



Martha's Table

EDUCATION • FOOD • OPPORTUNITY

TOGETHER AT THE TABLE

Annual Report 2018



Letter from *the* President and CEO

Dear Friends,

Our sincerest appreciation to the thousands of neighbors, partners, volunteers, and supporters **just like you** who joined us at the table to make 2018 an unforgettable year!

At Martha's Table, we recognize that **the neighborhood a child grows up in matters**. The resources that a neighborhood provides - educational, health, economic, and more - often determine a child's chances for success in life.

After nearly 40 years supporting strong children, strong families, and strong communities in the 14th Street neighborhood of Northwest D.C., we opened a new headquarters at The Commons at Stanton Square, located in the Fort Stanton/Hillsdale neighborhood in Southeast D.C., in June of last year. At The Commons, we are committed to ensuring that **every child is set up for success** with expanded access to quality education, health and wellness, and family supports.

Down the street from our new headquarters in Southeast D.C., at our redesigned Martha's Outfitters store, we support families with no-cost access to baby essentials, children's clothing, and professional attire.

Additionally, at our brand-new satellite location at The Maycroft in Columbia Heights, we are extending early childhood education and health and wellness supports to a community we have called home since 1980.

With our three new locations, we stand firmly alongside our neighbors on both sides of the Anacostia River.

With all of these exciting changes, we are overwhelmed with gratitude for your constant support. We are thrilled to enter this next phase of Martha's Table, diving deeper into our neighborhood-focused work, learning, stretching, and growing stronger together. I hope you will choose to "join us at the table" again this year.

Yours in service,



Kim R. Ford



The Commons at Stanton Square was awarded the following:

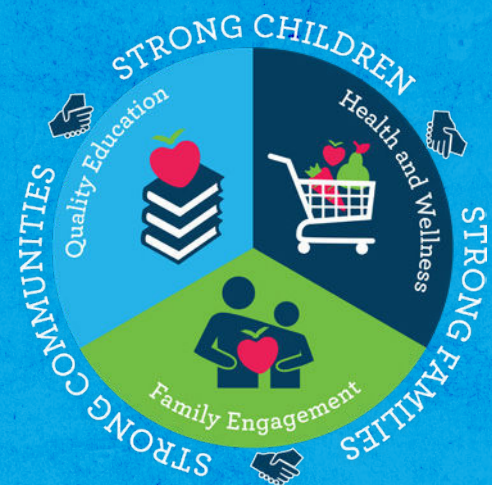
Urban Land Institute's Trends Award for Excellence in Institutional Development and Impact

Washington Business Journal's Best Community Impact Real Estate Deal for 2018

LEED Gold Certification



- **Martha's Table at The Commons**
2375 Elvans Road, SE
Washington, DC 20020
- **Martha's Outfitters**
2204 Martin Luther King Jr. Blvd., SE
Washington, DC 20020
- **Martha's Table at The Maycroft**
1474 Columbia Road, NW
Washington, DC 20009



Our Programs

At Martha's Table, we believe every Washingtonian - regardless of zip code - deserves the opportunity to thrive. We support this vision by increasing access to:

Quality education • starting at six weeks old

Health and wellness resources • with a focus on nutrition

Family engagement initiatives • to ensure parents and caregivers are both supported and supportive



2018 🍏 by the Numbers:

1.64

million healthy meals distributed through our no-cost markets

53

elementary school partners supported through our Joyful Food Markets program

119

children supported with full-day early childhood education to prepare them to thrive in kindergarten and beyond

🍏 91%

of students on track in literacy skills

45

families supported with family home visits by our Family Support Specialists

13,000

no-cost shopping visits for clothing and infant necessities at Martha's Outfitters supported families with young children



Quality Education Programs: Early Childhood Education

Our nationally accredited early childhood education program promotes whole child development to ensure children are on track and ready to learn in Pre-K and beyond. Our strategy is focused on ensuring every child is strong by age 8 - the critical age when children must transition from learning to read to reading to learn. Research shows that third grade outcomes can predict future academic and career success.



