



FEATURE

Food is the Foundation

Community Servings' new "food campus" will triple meal production, double volunteer capacity, enhance nutrition education and hands-on food service job training, and will house our food and healthy policy center to scale our medically tailored meals model nationally.

In the last five years, Community Servings has experienced a 40% growth in the demand for our medically tailored meals. At any given time, we have a waitlist of 50-150 people who are in dire need of the meals and nutrition services Community Servings provides. On average, it takes 3-6 months for an individual to get off our waitlist and start receiving meals – far too long for someone who is critically ill.

Recognizing this unmet need for medically tailored meals, we are excited to announce the *Food is the Foundation Campaign* for Community Servings. The \$10 million Campaign will fund an expanded 31,000 square-foot "food campus" to triple our meal production to serve more of our critically ill neighbors in need and expand to additional communities. So far, we have surpassed 80% of our \$10 million fundraising goal.

Continued on page 3



Dear Friends,

Nearly 400,000 people in Massachusetts face food insecurity – a 71% rise compared with a decade ago. What's more is that poor nutrition can be attributed to certain illnesses like diabetes, heart disease, kidney disease, and others. These illnesses result in astronomical costs – to both the patient through costly medications, and the healthcare system overall through repeat ER visits and hospitalizations.

Our recent study with Massachusetts General Hospital examined the impact of medically tailored, home-delivered meals provided to individuals who are dually eligible for Medicaid and Medicare services, often the “super-utilizers” of healthcare. The study, published in the journal *Health Affairs*, showed a 16% net reduction in healthcare costs, suggesting that Community Servings’ medically tailored meals are a cost-effective approach to managing the health of individuals with complex medical and social needs.

As the demand for our medically tailored meals continues to grow, we are at capacity in our current facilities and we need to expand. Recognizing there is an unmet need, we've launched the *Food is the Foundation Campaign* for Community Servings. The Campaign will fund an expanded 31,000 square-foot “food campus” adjacent to our current facilities in Jamaica Plain. The new building will allow us to triple meal production to serve more of our critically ill neighbors in need and expand to additional communities.

We're currently at 80% of our \$10 million fundraising goal and invite you to learn more about the expansion and our vision to change the way America feeds the sick at servings.org/foodisthefoundation.

With thanks,

A handwritten signature in black ink that reads "David". The signature is stylized with a large, looping 'D' and a trailing 'o'.

David B. Waters

CEO

FEATURE

Continued

Food is the Foundation

The *Food is the Foundation Campaign* will address the urgent need for our meals by expanding our kitchen's capacity to produce three times the number of meals we currently prepare, and will also feature:

- A Universally Accessible Volunteer Kitchen that will double volunteer capacity from 75 to 150 volunteers each day, and allow us to welcome families with children and volunteers of all abilities.
- A Learning Kitchen which includes space for both cooking demonstrations and hands-on learning to expand our nutrition education and Teaching Kitchen programs.
- A Food and Health Policy Center, focused on replicating and scaling our model nationally so more critically ill individuals and families have access to medically tailored meals.

The total cost of the expansion project is \$21 million, of which \$11 million will be secured from public funding and financing, and the balance from private, philanthropic support. So far, more than \$8.12 million has been raised and Community Servings aims to raise \$10 million by September 2019, when the new "food campus" opens.

To reach this ambitious goal, we invite you to participate in the *Food is the Foundation Campaign* for Community Servings and help us change the way America feeds those battling critical and chronic illnesses. Visit servings.org/foodisthefoundation to learn more about the project and donate.

Medically Tailored Meals as a Healthcare Intervention

Nutrition and diet are recognized as a cornerstone to health. Malnutrition is even linked to higher healthcare costs, more visits to the emergency room, and longer hospital stays. About 5% of patients in the U.S. incur 50% of healthcare costs, referred to as super-utilizers. It's these 5% who are the sickest, most costly patients for healthcare providers.

Community Servings has a growing number of partnerships with healthcare insurers and accountable care organizations (ACOs) to provide meals to their patients and our exciting research findings (see page 5) demonstrate that our medically tailored meals model is a low-cost, high-value healthcare intervention.

By tripling our kitchen's capacity, Community Servings can partner with additional insurers and ACO's to provide healthy meals to their sickest, most costly patients, resulting in better health outcomes and decreasing healthcare costs.

"We know from decades of research that poor diet is associated with worse health, and there is no doubt that poor diet leads to higher costs of care. Medically tailored meals may have a positive effect on health while lowering the use of expensive healthcare services."

