

# DELIVERING A PROMISE



**GOD'S LOVE  
WE DELIVER®**

2008 ANNUAL REPORT



# DEAR FRIENDS,

As we begin our third decade of service to the community, it is humbling to reflect on all we have achieved. From our beginning, when Ganga Stone and Jane Best delivered a few meals on their bicycles, to today, when we deliver over 3,200 meals daily, there is so much to celebrate.

In providing meals and nutrition counseling to those living with HIV/AIDS for many years, we gained tremendous expertise in how proper food and nutrition helps those who are sick. By expanding our mission to include those living with all life-altering illnesses, we have been able to put this expertise to great use for a much larger population. We have grown to serve those who need us in Newark and Hudson County, New Jersey. And next year we will cook and deliver our ten millionth meal, a number that must dumbfound Ganga and Jane.

As we move through this first year of our new three-year strategic plan, we are looking forward to implementing many

improvements, all to better serve our increasingly diverse client base even healthier, more varied meals. We will also be undertaking innovations that will allow us to continue to grow and meet the ever-increasing demand for our services.

This fiscal year we are again grateful to so many for their wonderful financial support that allows us to continue to pursue our important mission. While the list is too long to recognize everyone here, we do want to thank especially the Altria Group, Avon Foundation, Calamus Foundation, Carnegie Corporation, Feeding America, M•A•C AIDS Fund and New York City AIDS Fund of the New York Community Trust for their commitment to our work.

And of course we could not accomplish any of this without the dedication of our amazing volunteers. More than 1,400 people every week – 4,000 different individuals during the course of the year – volunteer their time and talents to make God's Love We Deliver successful. Their contributions save God's Love over \$1M annually, a truly astounding effort.

Thank you for your continued, generous support. It means so much to so many, and allows us to always be there for our friends and neighbors when they need us most.



Sincerely,

Michael A. Sennott  
Board Co-Chair

Sylvia Vogelman  
Board Co-Chair

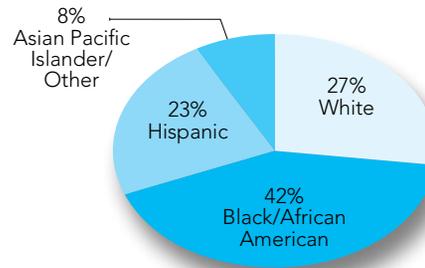
Karen Pearl  
President & CEO

# FOUNDING PRINCIPLES

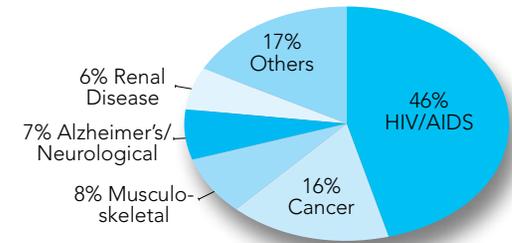
God's Love We Deliver has always been guided by three core principles: no one should ever have to face the dual crises of hunger and illness; there will never be a waiting list for our services; and our meals will always be provided free of charge. Since our founding in 1985, we have proudly held to these principles and more, delivering hope and dignity along with our meals.

In 2008, God's Love provided more than 750,000 meals to 3,279 clients and 356 children, an increase of over 13% over the prior year. Our clients are overwhelmingly poor, with nearly 90% living at or below the poverty level in some of the most underserved neighborhoods. The meals we deliver help reassure and comfort our clients who are facing disease, fear and loneliness.

