

Martha's Table

EDUCATION • FOOD • OPPORTUNITY

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2010
Annual
Report



EDUCATION



FOOD



OPPORTUNITY

2010: Early Childhood National Accreditation, Groceries for People Transitioning From Homelessness, Clothing Creating Change, and a Celebration of 30 Years

New Opportunities for Our Youngest Children

In June 2010, the National Association for the Education of Young Children (NAEYC) granted accreditation status to our Child Development Center (CDC) that serves children 3 months-4 years old. Our accreditation scores were very impressive and are indicative of the quality programming that we provide the children and families we serve: eight out of ten criteria scored at 100%, one at 94%, and the other at 87%. The CDC's accreditation is added to our existing national accreditation for our school-age programs in the After-School Elementary and Bridge Programs.

Now that our Child Development Center is accredited, it has afforded more opportunities for funding to the Center as well as partnerships with local universities, foundations, and other non-profit organizations while also strengthening existing partnerships. For example, The University of the District of Columbia has partnered with the Child Development Center to assist in educating our children, parents, and staff on nutrition.

More good news for the CDC was a grant received in 2010 from The Office of the State Superintendent of Education (OSSE) to open

Martha's Table by the Numbers 2010

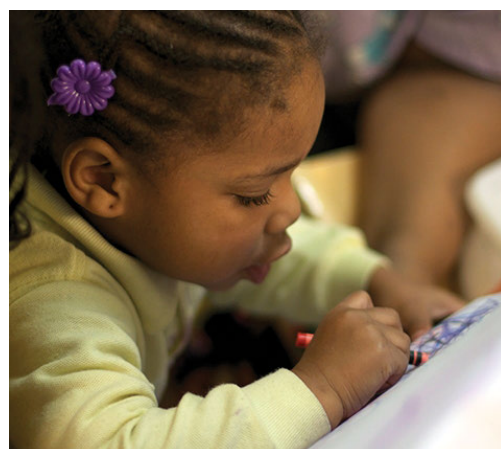
- 323,982 Meals Served on McKenna's Wagon
- 5,865 Pantry Bags of Groceries Distributed
- 63,403 Meals served to Children in Martha's Table's Pre-School and After-School Programs
- 22,751 Customers for Martha's Outfitters
- 74 Children (3 months – 4 years old) Enrolled in Our Child Development Center
- 73 Children (5-9 years old) Enrolled in Our Elementary Program
- 21 Children (10-13 years old) Enrolled in our Bridge Program
- 25 Teens (14-18 years old) Enrolled in Our Teen Program
- 44 Children Enrolled in two Satellite Programs for Children and Youth: 22 at Shaw at Garnett Patterson and 22 at Banneker Academic High School
- More than 10,000 Volunteers Contributed 20,000 Hours of Service during 2010

In all, Martha's Table served approximately 5,000 unduplicated individuals in 2010.

its first enhanced pre-kindergarten classroom for 16 children. By opening this classroom, we have been able to provide the children and their families with an array of services and supports on-site that we were unable to do before. This includes, monthly on site Curriculum and Professional Development for staff presented by OSSE -certified trainers to improve assessment and education standards.

In 2011, the staff will not only continue making improvements to the development and education of the families in our programs but for

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2013 Will be Better? A letter from Lindsey

I was in a meeting recently and the presenter said that “the economic situation in the District of Columbia will improve by Fiscal Year 2013.” I thought to myself, well “better” is good news, but 2013 is a long time from now for our community. What are we going to do in the meantime?

Like all of us in DC and around the country, Martha's Table has had to change its mindset as the economic emergency's effects evolved to create

new and different challenges. Out of necessity, our initial response was a sprint. But, the finish line never came, and our race has become a marathon. For anyone who has run a marathon, you know that a lot of things can happen during those 26.2 miles to disrupt your best plans. And a lot has happened during this marathon. For some of our families, it has meant a creditor that will not wait any longer, dwindling hours at work, or an illness to the family's main bread winner. But they keep running.

A growing challenge for many right now is reduced local government revenue and ensuing repeated cuts to government supports. At

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New Opportunities for Our Youngest Children *(continued from page 1)*

themselves as well. Our CDC will have two lead teachers graduate with their Associate's Degrees in Education this year and the entire Center is getting ready for their 1st Annual Report to NAEYC. The CDC will also provide more programming for parents by offering monthly trainings.