Dr. Seth Berkowitz, MD MPH
University of North Carolina School of Medicine



UPCOMING

LifeSavor, presented by Citizens Bank

LifeSavor, “Boston’s Best Dinner Party with a Conscience,” is an event like no other! On Thursday, April 26th, Boston’s most acclaimed chefs and restaurants will come together to raise money to feed our homebound and critically ill neighbors. Guests will begin the evening with an elegant cocktail party at The Langham, Boston before heading to one of 80 of Boston’s best restaurants for a multi-course meal, prepared especially by a local top chef. Don’t miss this one-of-a-kind event! **Visit lifesavor.org to learn more and purchase tickets.**

left: Last year’s LifeSavor raised more than \$720,000 to provide made-from-scratch, medically tailored meals to Community Servings’ homebound and critically ill clients. This year, Community Servings hopes to raise \$750,000 at LifeSavor!



Gift a Gift to Mom that Provides Meals for a Mom In Need

This Mother’s Day, honor the special women in your life while making a meaningful difference in the lives of mothers and families living with critical and chronic illnesses. We’re partnering with artist Susy Pilgrim Waters and our friends at Fastachi to bring you Meals4Moms gifts that give back!

Each \$25 or \$50 gift represents one or two weeks of nutritious meals for a mom who is too sick to shop or cook for herself and her family. **Visit meals4moms.org to purchase your Mother’s Day gift.**

Send mom a beautiful card (left) and include a tin of hand-roasted nuts or gourmet chocolate from Fastachi!



Calling All Young Professionals!

Community Servings has recently launched Young Leaders, a diverse group of young professionals who are dedicated to our mission to feed our most vulnerable neighbors. Through special events, volunteer opportunities, fundraising, and educational workshops, members develop lasting relationships and make a meaningful difference in the lives of Community Servings clients. **View upcoming events and learn how to get involved at servings.org/csyl.**

left: Community Servings Young Leaders (CSYL) held a Launch Party in October at District Hall in the Seaport. Guests enjoyed cocktails, appetizers, and a lucky few went home with raffle prizes including Patriots tickets and packages to local fitness studios.

On the Forefront of Food is Medicine

Recognizing the value of Food is Medicine interventions among the nutritionally vulnerable, Community Servings has partnered with The Center for Health Law & Policy Innovation at Harvard Law School to launch the Massachusetts Food is Medicine Statewide Plan. The plan, which is funded in part by the Blue Cross Blue Shield of Massachusetts Foundation, aims to increase access to medically tailored Food is Medicine interventions across the state by convening healthcare providers, payers, and policy leaders and conducting cutting-edge research over the next year.



Emily Broad Leib, Harvard Law School Food Law and Policy Clinic; Robert Greenwald, The Center for Health Law & Policy Innovation at Harvard Law School; Congressman Jim McGovern; and David Waters, Community Servings at the 5th Annual Food is Medicine Symposium, held in October.

“Massachusetts is taking an important step in realizing the value of Food is Medicine for critically ill individuals in the state,” said David Waters, CEO of Community Servings. “Those living with critical and chronic illnesses throughout the Commonwealth will be better served by this Statewide Plan, and we’re proud to be leading this initiative which will expand much-needed services to people across the state.”

Food is Medicine describes the provision of nutritious food tailored specifically to the medical needs of an individual who lives with one or more health conditions likely to be affected by diet. In a small but growing number of cases, Food is Medicine interventions are becoming integrated into holistic, patient-centered models of care for people with complex illnesses.

“We know, based on research and our experience working with partners in the field, that providing medically-tailored food will not only make is possible to better serve people all across the state, but will help to control healthcare costs in the short- and long-term,” said Robert Greenwald, Faculty Director at the Center for Health Law & Policy Innovation at Harvard Law School.

Research Shows 16% Reduction in Healthcare Costs

Our health insurance claims data study, evaluating the impact of medically tailored meals provided through health insurance, was recently published in the journal *Health Affairs*. The research study, funded by AARP Foundation, looked at healthcare claims data of Commonwealth Care Alliance patients who received our medically tailored meals compared against control groups with similar demographics.

There was a 16% net reduction in average monthly healthcare costs for patients who

received Community Servings home-delivered, medically tailored meals compared to patients who did not receive our meals. There were also reductions in inpatient admissions, emergency room visits, and need for emergency transportation.

This recent research study supports Community Servings belief that food is not only powerful medicine, but that medically tailored meals can improve health outcomes and lower healthcare costs for our sickest, mostly costly patients.



Toka Hicks, Community Servings Prep Cook, preparing Peanut Butter Powerballs. These powerballs are super versatile – you can add in nuts, dried fruit, or chocolate chips.

Peanut Butter Powerballs

These powerballs are included in our high calorie/high protein diet and provide clients with extra nutrition and calories when they're not motivated to eat full meals.

