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Martha's Table Mission Statement

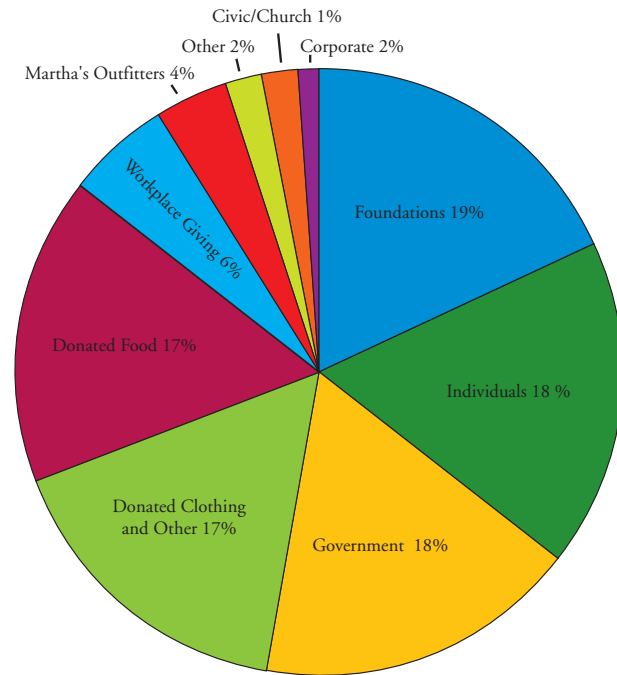
To help at-risk children, youth, families and individuals in our community improve their lives by providing educational programs, food, clothing and enrichment opportunities.

Gifts and Thanks

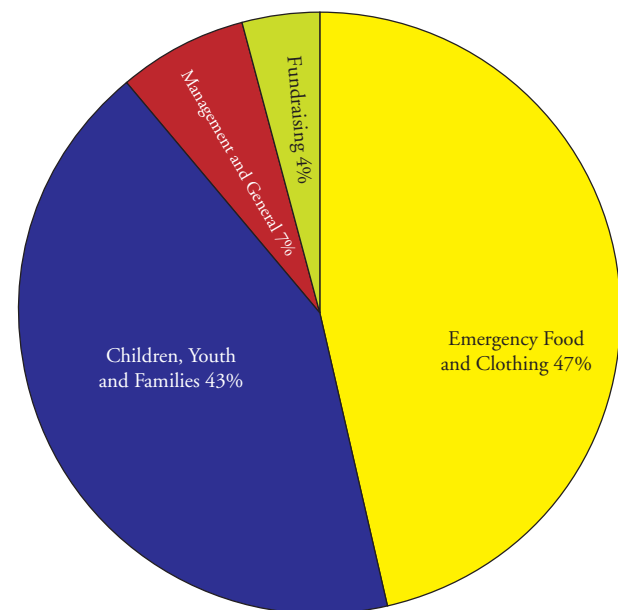
All of us at Martha's Table thank the hundreds of people who with gifts of their time, talent and treasure made our work possible during the past year. To support its programs, Martha's Table received \$3,906,461 in financial support and \$1,927,958 in in-kind donations in 2008. Total revenue for 2008 was \$5,834,419 and expenses were \$5,788,386.

Sources and Uses

Sources of Income



Expenses by Program*



Our Volunteers

In 2008, more than 10,000 volunteers came to Martha's Table helping make sandwiches, driving and staffing McKenna's Wagon, helping with the children, serving holiday meals, training parents, coordinating clothing, food and toy drives and walking for us in the Help the Homeless Walkathon. In all volunteers contributed more than 23,000 hours of service to Martha's Table. We are grateful for their help and we truly could not do our work without them.



Martha's Table, Inc.

2114 14th Street, NW • Washington, DC 20009 • 202-328-6608 • www.marthastable.org

2008 Annual Report

A Letter from Lindsey

Dear Friend of Martha's Table,

In 2008, Martha's Table took important steps toward enhancing our programs as laid out in our Strategic Plan. Our after-school program received national accreditation. We added additional services for our food clients through new partnerships including the Whitman Walker mobile health clinic and AARP outreach workers. The children, youth and parents in our programs have flourished as they made great academic and developmental progress, including another year of 100% high school graduation. As we are proud of those achievements, our energy is focused on helping our community overcome the economic challenges we now face. It is not news to anyone that things continue to get harder for the people we serve as well as for the people that donate to our services. Nor is it news to anyone that the number of people coming to us for food has more than doubled or that our financial support has taken some hits. In these unprecedented times for Martha's Table, I wanted to lay out for you the proactive measures we are taking in response.