A Letter from Lindsey *(continued from page 1)*



Martha's Table, we have always kept our government funding at less than a third of our cash budget so that we were not too reliant on that funding. Nevertheless, the unprecedented speed and depth of current cuts have still created a significant gap. At the beginning of December 2010, our financial situation looked pretty bleak for both 2010 and 2011. So we did what we have had to do several other times in recent years: we got creative and figured out how we could spend less, raise additional funds and keep the great quality of our programs. We keep running.

In the last few days of 2010, something wonderful happened, hundreds of individual donors, corporate donors and foundation donors made their end of year gifts and we were able to close the large gap in our income and finished the year with a very modest operating deficit. And we were able to make adjustments to start off the New Year in a much better place than our original projections. But most important of all, our programs for some of DC's most vulnerable citizens were able to keep running without interruption. And for that we have all of you to thank.

You will read in these pages of the successes of our programs and participants in 2010. In the contexts of these times, they make me very proud of everyone that is part of the Martha's Table Family. We are all far past catching our "second winds," but people keep running. We aren't waiting until 2013 to make life better for people in DC. With your continued support, we are doing it today.

Keep the Change

"Keep the change" is what Michael Bartscherer, Director of Martha's Outfitters, hears quite often when someone makes a purchase at our community thrift store. It is the customer's way of making a small donation to help Martha's Table and we so appreciate it!

And, "change" is the buzzword at Martha's Outfitters these days. During the second half of 2010, we saw sales increase 30% over the first 6 months of the year. This means that the store not only sustains its own operations – providing free clothing and housewares to more than 3,500 people each year – but it is also contributing to all of Martha's Table's programs. And, we're finding and rolling out new ways to keep up this momentum:

- We've changed our hours of operation to make shopping at Martha's Outfitters more convenient to working families and the young professionals who are moving into our neighborhood. The store is now open from 9:00 AM to 6:00 PM every Tuesday through Saturday;
- We've updated our webpages to make it easier for donors to donate, shoppers to shop and referral agencies to refer clients to our door;
- We've gone virtual with a Martha's Outfitters Twitter account and Facebook page, and
- We've been featured in a number of local blogs and listserves.

Some things, though, haven't really changed. We still have strong partnerships with local and national vendors such as Home Rule, Crate and Barrel, Patagonia, Full of Beans, Hugh and Crye and Proper

Recently the Center started a partnership with The Rosemont Child Development Center, where a caseworker provided by Rosemont will make home visits to the children and families in Martha's Table's CDC programs to do curriculum activities with families and the children 3 years of age who either attend the CDC or on our waiting list. This includes parent guidance and additional services the families may need. The Rosemont caseworkers will make referrals to other agencies that can offer additional support to our families. This partnership also supports the mission of Martha's Table's Child Development Center by implementing a holistic approach to providing services.

New Ways to Learn: 2010 Children and Bridge Programs



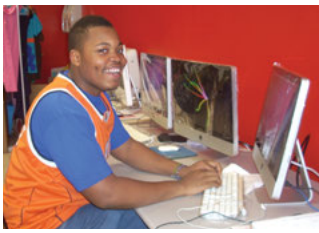
Not all learning comes from books. For example, cooking can teach a lot about reading and math and reinforces the importance of health and nutrition. In 2010, in addition to tutoring and other academic help, the Children and Bridge Programs (for children 5-13) focused on providing exciting new workshops for their students. These included cooking, health and nutrition, and various other topics that were of importance in the children's everyday lives. One workshop focused on a bullying a topic that was much in the news last year. The success of these workshops, made it clear that they were a great way to concentrate on many important topics of education in a condensed amount of time.

Starting in January 2011, the Children and Bridge Program began another series of eight week program workshops that include: Arts and Crafts, Science, Yoruba (Nigerian Language), Cooking, Communications and Dance. Each eight weeks the workshops will change. The next ones are: Photography, Spanish, Sports, and English 360. Students attend workshops 3 days per week and throughout the eight week session students will attend at least two different workshops. The response from the students has been very positive. The workshops were designed with the student in mind and were developed based on student and parent surveys taken at the beginning of the school year. Wanda Holmes, Director of the Children and Bridge Programs notes that "student attendance has been high especially during workshop sessions." It looks like workshops are here to stay.

Topper that help keep our racks and shelves full of high quality clothing and housewares. Through our long standing relationship with the Four Seasons, we have been able to provide toiletries to individuals who are referred to us throughout the year. And, with the extraordinary generosity of Gifts for the Homeless and individual donors, we have again been able to distribute hats, gloves, thermals, sweatshirts and blankets to thousands of individuals this past winter.