- 2 cups oats
- 1 cup peanut butter
- ½ cup honey
- ½ cup chocolate chips
- ½ cup raisins or dried cranberries
- ½ cup shelled sunflower seeds

1. In a medium bowl, combine oats, peanut butter, honey, chocolate chips, raisins/ cranberries, and sunflower seeds.
2. Mix well to combine. TIP: Microwave the mixture for 30 seconds to soften and make is easier to mix together.
3. Take 1-2 Tablespoons of batter and roll into a ball with your hands.
4. Place balls on baking sheet or in large container and store in the refrigerator or freezer until you're ready to enjoy!

Helping Our Clients Manage Illnesses Through Diet

Community Servings' Registered Dietitians offer our clients a range of nutrition care services to help them manage their illness through an appropriate diet. They work closely with clients to develop individualized nutrition care plans to help manage medical conditions like diabetes, kidney disease, and cardiovascular disease.

Our Registered Dietitians also provide guidance to our clients for managing nutrition-related medication side effects, and for losing or increasing weight, like Donald, one of our clients.

When Donald first started receiving Community Servings' meals, his weight

was on a steady decline. As a 65-year-old man with HIV and chronic kidney disease, his BMI dropped to 18.4, which is considered underweight. His weight loss alarmed our RDs because it can indicate poor health and can often lead to muscle loss, especially in older individuals and those with chronic diseases.

Our RDs made the decision to switch Donald to our high calorie/high protein diet, which is designed for clients who have trouble maintaining a healthy weight. In addition to including hearty, nutritious dishes, our high calorie/high protein diet also includes smaller snacks that are packed with protein, like peanut butter, greek yogurt, and bean salads.

After switching his diet, Donald saw a tremendous improvement – regaining 7% of his body weight (12 lbs) over the course of a year. Because many of our clients who are malnourished have poor appetites, our RDs designed these small, protein-packed snacks as a way to add extra, healthy calories and boost nutrition when our clients aren't motivated to eat full meals.

Through one-on-one counseling with our RDs, clients, like Donald, get the individualized nutritional care they need to complement the meals they receive from us each week, to maximize the role of nutrition in their fight against illness.

Serving the Community Together



Reebok CEO Matt O'Toole and his team helped prep and package made-from-scratch meals for our homebound and critically ill clients. In addition to volunteering in our kitchen, employees from Reebok volunteered at Pie Central during our annual *Pie in the Sky* Thanksgiving Bake Sale and helped package and sort thousands of donated pies!



Moe's Early Morning Crew (MEMC) has been riding together since 1989, when they started training for the Pan-Mass Challenge. Over the years, it's grown to multiple charity rides & more than 100 members! Moe and his crew started volunteering in our kitchen together in 2016 and have become regular volunteers each month. Thank you to MEMC for the impact you're making, at Community Servings and other important causes through your rides!

Live in the Boston area? Come volunteer with us!



Community Servings Young Leaders is our new young professionals group for passionate individuals in their 20s and 30s. Each month, Young Leaders volunteer in our kitchen to help us prep and package nutritious meals for our homebound and critically ill clients. Check out our website for a list of future volunteer opportunities – servings.org/csyl.

Teaching Kitchen Trainees Visit America's Test Kitchen

Participants in our Teaching Kitchen job training program were treated to a behind-the-scenes tour of America's Test Kitchen, which included participating in an audience taste-testing show taping. Trainees had the opportunity to meet Jack Bishop, America's Test Kitchen Chief Creative Officer and taste-test extraordinaire. On air, Jack and his team led the studio audience in a taste test of supermarket staples like barbecue sauce and cheddar cheese. After the segment, trainees toured the new ATK facilities. "It was fun to see so many people experimenting with food," said one trainee. The trainees were thrilled to get a first-hand look at the inner workings of one of the nation's top-rated cooking shows.

Are you a fan?

Our friends at America's Test Kitchen shared some of their tried-and-true recipes with us. Visit servings.org/recipes for some of our favorite recipes from ATK and recipes from our very own chefs and nutritionists!

Thank You



The **Food is the Foundation Campaign** would not be possible without the leadership of our Campaign Co-Chairs. Thank you for your commitment to Community Servings' mission and unwavering support!

Merit McIntyre, President, Coldwell Banker Residential Brokerage, New England

Ellen Zane, CEO Emeritus & Vice Chair, Board of Trustees, Tufts Medical Center

Peter Zane, Investor

We're so grateful for those who make Community Servings' mission their mission and believe that no one should be sick, hungry, and alone. Thank you to all those who support Community Servings' Food is the Foundation Campaign!

IRON CHEF \$500,000+

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MASTER CHEF \$499,999-\$250,000

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