New classroom at The Commons



2017-2018 Promotion of our Toddler Classrooms

Early Education Program Outcomes 2017-2018 School Year

Among students enrolled at Martha's Table*:

- 96% on track in social-emotional skills
- 90% on track in physical skills
- 91% on track in language skills
- 100% on track in cognitive skills
- 91% on track in literacy skills
- 83% on track in math skills

*According to GOLD checkpoint assessment

GOLD is an evidence-based observational assessment system that evaluates children's development and learning from birth through kindergarten. It is designed to help teachers discover what children know and can do, as well as their strengths, needs, and interests. The assessment is grounded in 38 research-based objectives that include predictors of school success and are aligned with state early standards in the United States. Our early childhood educators and coaches are using the GOLD to inform their instructional strategies that support children's learning outcomes.

In 2018, we opened 7 beautiful classrooms at The Commons to support infants and toddlers in our early childhood education program. The new classrooms were thoughtfully designed to promote healthy development among children and to support collaboration and professional development among our teachers.



Teachers engaged at an NAEYC conference session



Teachers attending the NAEYC annual conference in Washington, D.C.



All teaching team members at Martha's Table were given the opportunity to participate in the National Association for the Education of Young Children (NAEYC) annual conference in Washington, D.C. NAEYC is the leading accrediting body in early childhood education. A very special thanks to the Bushkin family for investing in professional development opportunities for our teachers.

"Walking into an entire convention center full of educators was beyond humbling. My favorite session talked about risk-taking within the classroom and how to create opportunities while also making sure children are safe. It gave me a totally different perspective on risk-taking, what that looks like, and how we can encourage that within the classroom! This conference helped me reflect on my own teaching and got me excited all over again for education. I truly enjoyed the experience! Thank you!"

- Eman El-Kabli, Instructional Coach



Maycroft Ribbon Cutting with Jubilee Housing



Maycroft Team on Opening Day

Power of Partnerships: Jubilee Housing

We are thrilled to maintain a strong presence in the Columbia Heights neighborhood in Northwest D.C. In partnership with Jubilee Housing, the historic Maycroft building offers deeply affordable apartments, permanent supportive housing units, and family resources and programs. At this satellite location, we offer our nationally accredited early childhood education program for children six weeks through three years of age. In addition, we operate McKenna's Wagon, a mobile food van that serves hot meals to people experiencing housing instability and hunger at two downtown locations, and a no-cost healthy food market located in the lobby of the building.

Quality Education Programs: Martha's Table Scholars Enrichment Program

In the fall of 2018, we launched our Martha's Table Scholars Enrichment pilot program for elementary school students. Students engage in after-school clubs that focus on literacy, science, art, technology, and math. By participating in after-school project-based learning opportunities, students develop in key areas including: social-emotional development, communication, teamwork, problem-solving, and creative thinking.



MT Scholars received a copy of the children's book, "The Great Indoors" by Julie Falatko and Ruth Chan

During the school year, the MT Scholars Enrichment Program offers pick-up from school, after-school snack and dinner, and full-day programming during most DCPS school closures. During the summer, we host a full-time program that offers skills exploration, academic support, and weekly field trips to help prevent summer learning loss and to prepare students for the next grade.



The Martha's Table Scholars Enrichment Program is accredited by the Council on Accreditation (COA). This accreditation is recognition of meeting high measurable standards of quality in programs serving children and youth.



MT Scholars reading out loud

Power of Partnerships: Urban Alliance

To support older youth, we have deeply co-invested with Urban Alliance, a youth development organization, to support college and career readiness among high school students living in D.C.'s Ward 8. Starting in their freshman year, students participate in professional skills development workshops. Workshop topics include: Leadership, Self-Advocacy, Financial Literacy, and more. By senior year, they are placed in 9-month paid internships that combine real world experience, job training, mentoring, and support services.



The older youth program supports:



Meet Jaden, a native Washingtonian from Southeast D.C. and recent graduate of Ballou High School.

In the 2018-2019 school year, Jaden served at Martha's Table supporting the Development Team. Jaden learned how to maintain a donorship base while developing skills in professional communication, time management, and teamwork. From assisting with the collection of in-kind donations such as food and clothing, to data input, Jaden became a valuable member of the team.