We certainly couldn't do all of our work without the support of our partners, and we're happy to see our network expanding. More local shops and national chains are lending their expertise to improve every aspect of our operations. In 2011, you'll be seeing changes inside and out. We're stepping up our marketing, improving our appearance, streamlining our processes, and finding new ways to serve our clients and customers.



Teens Succeed— Despite Some Setbacks

In 2010, Martha's Table's Teen Program had its fair share of difficulty. In June, right before the Summer Program was scheduled to begin, the computer lab was burglarized and all the Mac computers containing the graphic

creations, videos, and essays by the students were stolen. The distressed teens would have to start all over on various projects to replace all that was lost due to the crime. Fortunately, loyal and generous community partners such as The World Bank Community Connections fund, Howard University, and the Longbrake Foundation replaced the lost hardware and, software, and even loaned us laptops so that our teens were able to continue producing quality work in the computer lab.

In addition, the teen program faced an array of funding issues this summer that threatened our ability to provide the robust programming that has attracted students for the past 13 years. Resilience, though, won the day. Our team came up with some creative alternatives so that we could continue to offer quality programming and work with our students. And, we pursued other sources of funding to fill in the gaps. At the end of the day, we were able to help the teens view these "hardships" as an opportunity for perseverance and inspire them to proceed down the road of achievement in spite of opposition.

The staff not only met with the Teens about this "message" but also led by example. As a result, in 2010, the Martha's Table Teen program once again had 100% of their seniors graduate. This is especially noteworthy because in 2010 we had our largest senior class ever with 12 Teens graduating from high school and 8 who continued to further their education at a college or university.

The large number of seniors led us to create a special program called Focus. Participating students attended a year-long series of workshops that were designed to give them the tools and supports necessary to "create a blueprint for their senior year." The Focus workshops helped teens complete important tasks needed to ensure future success. These included taking standardized tests, completing the FAFSA and DC One applications, applying to colleges and/or trade schools, participating in college/career fairs and attending rap sessions with area professionals based on the participants' talents and career interests. In 2011, we are continuing Focus and will be expanding it to help the teens during the first two years past high-school as they work towards an AA, four year degree, go on jobs, or other training.

This year our teens have already begun to see the fruits of their labor and we celebrate their achievements. As of this writing, our seniors have already received multiple acceptances and scholarships from a variety of colleges and universities. They are now in the enviable position of needing to decide between them all. We look forward to updating you on what they decide. We are very proud of all of the teen's hard work and their successes.

Satellite Programs

In addition to the programs for children and youth held at Martha's Table's community center, we also offer programming at two DCPS schools: Banneker Academic High School and Shaw at Garnett Patterson. The Banneker program offers mentoring to at-risk students. After witnessing the impact that our teen program had on students from Banneker High School who came to Martha's Table, the principal invited us to build a program at the school. The Banneker program is now in its 9th year. The 20 students, whom we mentor currently, work on a number of community service projects and develop both personal and social skills as a result.

There are 20 youth (ages 13-14) enrolled in our Satellite Program at Shaw called MT Sports. MT Sports at Shaw uses athletic values and culture to affirm personal identity and help build the core academic capacities for students. The sports backdrop creates opportunities for adolescents to critically examine American society while developing reading comprehension and writing composition skills. This program also combines algebraic mathematic computations with the video game play of PlayStation 2's NBA 2K11. This affords students the competition and entertainment of video game basketball and the math skill development by solving algebraic math problems created from the statistics of completed games. Martha's Table staff members have now been in the school for almost two years and MT SPORTS @Shaw is now a vital part of life at the school, helping these middle school students with both their academic and personal development.

Martha's Table is committed to remaining on the cutting edge of youth development in the District of Columbia.

Healthy Solutions to Hunger



In 2010, Martha's Table's Food Program increased its emergency grocery assistance program by 43%, from handing out 341 bags per month in 2009, to 488 bags per month in 2010. In addition, we've established several partnerships with local organizations to provide more homeless and low-income individuals with food. During 2010, we started a partnership with Pathways to Housing, a "Housing First" program. Housing First is a national program premised on the belief that vulnerable and at-risk homeless people are more responsive to interventions and social services support *after they are in their own housing*, rather than while living in temporary/transitional facilities or housing programs. With permanent housing, they can begin to regain the self-confidence and control over their lives which they lost when they became homeless.

Prior to our relationship with Pathways, they had no food in their support system. While residents had everything else they needed, including furniture, they had no food. We proposed a cost sharing arrangement whereby we would acquire food from a number of sources, sort it and assemble bags of nutritious food and distribute it once a month at a cost to Pathways of \$5 a bag.