Our Board and Staff met and developed three main approaches: (1) finding savings through cost cutting and development of new efficiencies; (2) contingency planning and additional financial monitoring; and (3) creative new fundraising.

First, we worked hard to cut our lean budget and we managed to reduce expenses by 7% through several initiatives including a modified hiring freeze, elimination of staff merit increases, and a reduction in supplies. The hiring freeze is "modified" because we will ensure it does not result in too few staff for the children who are here. In continuing our cost cutting efforts, we have had to deal with the reality that more and more clients are being referred to us by other agencies. Partners such as Bread for the City, Miriam's Kitchen, N Street Village, the Veterans Administration and more than 80 others rely on us to help serve their clients through referrals for groceries and clothing. We have been committed to not cutting services and so far we have been able to meet the increasing demand with a variety of cost saving strategies. For example, we have been working with other non-profits to receive free produce, share costs, and even to have

our volunteers help to harvest vegetables and fruit at new partner farms. Another new initiative saves money with very targeted food drives for our children and youth programs and you can go to our website to find out how to help. We also are working on an energy cost sharing initiative with for-profit companies in our neighborhood.

Second, we have implemented a new Board financial monitoring system and

Martha's Table by the Numbers

- 580,913 meals served to homeless and low income men, women, and children
- 72 Children (3 months- 4 years) enrolled in our Child Development Center
- 61 5-9 year old Children enrolled in our After School Elementary Program
- 29 Youth in our Bridge Program for Middle-schoolers
- 20 Children enrolled in a satellite program at Lincoln Middle School
- 66 Teens (14-18) enrolled in the after-school Teen Program and in our satellite program at Banneker High School
- 100 parents participated in training workshops during the past year
- 18,000 visits were made to Martha's Outfitters in 2008
- Our work was supported by 10,739 volunteers during the past year

Martha's Table has joined the 21st Century!
Experience our programs
www.marthastableblog.blogspot.com
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reviewed a variety of contingency strategies for how to respond if our funding forces us to make additional cuts. Any implementation of these contingencies will factor in the program where the reduction in income takes place. We also enhanced our monitoring and ability to respond quickly to how we are progressing through these uncertain financial times. The Board appointed a special committee to devote additional support to our regular evaluation of our income and expenses.

Third, with the decrease in financial support, it has been essential that we find new sources of funding. Although we believed initially that some of the stimulus money might support our work, thus far that has not happened. With the help of many of you, we have been implementing new fundraising initiatives that have been an important counterbalance to some other decreases in funding. In the past several months, a number of organizations and individuals have initiated a wide variety of fundraisers for us with great creativity and resourcefulness. They have included events at places of worship, people's homes, restaurants, nightclubs, and even someone's front yard. We have been very blessed by the initiative you have taken to make these events and their proceeds a reality.

For almost 30 years, Martha's Table has been a grassroots community organization, which was started and sustained by dedicated volunteers and neighbors. While we have certainly grown and evolved since 1980, our strength remains our

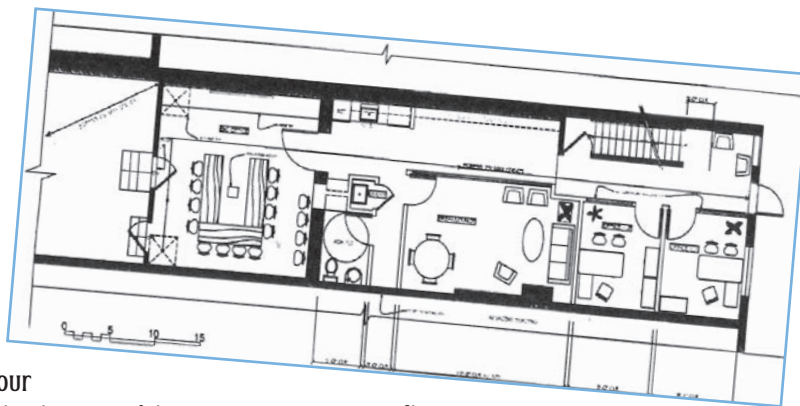
community and we are very grateful for these and the many things you all are doing to help continue our essential work. On behalf of the children, families and individuals who depend on us more than ever, thank you.