"I like it here. I've learned a lot of the skills I will need for a job." When asked about his mentor-mentee relationship with Gabriel Gilchrist, Development Associate, and JerMarkus Booker, Donor Engagement Manager, Jaden responded with a smile, "I learned a lot of leadership skills here, and Gabe and JerMarkus are funny. I've built new networks of people I trust because of this internship."

- Jaden, Martha's Table Intern



Pictured left to right: JerMarkus Booker, Donor Engagement Manager; Jaden, Martha's Table intern and graduate of Ballou High School; Gabriel Gilchrist, Development Associate

Health and Wellness Programs

At Martha's Table, we believe access to fresh, nutritious food is a human right. However, several systemic barriers including limited availability of grocery stores, lack of transportation, and high-cost make it difficult for families in Southeast D.C. to eat healthy on a regular basis. Through our Joyful Food Markets program, in partnership with DC Health and the Capital Area Food Bank, we are able to address these barriers and increase access to fresh fruits, vegetables, and pantry items. Joyful Food Markets are monthly pop-up grocery markets held after-school in elementary schools east of the Anacostia River. An average of 6,000 families each month shop at no-cost for up to 15 pounds of produce and pantry items. Music, dancing, recipe demos, community resource partners, and volunteers help spread the JOY of healthy eating.

53

elementary schools east of the Anacostia River supported by Joyful Food Markets

48,682
students served

1,119,686
pounds of groceries distributed

933,072
healthy meals distributed through no-cost markets



We are grateful to D.C. Public Schools and D.C. Public Charter Schools who team up with us to host Joyful Food Markets and allow us to transform cafeterias, gymnasiums, and multi-purpose rooms into a joy-filled environment that promotes healthy eating and healthy food access.



Power of Partnership: JFM Families

"My kids always ask me when Joyful Food Markets will come back to the school."

- Danielle, a parent at our Joyful Food Markets

Danielle, a parent of students attending one of our Joyful Food Markets sites, has a deep sense of gratitude and appreciation for the market. She enjoys seeing her children try different foods and feels good when they do. With a warm candor, Danielle stood in line and said "I want everything so I can make my smoothie."

When Danielle and her family leave the market, they use the produce to make their main dishes at home; chicken and tacos are two of their favorites. The market is extremely beneficial to Danielle and her family, especially since her community lacks grocery stores. If she runs out of something, she knows that she can rely on Joyful Food Markets for an abundance of produce that day. "It's awesome that we have this opportunity, and that it's available for the people who really need it."

Photo credit: Francis Tatem



Martha's Table Markets

In addition to Joyful Food Markets, we offer Martha's Table Markets located in the lobby of The Commons and The Maycroft. All are encouraged to shop once per month at no-cost for fresh produce and shelf stable pantry items.

McKenna's Wagon

To support D.C. neighbors who may be experiencing housing instability or homelessness, we operate McKenna's Wagon, Martha's Table's mobile food service that goes out 7 days/week, 365 days/year regardless of rain, sleet, snow, or shine. Thanks to our dedicated McKenna's Wagon volunteer drivers and helpers, we are able to deliver an average of 300 hot meals, as well as sandwiches, muffins, fruit, and refreshments at two downtown locations every day.



Power of Partnerships: Giant Food

Thank you to Giant Food for volunteering at one of our Joyful Food Markets and presenting a generous gift of \$50,000 to support healthy food access.



Raquel, a Food Prep volunteer, making a delicious Moroccan Harira soup.

Family Engagement Programs

We are committed to ensuring parents and caregivers both feel supported and are deeply supportive of their families. At The Commons, we offer a family resource center available to all caregivers. Monthly Parent Cafés and our Parenting Journey program create social support networks that help parents develop as their child's first teacher and encourage learning outside of the classroom.

Meet Richard, a Family Engagement Specialist at Martha's Table. Richard has the pleasure of interacting with many of our families on a daily basis. Whether he's connecting parents to resources within our community or leading Family Engagement events, Richard plays a vital role ensuring that parents are supported through their parenting journey.

“Organizing our Parent Cafés is one of my favorite things to do here. Parents really show up to support one another.”
- Richard, Family Engagement Specialist



Families enjoy choosing books to add to their home libraries.

