2021	02/28/2021	FY 2021
	Actual	Actual	Actual	Actual	Actual	
Revenues over Expenditures						
Revenues						
Contributions						
Contributions	337,085	210,800	126,285	215,353	1,988,109	2,635,000
Fundraising Events Revenue	6,633	20,240	(13,607)	70,832	683,454	1,012,000
Total Contributions	343,718	231,040	112,678	286,184	2,671,564	3,647,000
Grant Revenues						
Grant Revenue - Governmental	504,510	637,106	(132,596)	657,076	3,636,237	7,963,825
Grant Revenue - Other	8,161	-	8,161	1,022,817	9,285,278	3,144,000
Total Grant Revenues	512,672	637,106	(124,434)	1,679,893	12,921,515	11,107,825
Investment Income	(10,451)	6,500	(16,951)	(6,745)	68,435	78,000
Other Revenue	3,538	7,000	(3,462)	4,422	26,939	177,000
Total Revenues	849,477	881,646	(32,169)	1,963,754	15,688,453	15,009,825
Expenditures						
Direct						
Personnel	329,525	493,469	(163,943)	506,755	2,400,054	7,049,551
Salary and Wages	378,528	360,000	18,528	425,200	1,690,630	4,500,000
PR Benefits	40,814	54,840	(14,026)	96,338	379,820	685,500
PR Taxes	33,135	28,800	4,335	39,668	166,262	360,000
Total Personnel	452,477	443,640	8,837	561,205	2,236,712	5,545,500
Occupancy	7,249	10,000	(2,751)	6,848	41,361	120,000
Professional Fees	20	9,825	(9,805)	383	9,451	65,500
General and Administrative Expenses						
Advertising and Promotion	23,832	25,744	(1,912)	16,597	105,955	321,800
Business Licenses and Permits	-	2,083	(2,083)	6,066	13,958	25,000
Fundraising Fees	5,450	6,436	(986)	5,450	94,997	321,800
Conferences, Conventions, and Meetings	-	2,083	(2,083)	(625)	2,228	25,000
Copying and Printing	-	2,131	(2,131)	71	30,300	106,560
Depreciation	39,172	39,328	(156)	39,328	188,165	500,000
Due and Subscriptions	5,742	8,333	(2,592)	14,556	65,616	100,000
Equipment Rental	-	925	(925)	925	925	-
Facilities	928	9,000	(8,072)	253	3,374	108,000
Insurance	14,497	15,000	(503)	25,962	75,027	180,000

Interest Expenses	-	8,333	(8,333)	-	(14,816)	100,000
Meals and Entertainment	1,150	833	316	4,018	5,180	10,000
Office Supplies	3,023	2,713	311	2,365	30,471	32,550
Other Expenses	1,587	-	1,587	10,533	26,137	-
Postage and Delivery	4,885	4,951	(66)	8,372	29,528	59,415
Repairs and Maintenance	4,092	20,833	(16,741)	3,469	28,500	250,000
Telecommunication	3,919	833	3,085	2,077	19,081	10,000
Travel Expenses	993	2,500	(1,507)	1,881	12,594	30,000
Utilities	10,000	9,000	1,000	10,911	36,264	108,000
Total General and Administrative Expenses	119,269	161,062	(41,793)	152,208	783,114	15,068,676
Total Expenditures	908,541	1,117,995	(209,454)	1,227,400	5,470,693	15,068,676
Total Revenues over Expenditures	(59,064)	(236,349)	177,285	736,354	10,217,760	(58,851)

Meals on Wheels Central Texas Balance Sheet

As of Date:

02/28/2021

Account Name	Meals on Wheels And More, Inc. Year To Date 02/28/2021	Meals on Wheels And More, Inc. Prior Year To Date 02/29/2020	Meals on Wheels And More, Inc. Year To Date 02/28/2021
	Current YTD	Prior YTD	Difference
Assets			
Current Assets			
Cash and Cash Equivalents	17,858,210.32	5,649,861.30	12,208,349.02
Accounts Receivable, Net	1,702,180.61	85,386.32	1,616,794.29
Grants Receivable	0.00	528,299.35	(528,299.35)
Other Current Assets	17,918.12	50,241.39	(32,323.27)
Total Current Assets	19,578,309.05	6,313,788.36	13,264,520.69
Long-term Assets			
Property & Equipment	5,002,027.04	5,818,108.25	(816,081.21)
Total Long-term Assets	5,002,027.04	5,818,108.25	(816,081.21)
Total Assets	24,580,336.09	12,131,896.61	12,448,439.48
Liabilities and Net Assets			
Liabilities			
Short-term Liabilities			
Accounts Payable	507,577.97	766,035.25	(258,457.28)
Accrued Liabilities	424,029.18	254,677.29	169,351.89
Deferred Revenue	183,638.24	631,044.23	(447,405.99)
Other Short-term Liabilities	2,524,252.54	2,065,028.87	459,223.67
Total Short-term Liabilities	3,639,497.93	3,716,785.64	(77,287.71)
Interfund Due to	0.10	0.20	(0.10)
Total Liabilities	3,639,498.03	3,716,785.84	(77,287.81)
Net Assets	20,939,318.06	8,415,110.77	12,524,207.29
Total Liabilities and Net Assets	24,578,816.09	12,131,896.61	12,446,919.48



MEALS on WHEELS
CENTRAL TEXAS

The undersigned **Sam Houston** (Board Secretary) of the Board of Directors of Meals on Wheels and More, Inc. (dba Meals on Wheels Central Texas) hereby certifies that the Proposed Budget for FY 2020 - 2021 were duly adopted by the Board of Directors on the **24th** day of **September 2020**.

Sam Houston

Sam Houston
Board Secretary
Meals on Wheels and More, Inc.
(dba Meals on Wheels Central Texas (MOWCTX))

Thursday, September 24, 2020
Date

Meals on Wheels Central Texas - All Funds

Proposed Budget for Fiscal Period 10/01/2020-09/30/2021

	Proposed Budget		Approved Budget		Preliminary Year End		Proposed Budget over	
	2020-2021	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	Year End Est.	Inc/Dec
Revenue								
Revenue from direct contributions	2,635,000	2,515,000	2,515,000	2,515,000	4,107,096	4,107,096	(1,472,096)	-36%
Donated goods and services	50,000	50,000	50,000	50,000	36,044	36,044	13,956	39%
Revenue from non-government grants	3,144,000	2,885,700	2,885,700	2,885,700	5,237,715	5,237,715	(2,093,715)	-40%
Revenue from indirect contributions	1,012,000	895,000	895,000	895,000	1,422,630	1,422,630	(410,630)	-29%
Revenue from government grants	6,742,825	5,995,000	5,995,000	5,995,000	4,505,757	4,505,757	2,237,068	50%
Revenue from government agencies	1,221,000	1,221,000	1,221,000	1,221,000	1,221,000	1,221,000	0	0%
Revenue from investments	78,000	87,000	87,000	87,000	50,000	50,000	28,000	56%
Revenue from community events	75,000	150,000	150,000	150,000	95,673	95,673	(20,673)	-22%
Other Support & Revenue	102,000	102,000	102,000	102,000	1,252,000	1,252,000	(1,150,000)	-92%
Revenue Total	15,059,825	13,900,700	13,900,700	13,900,700	17,927,915	17,927,915	1,268,808	-16%
Expense								
Program expenses	7,049,551	6,318,300	6,318,300	6,318,300	6,084,926	6,084,926	964,625	16%
Program service expenses	262,000	229,000	229,000	229,000	63,782	63,782	198,218	311%
Personnel	5,545,500	5,813,000	5,813,000	5,813,000	5,829,626	5,829,626	(284,126)	-5%
Administrative and general expenses	208,000	178,200	178,200	178,200	203,788	203,788	4,212	2%
Fundraising and Outreach	547,900	462,459	462,459	462,459	429,374	429,374	118,526	28%
Facilities maintenance and repairs	397,700	296,000	296,000	296,000	305,995	305,995	91,705	30%
Other expenses	418,000	327,500	327,500	327,500	326,941	326,941	91,059	28%
Expense Total	14,428,651	13,624,459	13,624,459	13,624,459	13,244,432	13,244,432	(4,052,309)	-1%
Net Revenue Before Depreciation and Interest	631,174	276,241	276,241	276,241	4,683,483	4,683,483	(6,000)	-1%
Depreciation and Interest	590,000	600,000	600,000	600,000	596,000	596,000	(4,046,309)	-1%
Net Revenue After Depreciation	\$ 41,174	\$ (323,759)	\$ (323,759)	\$ (323,759)	\$ 4,087,483	\$ 4,087,483	\$ (4,046,309)	\$ (4,046,309)
Beginning Cash-Unrestricted:	6,137,293							
Net Revenue:	541,174							
Capital Purchases:	(125,400)							
Cash basis current assets and liabilities:	(700,000)							
Debt service payments, non-interest:	(216,000)							
Est. Ending Cash:	\$ 5,095,893							