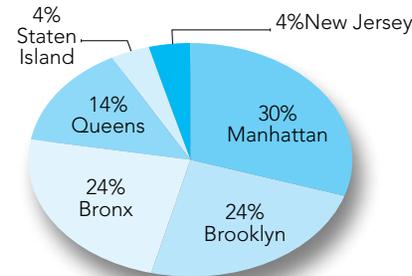
RACIAL/ETHNIC DISTRIBUTION



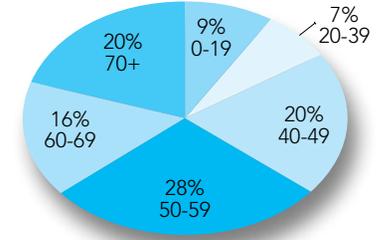
DIAGNOSIS



GEOGRAPHIC DISTRICT



AGE



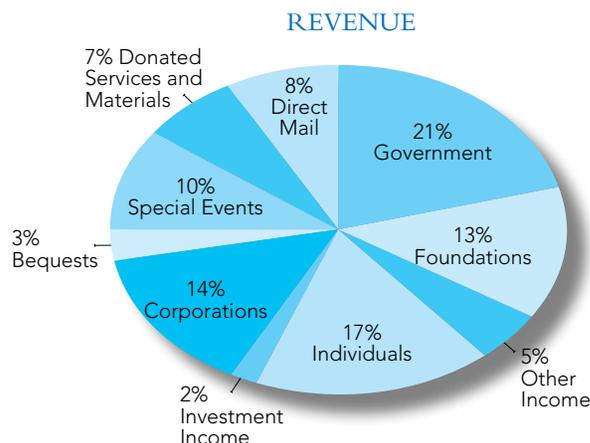
"When I got sick, everything came at me so fast. I quickly realized that I couldn't do any of the things I took for granted, like cooking a meal. I'm so grateful that God's Love was there to help me when I really didn't have anywhere else to turn."

# FINANCES

Fiscal year 2008 (July 1, 2007 - June 30, 2008)

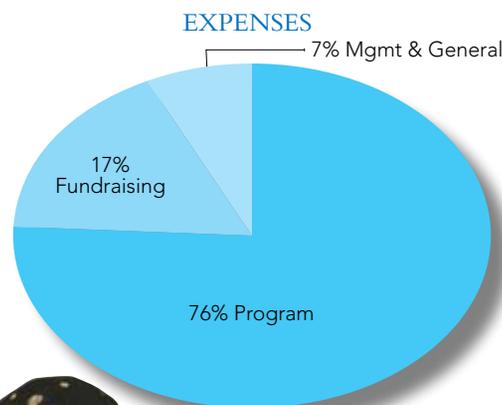
At God's Love We Deliver we work hard to ensure that your valuable contributions are put to work on behalf of our clients. One way we do this is to utilize the services of over 4,000 volunteers annually, helping us keep our personnel expenses low. We have always prided ourselves on running an efficient operation, and our auditors agree. In fact, over 76% of all revenue raised goes directly to client services. Our donors expect no less.

**GOD'S LOVE WE DELIVER** is proud to meet or exceed all 20 standards of accountability established by the Better Business Bureau for charities.



REVENUE

Government	\$2,087,162
Foundations	\$1,245,208
Corporations	\$1,400,034
Individuals	\$1,646,528
Direct Mail	\$738,869
Special Events	\$984,143
Bequests	\$310,620
Donated Services and Materials	\$661,219
Holiday Catalog	\$54,843
Investment Income	\$154,375
Other Income	\$486,376
<b>Total</b>	<b>\$9,769,377</b>



EXPENSES

Program	\$7,410,854
Fundraising	\$1,654,435
Mgmt & General	\$685,455
<b>Total</b>	<b>\$9,750,744</b>