Lindsey Buss
President of Martha's Table



Capacity Building and FRASC

In the spring of 2008, Martha's Table began extensive renovations to a previously underused building on its property. Recently completed, the first floor of the Family Resource and Administrative Services Center provides space for a Family Services Coordinator (to be hired in 2010), the Human Resources staff person, a conference room for parent workshops and trainings, and a flex space used as a staff lounge and for family conferences during non-staff hours. The second level is used as office space for Martha's Table finance, development and volunteer departments—which were previously located in Martha's Outfitters, our clothing center. The Resource Center improves Martha's Table's capacity in several important ways. Upgrading workspace for staff not only enhances "life at work" but some of the additions—the staff lounge, for example—are required for accreditation of the preschool and after-school programs. Moving staff previously housed in Martha's Outfitters also enables the expansion of retail operations and increases revenue. Proceeds from Martha's Outfitters are used to support the Children's Programs. The Family Resource and Administrative Services Center is a necessary component of Martha's Table's effort to build its capacity to effectively serve some of Washington, DC's most vulnerable citizens.



Children, Youth and Families

The Children, Youth and Family Learning Programs continued to operate at capacity during the past year providing high-quality programming and meals to children and youth from 3 months to 18 years old throughout the year. In 2007, the leadership of Martha's Table determined that it should be a model program for serving young children, youth and families by achieving accreditation status. This past summer, the Elementary and Bridge Programs achieved accreditation by the National After-School Association, becoming the first non-profit program and second program in DC to attain this status. Accreditation is recognition of meeting high measurable standards of quality in programs serving children and youth. Martha's Table decided to attain that status for the Daycare by the National Association for the Education of Young Children (NAEYC) through the intensification of efforts to provide educational and recreational programs of excellent quality. Martha's Table has begun the process to meet the standards of accreditation through updating the educational programming and physical environment of our daycare classrooms. We anticipate that the pre-school will be accredited in the spring of 2009.



The goals of the Children, Youth & Family Learning Programs include: (1) to ensure that all of our daycare children reach age-appropriate development levels or receive special assistance to do so, (2) to make certain that 100% of our school-age children show academic improvement and 95% advance to the next grade, (3) to retain a 100% graduation rate within our high school seniors, and (4) to require parents of the young children in Child Development Center to learn and apply three new parenting skills. Martha's Table's Program staff met all of these goals in the past year and plan to not only meet them again in 2009, but to surpass them.

There are five distinctive elements of Martha's Table Children and Family Learning Program that make it a model for other programs in the District. First, we offer extended hours, including full-day summer programming to support and accommodate the needs of working parents. Second, our bilingual classrooms enhance our ability to teach and communicate with all the children and families and offer multi-cultural programs. Third, all our programs provide nutritional snacks and meals at appropriate times everyday, allowing children's to learn and play effectively. Fourth, our classrooms provide a bright, learning-conducive environment that has been praised by many childcare professionals—it is important to us to have children begin their lives of learning in the best classrooms, regardless of their parents' income level. Fifth, we take a holistic approach to working with our families. In addition to providing education and care for children outside of school, we supplement these services with food, baby formula, clothes, coats, diapers, school supplies, parent training and education, and referral services.

The Child Development Center (ages 3 months-4 years). This program employs the *Creative Curriculum Child Development and Learning* program as promoted by the Carnegie Institute and others. With the help of this "learn through play" approach, the 72 infants, toddlers and preschoolers enrolled this year are able to explore many different aspects of their development, including nature, reading, science, art, and computers. There has been an increased need for us to provide services for special-needs children. We have formed partnerships with the Kennedy Institute, Multicultural Rehabilitation, and the DC Early Intervention Program to help us conduct screenings. Our Child Development Center and

its comprehensive services has achieved such a high reputation that local government officials often make a specific effort to place children and families with us who are in need of the most support, such as teen mothers.