Meals on Wheels Central Texas - All Funds

Proposed Budget for Fiscal Period 10/01/2020-09/30/2021

	Proposed Budget 2020- 2021	Restricted Fund	Unrestricted Fund	Building and Equipment	Endowment Funds
Revenue					
Revenue from direct contributions	\$ 2,635,000	\$ -	\$ 2,635,000	\$ -	\$ -
Donated goods and services	50,000	50,000	-	-	-
Revenue from non-government grants	3,144,000	3,144,000	-	-	-
Revenue from indirect contributions	1,012,000	-	1,012,000	-	-
Revenue from government grants	6,742,825	6,742,825	-	-	-
Revenue from government agencies	1,221,000	1,221,000	-	-	-
Revenue from investments	78,000	-	-	-	78,000
Revenue from community events	75,000	75,000	-	-	-
Other Support & Revenue	102,000	-	102,000	-	-
Revenue Total	15,059,825	11,232,825	3,749,000	-	78,000
Expense					
Program expenses	7,049,551	7,049,551	-	-	-
Program service expenses	262,000	262,000	-	-	-
Personnel	5,545,500	4,436,400	1,109,100	-	-
Administrative and general expenses	208,000	176,800	31,200	-	-
Fundraising and Outreach	547,900	465,715	82,185	-	-
Facilities maintenance and repairs	397,700	357,930	39,770	-	-
Other expenses	418,000	376,200	41,800	-	-
Expense Total	14,428,651	13,124,596	1,304,055	-	-
Net Revenue Before Depreciation	631,174	(1,891,771)	2,444,945	-	78,000
Depreciation and Interest	590,000	-	-	500,000	-
Net Revenue After Depreciation	\$ 41,174	\$ (1,891,771)	\$ 2,444,945	\$ (500,000)	\$ 78,000

Meals on Wheels Central Texas

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	FY 20 Approved Budget	FY 21 Proposed Budget
Revenue		
Contributions, Support		
Donated goods and services		
Donated goods/services-GAAP	50,000	50,000
	50,000	50,000
Revenue from Direct Contributions		
Client Contributions	50,000	35,000
Individual/Small business contributions	2,450,000	2,600,000
Legacies and bequests	15,000	-
	2,515,000	2,635,000
Revenue from non-government grants		
Corporate grants	11,500	11,500
Foundation grants	2,874,200	3,132,500
	2,885,700	3,144,000
Revenue from government grants/contracts		
Agency grants/contracts	1,121,500	1,420,000
Federal government grants/contracts	23,375	24,000
Local government grants/contracts	998,169	4,143,524
State grants/contracts	3,852,000	1,155,300
	5,995,044	6,742,824
Revenue from indirect contributions		
CFC/Workplace giving	133,000	150,000
Fundraising agencies revenue	750,000	850,000
United Way	12,000	12,000
	895,000	1,012,000
Earned Revenue		
Revenue from government agencies		
Medicare/Medicaid payments	1,221,000	1,221,000
	1,221,000	1,221,000
Revenue from investments		
Dividends & interest-trading securities	27,500	23,000
Interest/savings short term	6,260	5,000
Investment valuation-trading securities	53,240	50,000
	87,000	78,000
Special Events		
Special events gift revenue	150,000	75,000
	150,000	75,000

	FY 20 Approved Budget	FY 21 Proposed Budget
Other		
Revenue-other		
Affiliated organizations	84,000	84,000
Miscellaneous revenue	18,000	18,000
	102,000	102,000
Total Revenue	13,900,744	15,059,824