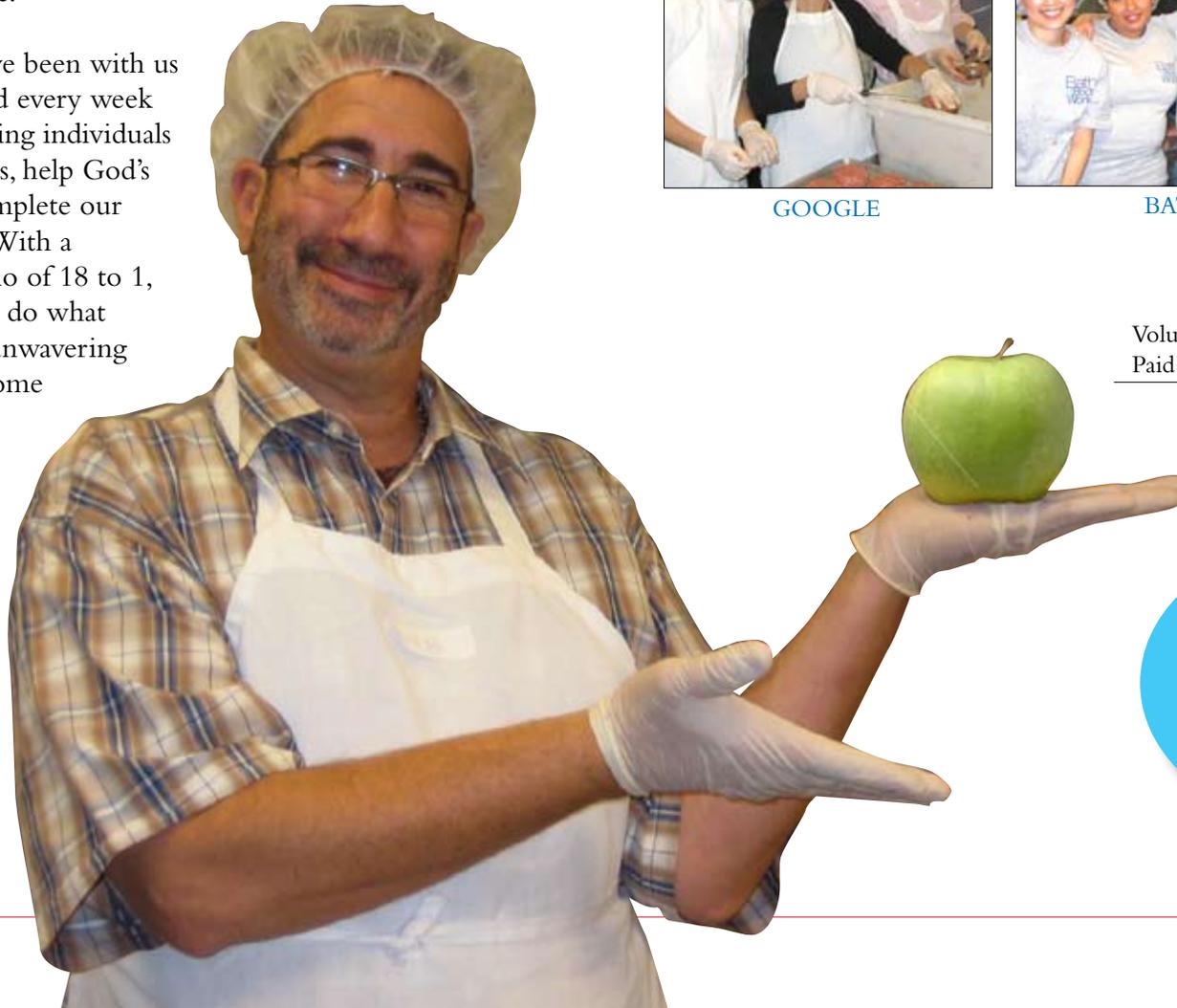
NET ASSETS

Unrestricted	\$6,904,334
Temporarily restricted	834,426
<b>Total</b>	<b>\$7,738,760</b>

# VOLUNTEERS

Our volunteers have always been the heart and soul of God's Love We Deliver. They are truly the lifeblood of our organization. Remarkably, each year nearly 4,000 different people volunteer in some capacity, providing well over \$1M of donated time.

Some volunteers have been with us for over 20 years, and every week 1,400 people, including individuals and corporate groups, help God's Love We Deliver complete our important mission. With a volunteer to staff ratio of 18 to 1, we simply could not do what we do without the unwavering support of our awesome volunteers.



ESTEE LAUDER



POLO

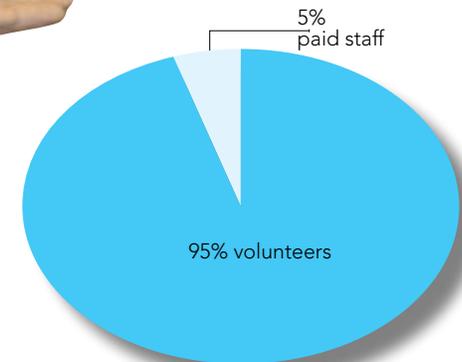


GOOGLE



BATH AND BODY WORKS

Volunteers	1400
Paid staff	75
	1475



# NUTRITION

All clients at God's Love We Deliver work with one of our Registered Dietitians so that we can design a custom meal program that best meets their specific medical and nutritional requirements. This individualized attention is what sets God's Love apart from other meal programs. We are the only NYC agency providing this level of service. Our meals are individually prepared with the freshest and highest quality ingredients to ensure our clients receive optimum nutritional value. Nutrition - it is our signature difference!