The bag is usually worth about \$75 and includes both perishable and non-perishable foods, and is designed to provide a family of four with meals for three days. In other words, 36 meals per bag. We also invited Pathways residents to attend our once-a-month pantry day to pick up a second basket for free. Pathways started out with about 40 bags a month but after 9 months the program has become so popular that they now get about 150 bags a month.

We have a similar arrangement with Neighbors First, another Housing First agency. They are now where Pathways was at the beginning with about 40 bags a month. We expect them to grow to around 100 bags a month within a year.

There are about 12 Housing First agencies in the metro area and as we build capacity, we will add additional agencies to this program.

We have also successfully made use of the bounty of local produce last summer. The soup that's served on McKenna's Wagon, our mobile soup kitchen, used to contain mostly canned and frozen vegetables. It now contains 60% local or organic produce, which is something we are very proud of. Our Food Program continues to make strides with the children's meals in the direction of more nutritious recipes, using fresher and healthier ingredients in freshly prepared meals.

Food donations steadily increased by 21% in 2010. This comes as a shock considering the lasting effects of the recession.

What's on the agenda for 2011? "We are up and running with the "Hot Wheels" Initiative, providing chef-prepared meals on McKenna's Wagon every weekend," said Justin Peregoy, Food Manager for Martha's Table. "We hope to expand this program to the weekdays, and use the Hot Wheels program as a vehicle (pun intended) to get more local produce distributed to the hungry population of DC."

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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.

UW #8445

CFC #29262



Volunteers Make It Happen



In 2010 the volunteer program at Martha's Table continued to flourish. Once again, we had more than 10,000 volunteers who contributed over 20,000 hours service to the community. We established new partnerships with Kraft Foods, Black Entertainment Television (BET), Viacom, Everest College, and Loyola University alumni, to name a few groups. And we continue to be grateful to all of our long term partners and friends.

Volunteers at Martha's Table have the option of participating in an array of opportunities from driving or serving on McKenna's Wagon, our mobile soup kitchen, helping with the preparation of meals for the community, mentoring and tutoring the children in our programs to pricing and organizing clothes in Martha's Outfitters, our community thrift store. This year the Volunteer Program has also started taking on interns and mobilizing them to not only work in the programs of their choice but giving them the opportunity to use their skills to help support our mission as well as giving them a hands on experience with working in the non-profit sector.

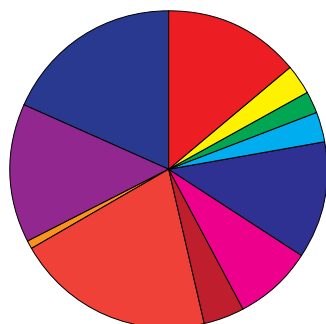
Our volunteers are a varied group. On any given day volunteers from a local law firm can be seen working side by side with student volunteers from High School or college students cutting vegetables with volunteers who are court-mandated. They enjoy each other, thrive off each other's energy and experiences, and at the end of the day they produce a product together that serves another diverse group of individuals in need of assistance.

"I saw McKenna's Wagon everyday when I left my downtown office. I knew that one day I wanted to volunteer at Martha's Table" says Marie Breslin a devoted volunteer who was awarded Volunteer of the Year in 2010 for her work with the Food Program. "The staff is great but the thing that keeps me coming back is the unfailing gratitude of the clients we serve. Whether it's a cup of soup or a bag of groceries to feed their family...they always say thank you"

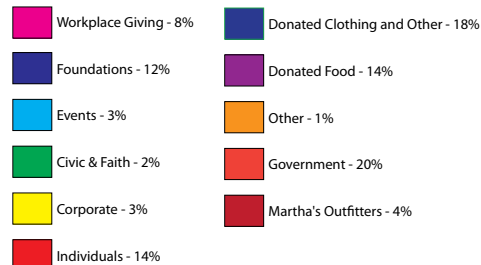
We look forward to 2011 as the Volunteer program continues to expand throughout all programs at Martha's Table as well as creating more partnerships in our community, having a strong presence at community events, and offering our services to people who are eager to support our mission.

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 this past year. In particular we want to thank all those whose sponsorship and gifts made our 30th Anniversary Celebration such a great success. We raised almost \$190,000 from this event and thanks to our sponsors and many who provided services pro-bono; we were able to use almost \$180,000 of what was raised for our programs. In all, Martha's Table received \$3,996,773 in financial support and \$1,910,816 in in-kind donations this past year. Total revenue for 2010 was \$5,907,589 and expenses were \$5,930,267.



Sources of Income



Expenses by Program