Expense

Grant Contract & Salaries		
Grant, contract service expenses		
Audit fees	50,000	53,000
Professional fees-other	179,000	209,000
	229,000	262,000
Grants, contracts & direct assistance		
Auto mileage	68,000	40,000
Congregate program	20,000	20,000
Contracts program related	38,100	38,100
Home repair costs	3,810,000	4,310,000
Meal delivery	152,000	178,200
Meal programs	2,042,000	2,186,671
Program Supplies	160,000	235,580
Volunteer expenses	28,200	41,000
	6,318,300	7,049,551
Salaries & related expenses		
Salaries	4,700,000	4,500,000
Employee benefits-not pension	531,000	470,000
Employee benefits-other	8,000	11,000
Employee benefits-workers compensation	13,000	13,000
Employee recruitment and hiring	8,000	8,500
Payroll fees	37,000	39,000
Payroll taxes	375,000	360,000
Pension plan contributions	141,000	144,000
	5,813,000	5,545,500
Fundraising and Outreach		
Business development expenses		
Advertising	28,250	62,400
Event costs	34,000	1,500
Fundraising fees	235,500	65,000
List rental/Professional Mail	53,000	275,000
Outreach and marketing materials	85,709	101,500
Stewardship	7,000	6,500
Web related expenses	19,000	36,000
	462,459	547,900

	FY 20 Approved Budget	FY 21 Proposed Budget
Administrative and General		
Facility & equipment expenses		
Depreciation & amortization	500,000	500,000
Equipment rental & maintenance	92,300	173,700
Gain (loss) on disposal	-	
Mortgage interest	100,000	90,000
Rent, other occupancy	19,500	72,000
Utilities	184,200	152,000
	896,000	987,700
Investment valuation-trading securities		
Gain (loss) on valuation of investment	-	
	-	
Non-personnel expenses		
Postage	42,000	43,000
Copying	-	31,000
Shipping	1,000	1,000
Software expenses	95,000	185,000
Dues, subscriptions and publications	24,000	38,000
Supplies	49,200	42,000
Telephone & communication	62,000	53,000
	273,200	393,000
Other expenses		
Insurance-business	120,000	118,000
Bank fees		
Board/Staff Expense	47,000	47,000
Staff development	14,000	25,000
	181,000	190,000
Travel & meetings expenses		
Conferences, conventions, and meetings	38,500	38,500
Travel	13,000	4,500
	51,500	43,000
Expenses Total	14,224,459	15,018,651
Net of Depreciation	13,624,459	14,428,651
Net Revenue	\$ 276,285	\$ 631,173
Depreciation	500,000	500,000
Interest	100,000	90,000
Adjusted Net Revenue	\$ (323,715)	\$ 41,173

Citations and Research for Georgetown Health Foundation Grant Application 2021-2022
Meals on Wheels Central Texas

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Answers to Questions from Georgetown Health Foundation

The current projected number of clients to be served in Georgetown is currently 30 unduplicated clients. This number is correct, and the requested funding will go toward the cost of helping to serve these clients. Program growth has slowed in some areas during the pandemic for various reasons, such as clients may now have access to food during the day if family member is now working from home and can now cook for them, or some clients may have chosen not to have food delivered to their door because they were fearful of the COVID-19 virus. We have seen a variety of reasons why clients come off and on the program, and growth can be difficult to predict. The increase in funding request this year is to help with the added cost of providing meals. Our switch to providing shelf stable and frozen meals during the COVID-19 pandemic means that some of our meals are up to 91% more expensive than our regular daily hot meals, depending on the components, and the cost per meal, per client has gone up, so it now costs more to provide the food these seniors need.

The FY2019-2020 audit is currently being conducted and should be completed and approved by our Board of Directors in the next 40 days. This is approximately one month later than it is typically completed because of delays caused by Winter Storm Uri and our agency's ongoing transition to a new internal accounting system. MOWCTX will be happy to provide Georgetown Health Foundation with a copy of our FY2019-2020 audit as soon as it becomes available.

For the question regarding the deficit in our FY2018-2019 audit, the deficits were non-cash and are depreciation only due to capital grants received in prior periods for purchases such as the building out of MOWCTX headquarters and addition of our wing for MOWCTX In-Home Care in 2017, various grants received for automobiles, various grants received for kitchen equipment.

Cash reserves: MOWCTX currently has 19 months of cash reserves. Since the pandemic began in March 2020, MOWCTX has successfully implemented a strategy combining targeted fundraising, participation in the Paycheck Protection Program, and prudent management of existing cash reserves to protect against any revenue fluctuations due to COVID-19. As a result, MOWCTX is in a very strong financial position, including with regard to cash reserves. The total amount of cash on hand includes a recently received one-time \$8 million grant, and a special committee of the MOWCTX Board of Directors is in the process of deciding how those funds will be used.