# FUNDRAISING

In 2008 God's Love We Deliver raised more than \$9.7 million dollars. We depend on the support from so many caring individuals, corporations and foundations. Significant gifts from the Altria Group, the Avon Foundation, the Carnegie Corporation, the Calamus Foundation and the M•A•C AIDS fund, New York City AIDS Fund of the New York Community Trust, Susan G. Komen for the Cure - Greater New York Affiliate among others, allowed us to carry out our important mission.

We are also grateful for the generous gifts from the many individuals who made it possible for us to prepare and deliver more than 750,000 meals in 2008. Individual donors gave thousands of gifts via the mail, our website, the holiday catalog and through our major gift and monthly giving programs.



# LOYAL FRIENDS SUPPORT OUR URGENT MISSION



AUTHORS IN KIND



GOLD TILE CEREMONY



GOLDEN HEART AWARDS



MIDSUMMER NIGHT DRINKS



RACE TO DELIVER



God's Love We Deliver hosts four signature events annually, each playing a significant role in our overall fundraising efforts.

This year we launched our **1<sup>st</sup> Annual Golden Heart Awards** dinner at Gotham Hall, honoring individuals and corporations who have made lasting contributions to our mission. Congressman Jerry Nadler, Broadway Cares/Equity Fights AIDS, and long-time volunteer Jackie Fierstein were honored at this inaugural dinner for their steadfast support.

At the **Race to Deliver** in Central Park, over 7,000 people participated on a crisp November morning, helping to raise much-needed funds for God's Love. Joan Rivers was among those on hand to encourage the already enthusiastic crowd. In the Spring, we held our **5<sup>th</sup> Annual Authors In Kind**, once again hosted by author and board member extraordinaire Linda Fairstein. Linda was joined by Jeffrey Toobin, Richard North Patterson and Lidia Bastianich at this wonderful luncheon. And we concluded the year with our **Midsummer Night Drinks** party at the spectacular Sagaponack home of Rori and Elie Tahari, where over 400 guests enjoyed a beautiful and fun evening.

Throughout the year, many other organizations hosted benefits on behalf of God's Love, including Bloomingdale's, which held a very successful table-top auction.

We are deeply grateful to all who supported our fundraising efforts this year.

# WE THANK OUR SUPPORTERS

For gifts received July 1, 2007 - June 30, 2008

## Individuals, Corporations & Foundations

### \$100,000+

Altria Group, Inc.  
Avon Foundation, Inc.  
The Calamus Foundation, Inc.  
Carnegie Corporation of New York  
Feeding America  
M-A-C AIDS Fund  
The New York City AIDS Fund of the New York Community Trust

### \$50,000+

Bloomingdale's  
Bloomingdale's Fund of the Macy's Foundation  
Broadway Cares/Equity Fights AIDS, Inc.  
CFDA - Vogue Initiative / New York City AIDS Fund of the New York Community Trust  
FJC  
Heinz Poll and Thomas R. Skelton  
Macy's Foundation  
Mr. Michael Jefferson Meagher and Mr. Daniel Romualdez  
The Donald R. Mullen Family Foundation Inc.  
Ms. Fran Mitchell Schaul  
Mr. Michael A. Sennott  
The Susan G. Komen for the Cure - Greater NYC Affiliate  
The Wachovia Foundation

### \$25,000+

Alan J. Rogers Associates, Ltd.  
American Express Foundation  
Mr. Scott K.H. Bessent and Mr. John Freeman  
Bloomberg, L.P.  
Jill and Jayne Franklin Charitable Trust  
Elton John AIDS Foundation, Inc.  
JustGive  
Kraft Employee Fund Northeast  
Dr. Barbra Locker and Ms. Penny Zuckerwise  
Mikimoto (America) Co., Ltd.  
The Ambrose Monell Foundation  
Pfizer, Inc.  
Mrs. Edmond J. Safra  
Edmond J. Safra Philanthropic Foundation  
Mr. and Mrs. Howard Stern  
The Susan G. Komen for the Cure - North Jersey Affiliate  
Mrs. Blaine Trump  
United Way of New York City  
H. van Ameringen Foundation

### \$10,000+

The Achelis and Bodman Foundations  
John E. and Caron G. Avery Foundation, Inc.