Elementary and Bridge Programs. Each month during the academic year, the 61 children (aged 5-9) in the Elementary Program this year focused on a different theme culminating in a field trip. Academics form the central core supplemented by workshops in art, theatre, poetry

and music. Themes include science and mathematics, social studies, art of writing and storytelling, physical and life sciences, computers and technology, literacy and health. Activities included studying Latino culture during Hispanic Heritage month, a Holiday Pageant that for families and friends (including Mayor Adrian Fenty) and the children also participated in a variety of activities around the election. There were 29 youth (ages 10-13) enrolled in the Bridge Program. These children focused on academic projects that included homework assistance, creative writing, computers, and worksheets in a variety of scholastic subjects. We also created several programs with the specific intention of entertaining and retaining pre-teens in the Bridge Program to progressing to our Teen Program, ensuring they stay with us and we can help them stay focused throughout high school.

Teen and Satellite Programs. As has been the case for 11 years now, 100% of the seniors who regularly attend our program graduated from high school. Starting in the fall of 2007 Martha's Table staff began offering programming at two nearby schools (Lincoln Middle School and Banneker Senior High School), in addition to our on-site programming at the Martha's Table facility on 14th Street. The children at Lincoln received academic and enrichment programming during the school year and in the summer the kids worked with entrepreneurs who led a series of workshops. These included: Managing Finances, Naming a Business and How to Write a Business Plan. The 66 teens (ages 14-18) enrolled in Martha's Table's Teen Program and at Banneker High School stay focused on academic and personal development through various workshops. Last year workshops included: résumé writing, job applications, creating a business, female health issues, current challenges for inner-city youth, and the civil rights movement. The teens also had several community service projects, including an in-depth AIDS awareness public service campaign using printed and electronic media.

Parent Programs. Working with TAPP, a program at the Washington Hospital Center, we have established a teen parenting class in addition to our adult parenting classes. Working with the non-profit Generations, we offer a class on safety that addresses keeping children safe both inside and outside the home. We offer workshops on how to navigate the DC public school system with a special-needs child. We also provide information and classes on financial management, community resources, housing, and other subjects.



McKenna's Wagon and Family Food Programs

Every night of the year during 2008—and indeed for many years before that—our two McKenna's Wagon mobile soup kitchen vans served 1500 sandwiches, 1200 desserts, 65 gallons of hot soup, and 65 gallons of tea. In all more than 345,000 meals were served. In addition, we prepared 3 meals a day for the children in our day-care, we also served breakfast to a number of elementary aged children whose parents drop them off in the mornings before school and we served dinner and a snack to the 200 children and youth in our After-School programs, amounting to another 200,000 meals served during the year. We also provided more than 20,000 meals to our partner organizations, providing them with food so they could better serve their clients. In addition, through our Healthier McKenna's Wagon initiative, now in its second year, we continue to improve the nutritional value of the food we serve. Martha's Table is using more wholegrain breads, offering a healthier selection of sandwich contents, providing more fruit and other healthier dessert options, and packing our soup with many vegetables.

Working with community partners, we integrate additional services into our food programs. For example, counselors from AARP come on pantry days to help our elderly clients and case workers from Whitman Walker provide services to those who receive food from McKenna's Wagon.

Since the downturn in the economy at the end of last year Martha's Table has seen a dramatic increase in the number of families and individuals who come to us for emergency food assistance. Starting in September, the number of people coming to us for bags of emergency groceries has doubled.



Martha's Outfitters

Martha's Outfitters, our clothing distribution center, had more than 18,000 customers during 2008, it also partnered with more than 45 other non-profits to help their clients receive emergency clothing and other supplies. Everything at Martha's Outfitters continues to be provided to the community either free or at a modest cost. All the proceeds of Martha's Outfitters, which in 2008 was more than \$210,000, are used to support our programs for Children, Youth and Families. Like the Martha's Table Food Programs, Martha's Outfitters also saw a large increase in the number of people who come for emergency clothing. During the last three months of the year the number of referrals for clothing more than doubled from earlier in the year.