Power of Partnerships: Community of Hope

Community of Hope is a nonprofit organization providing healthcare, homelessness prevention, and case management services to families. At The Commons, we are co-located with Community of Hope, and together we are working towards a shared vision of ensuring every person in our neighborhood has the opportunity to thrive. In 2018, we engaged 45 families with home-visits by our Family Support Specialists.



Martha's Outfitters

Martha's Outfitters is an innovative community store focused on supporting families with young children in the crucial early years of a child's life. In the spring of 2018, we renovated and reopened Martha's Outfitters, which now offers diapers, baby bottles, children's clothing, and business attire for parents and caregivers at no-cost through a monthly membership program. In 2018, the store saw 13,000 shopping visits from families.

As a community store, Martha's Outfitters relies on the contributions of donors and volunteers to ensure shoppers have access to high-quality clothing and accessories.

To learn more about in-kind clothing donations, please contact outfitters@marthastable.org or visit bit.ly/MODonations.



Martha's Outfitters offers no-cost baby items, children's clothing, and workforce attire for adults.

Our Supporters



Photo credit: Francis Tatem

Our work would not be possible without the help of dedicated volunteers who join us at the table to support strong children, strong families, and strong communities.

Individuals and groups of all sizes support our mission by preparing healthy meals, assisting neighbors to shop at no-cost for fresh produce, sorting clothing at Martha's Outfitters, driving and distributing meals on McKenna's Wagon, supporting teachers and students in our education programs, and in many other capacities throughout the year. To get involved, e-mail volunteer@marthastable.org or visit marthastable.org/volunteer.



Volunteers at a Joyful Food Market prep a delicious cabbage cole slaw recipe for families to make at home.



2018 Volunteer Impact

17,110

48,880

service hours completed

\$1,206,842.47

total cost savings from volunteer hours

Volunteer Spotlight:
Kristy, Volunteer, Joyful Food Markets

As a regular volunteer with Joyful Food Markets, Kristy has been able to attend most of the schools served by the market and has a few favorites. She enjoys receiving a warm welcome from the children, and she is proud when they share stories of how they use their produce at home. She also enjoys the cheerful vibes, smell of garlic, friendly faces, music, and the warmth that the market brings.

"It truly makes it all worth it. If students as young as 8 or 9 are excited about kale and fruit, there is no excuse for the rest of us to not follow their example and choose healthier, happier food options."
- Kristy, Joyful Food Market Volunteer



Photo credit: Leta Harrison

Kristy shares fresh, high-quality produce with families at our JFM partner elementary schools.



2018 Apple Society

Our Apple Society members provide the financial foundation that fuels our mission. Through annual gifts at \$10,000 and more, Apple Society members help ensure that thousands of children, families, and D.C. neighbors have increased access to quality education, health and wellness resources, and family supports.

To learn more about what it means to invest in Martha's Table, please contact Rae Davidson, Director of Development at rdavidson@marthastable.org.

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2019 Apple Society

Thanks to our new Apple Society Members who have given in 2019. (Gifts of \$10,000 or more through July 15, 2019)

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 Bob and Patricia Schieffer
 Anastasia P. Vournas and J. William Uhrig

In Memoriam

We honor the legacy and generosity of those we lost this past year, among other generous supporters:

Don Brown
 Barbara Bushkin
 Carolyn June Kaplan
 Fred Malek
 Vicki Sant

If you have lost a loved one whom you would like recognized for their support of Martha's Table in our next annual report, please contact us at info@marthastable.org.

Many Thanks

Thank you to our corporate partners whose support deepens our impact:

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For more information on becoming a corporate partner, please contact Dan Schiff at dschiff@marthastable.org.

Thank you to the following individuals, foundations, and organizations who supported our mission with a generous gift in 2018:

\$5,000+

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Posner-Wallace Foundation
Michael Powell
Premkumar Family Charitable Fund
PricewaterhouseCoopers
Adrienne Propp
James F. Rabenhorst
Eden Rafshoon
Franklin Raines and Denise Grant
Anand Ramamodhthy