Bayrock/Sapir Organization LLC  
Binn Family Foundation  
CharityFolks.com  
The Cowles Charitable Trust  
Mr. Douglas S. Cramer  
Credit Suisse Americas Foundation  
The Educational Foundation of America  
Mr. Richard E. Feldman and Mr. Jon Nathanson  
Ms. Miriam Fond  
GAP Foundation  
Gay Men's Health Crisis  
Aaron and Betty Gilman Family Foundation Fund  
Bob & Eileen Gilman Family Foundation  
The Howard Gilman Foundation  
Mr. Jon Gilman and Mr. Brad Learmonth  
The Horace W. Goldsmith Foundation  
Mr. Frederick W. Hill and Ms. Lynn Fisher Hill  
Mr. David Hockney  
Home Box Office  
International Business Machines Corp.  
The Rona Jaffe Foundation  
J. C. Kellogg Foundation  
Mr. Jeffrey M. Krauss, Esq. and Ms. Deborah B. Vilas  
Mr. Christopher Lacovara  
Ms. Deborah B. Landesman and Mr. Rocco Landesman  
Ms. Sandra Lee  
Lehman Brothers Inc.

Mr. Alan G. Levin and Mr. C. John Burger  
The Lucille and Paul Maslin Foundation  
McCANN WORLDGROUP  
William M. & Miriam F. Meehan Foundation, Inc.  
The Mellam Family Foundation  
The Mike and Steve Foundation  
Mr. R. Michael Moran and Mr. Jeff Gates  
Morgan Stanley Foundation  
Mr. Bruce S. Nelson  
The New York Community Trust Fosdick Fund  
The New York Community Trust-Wallace Special Projects Fund  
Newman's Own Foundation  
Nike Inc.  
Pfizer Foundation  
Polo Ralph Lauren Foundation  
The Pzena Investment Charitable Fund  
Quadra Productions, Inc.  
QVC, Inc.  
Joan Rivers  
Jerome Robbins Foundation, Inc.  
May and Samuel Rudin Family Foundation, Inc.  
Samaritan Project, Inc.  
The Charles and Mildred Schnurmacher Foundation, Inc.  
Ms. Barbara Schoenberg  
Ms. Kathe Sherman

Schoenberg - Jacobs Family  
Mr. Louis Guy Sollecito  
Tahari Family Foundation  
Mr. David A. Terveen  
Mr. Robert Trump  
Waterford Wedgwood U.S.A. Inc.

### \$5,000+

The Frank J. Antun Foundation  
Rose M. Badgeley Residuary Charitable Trust  
Mr. Thomas W. Barritt  
Ms. Joy Behar  
Stepanie H. Bernheim  
Ms. Serena Boardman  
Mr. Scott Bruckner  
Frank & Ruth E. Caruso Foundation  
Citation Fund  
CJM Foundation  
Steven A. and Alexandra M. Cohen Foundation, Inc.  
Mr. George Cominskie  
Common Cents New York Penny Harvest Program  
Albert N. & Esther B. Cory Foundation, Inc.  
Dalio Family Foundation Inc.  
The Philippe and Deborah Dauman Family Foundation  
Design Industries Foundation Fighting AIDS  
Ms. Anne Dexter-Jones  
Ms. Winifred Holzmann and Mr. Paul Dooley  
Mr. and Mrs. Thomas E. Dooley

Mr. Thomas Dunn and Mrs. Susan Dunn  
Elle Decor  
The Ettinger Foundation, Inc.  
FedEx Corporation  
The Ferriday Fund Charitable Trust  
For A Cause, Inc.  
Ford Motor Company  
Mr. and Mrs. William C. Foster  
Ms. Gillian Spreckels Fuller  
James and Zita Gavin Foundation, Inc.  
Ms. Faith Elizabeth Gay  
Mr. and Mrs. Rudolph W. Giuliani  
Mr. and Mrs. Michael B. Goldberg  
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Hearst Corporation  
Drue Heinz Trust  
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Mr. Stoddard A. Sennott  
Share Our Strength  
The Sharma Foundation  
The Peter Jay Sharp Foundation  
Ms. Lisa E. Sherman  
The Ted Snowdon Foundation  
Mr. and Mrs. Howard Solomon  
Mr. and Mrs. Robert Stine  
Mr. Martyn P. Thompson Photography LLC  
Ms. Tamara R. Tunie and Mr. Gregory Generet

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