Narayanan Raman
Claire E. Reade and Earl P. Steinberg
Andrew Redd
Rosemary Regis
Mr. Steven Reichert
Karen Reid
Renah Blair Rietzke Family and Community Foundation
Harry E. Rhoads, Jr.
Phyllis Richman
Stephen Rickard
Mr. Stephen W. Robb
Jill Robinson
Dana Robinson
Elizabeth and Antonio Rodriguez
David Roodman
Ms. Elisabeth Rosenthal
Kristine Roth
Clyde Rowe
Marci Rozen
Catherine Rudder
Frances and
Lewis Rumford, III
Annemaire and Thomas Ryan
Saint Mary of Sorrows Church
Alex Schaffhausen
Jean Schiro-Zavela and Vance Zavela
Kristine and Mark Schnarr
Mr. Grant Schneider
Carol Schneider
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Joyce and Richard Schwartz
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Frances Seghers
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Kalpakam and Arun Shastri
Sheri Shilling
Mara Shreck
Judith and Jerry Shulman
The SK&A Group
Melanie Sloan
Kelsey Slotter
Julia Small
Mr. David R. Smith
Kathleen and Ralph Smith
Gayle Smith
Janis Somerville
Christine Spolar
St. Bartholomew's Catholic Church
St. John Neumann Church
Jocelyn Starzak and Benjamin

Pedersen
Steele Foundation, LLC
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Seth Stern
Elizabeth Stevens
Margret Stewart
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Daniel and Linda Vilardo
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Lawrence I. Wachtel
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Ralph Wall
David Walsh
Washington State Relations
Caryn and Steven Wechsler
Kathie and David Weinberg
Jake Weinstock
Judith Weisberg
Susanne and W. Harrison Wellford
Dolores Wells
The Wertheimer Foundation
Ms. Sarah Williams
Kristin Witting
Womble Bond Dickinson (US) LLP
Women of All Saints Episcopal Church
Coriell Wright
David Young
Michael S. Zamore and Abigail Smith
Albert Zara
Johanna and Jeffrey Zinn

Fiscal Year 2018

Financials



Our Board of Directors:

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Laura Graham O'Shaughnessy, Director
David Roodberg, Director
Cathy Sulzberger, Director
Carrie VanRoekel, Director
Elsa Walsh, Director
Marcee J. White, Director
Cheryl Holcomb-McCoy, Director

Our Leadership Team:

Kim R. Ford, President & CEO
Donna Banzon, Director, Healthy Markets
Beatriz Barros, Director, The Maycroft
Rae Davidson, Director, Development
Mireille Lopez Humes, Senior Director, Education Programs
Sidney Jackson, Director, Human Resources
Felicia Jones, Senior Director, Parent and Family Initiatives
Amy Kurz, Chief Administrative Officer
Bhumip Patel, Chief Financial Officer
Yasmin Shaffi, Director, Early Childhood Education
Tiffany Williams, Chief Program Officer

Expenses

	Amount	% of Total
Health and Wellness	\$ 4,282,392	30%
Parent Initiatives	\$ 1,629,607	12%
Education	\$ 4,710,530	33%
Management and General Administration	\$ 2,017,968	14%
Fundraising and Communications	\$ 1,497,434	11%
Total Expenses	\$ 14,137,931	

Revenue*

	Amount	% of Total
Individuals	\$ 7,054,912	50%
Corporations	\$ 437,654	3%
Foundations	\$ 894,331	6%
Civic and Religious Groups	\$ 138,016	1%
CFC and United Way	\$ 330,861	2%
Federal and State Funds	\$ 2,304,277	16%
Marthas Outfitters	\$ 82,462	1%
Childcare Co-pay	\$ 100,551	1%
Special Events	\$ 336,762	2%
In-Kind Contributions (land, food, clothing, other)	\$ 2,108,288	15%
Investment and Other Income	\$ 284,102	2%
Miscellaneous Income	\$ 3,725	0%
Total Revenue*	\$ 14,075,941	

*Revenue not including sale of 14th Street property



Contact Info

Martha's Table at The Commons

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Washington, DC 20020
202-328-6608
www.marthastable.org

Martha's Table at The Maycroft

1474 Columbia Rd. NW
Washington, DC 20009
202-808-8002

Martha's Outfitters

2204 Martin Luther King Jr. Ave, SE
Washington, DC 20020
202-885-9613

**Please continue to send
all monetary donations to:**

Martha's Table
PO Box 97260
Washington, DC 20090-7260

