

Cabrillo College

Foundation

MEMORANDUM

Officers

President

Leola Lapidés

Vice President

William Ow

Secretary

Owen Brown

Chief Financial Officer

Alan Aman

Past President

Stephen Snodgrass

Community

Representatives

Claire Biancalana

Carrie Birkhofer

Linda Burroughs

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Kate Terrell

College Trustee

Representatives

Rachael Spencer

Gary Reece

Donna Ziel

College Staff

Representatives

Laurel Jones

President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

DATE: August 22, 2017

TO: Alan Aman, Claire Biancalana, Owen Brown, Linda Burroughs, David Heald, Laurel Jones, William Ow, Steve Snodgrass, Rachael Spencer

FROM: Leola Lapidés, CCF President

STAFF: Eileen Hill, Nancy Machado

SUBJECT: Executive Committee Meeting

Wednesday, August 30, 2017

9:00 am – 10:00 am

Cabrillo College, Sesnon House, Room 1804

6500 Soquel Drive, Aptos, CA 95003

Item	Responsibility	Page
A. Regular Open Session		

1. Welcome and Call to Order	L. Lapidés	
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2. Approval of Agenda	L. Lapidés	
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We reserve the right to change the order in which agenda items are discussed and/or acted upon at this meeting. Subject to further action, the agenda for this meeting is to be approved as presented. Items may be added to this agenda for discussion or action only as permitted by the Brown Act.

Any open session writings distributed either as part of the agenda packet, or within 72 hours of a regular meeting, can be viewed at the Foundation office, 6500 Soquel Drive, Aptos, CA 95003.

Item	Responsibility	Page
A. Regular Open Session (cont.)		
3. April 20, 2017 meeting minutes	L. Lapidès	5 - 8
B. Public Comment		
1. Public Comment Opportunity	L. Lapidès	
C. CLOSED SESSION		
1. Pursuant to California Government Code 54957: Performance Review of Executive Director	L. Lapidès	
D. Return to Open Session		
1. Report out of Closed Session	L. Lapidès	
E. Reports		
1. College President Report	L. Jones	9 - 10
2. Executive Director Report	E. Hill	11 - 12
2.1 Fundraising Totals and Goal		13
July 1, 2016 to June 30, 2017		
Outright Gifts:	\$ 2,387,968	
Unbooked Revocable Planned Gifts:	\$ 800,000	
Total:	\$ 3,187,968	
2.2 Fundraising Dashboard 2016-17		14
2.3 Support to Cabrillo 2016-17		15 - 16
2.4 Fundraising Totals and Goal		17
July 1, 2017 to August 17, 2017		
Outright Gifts:	\$ 61,097	
Unbooked Revocable Planned Gifts:	\$ 164,034	
Total:	\$ 225,131	
F. Action Items		
1. March 31, 2017 to May 31, 2017 Financial Statements	A. Aman	18 - 45
1.1 Balance Sheet		
1.2 Income Statement by Fund		
1.3 Income Statement Budget-to-Actual		

Item	Responsibility	Page
F. Action Items (cont.)		
2. June 30, 2017 Pre-Audit Financial Statements	A. Aman	46 - 56
2.1 June 30, 2017 Condensed Narrative		
2.2 Balance Sheet		
2.3 Income Statement by Fund		
2.4 Income Statement Budget-to-Actual		
3. Approve New Checking Account Signer	L. Lapidès	57
4. CAP Scholarships to 4-year Students	L. Lapidès	58 - 59
5. Conflict of Interest Policy	E. Hill	60 - 62
G. Informational Items		
1. Review of CCF Investments	A. Aman	63 - 66
1.1 Traditional Pool Summary Activity as of June 30, 2017		
1.2 ESG Pool Summary Activity as of June 30, 2017		
1.3 Traditional Pool Summary Activity as of July 31, 2017		
1.4 ESG Pool Summary Activity as of July 31, 2017		
2. Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of June 30, 2017	A. Aman	67
3. President's Circle Campaign Update	C. Biancalana	68 - 72
4. Women's Educational Success Update	R. Spencer	73
5. Faculty Grants	O. Brown	74 - 75
6. 2017-18 Fundraising Targets	E. Hill	76
7. Committee Calendar and Roster	L. Lapidès	77 - 78

Item	Responsibility	Page
H. Adjournment		
1. Adjournment	L. Lapidés	

UPCOMING EXECUTIVE MEETINGS:

9:00 – 10:00 a.m.

Sesnon House, Room 1824

October 16, 2017

Thursday, January 18, 2018

Thursday, April 19, 2018

Cabrillo College Foundation
Executive Committee Meeting Minutes
April 20, 2017

Present: Alan Aman, Pegi Ard, Claire Biancalana, Jess Brown, Owen Brown, Linda Burroughs, David Heald, Leola Lapidés, William Ow, Steve Snodgrass, Rachael Spencer

Absent: Laurel Jones

Staff: Eileen Hill, Nancy Machado

Call to Order – S. Snodgrass called the meeting to order at 9:03 a.m.

Approval of Agenda

Motion: MSC: D. Heald, C. Biancalana. The committee voted unanimously to approve the Executive Committee agenda.

Recognition of the Board Members Terming Off

Jess Brown and Pegi Ard's terms are expiring at the end of the fiscal year. S. Snodgrass recognized and thanked Jess and Pegi for their support and service on the Board of Directors and Executive Committee.

Public Comment Opportunity

There were no members of the public in attendance.

Approve Executive Committee Minutes

Motion: MSC: C. Biancalana /R. Spencer. Pegi Ard, Claire Biancalana, Jess Brown, Owen Brown, William Ow, Steve Snodgrass, Rachael Spencer voted to approve the Executive Committee Minutes of January 19, 2017. Alan Aman, Linda Burroughs, David Heald and Leola Lapidés abstained, Laurel Jones was absent.

Cabrillo College Report

E. Hill reported that the Cabrillo College Community Forum Report Out will be taking place on Monday, May 1st at 7:00 pm in Samper Recital Hall. There will be a summary of the results of the six Forums held throughout Santa Cruz County. E. Hill reported that Cabrillo College was selected to be 1 of 20 California Community Colleges to participate in the Guided Pathways model which is a plan that guides a student into and through college with a specific pathway of prescribed classes that results in a faster completion of a credential and the transition to a university or the labor market. Guided Pathways will involve restructuring the class sequencing, class availability, and role of the counselor.

Executive Director Report

E. Hill reported that the Foundation is \$45,000 away from the \$3M annual goal. The President's Circle Campaign has surpassed its goal with \$330,000 raised. The 2017 WES campaign has launched.

Website reconstruction is a Foundation goal for the upcoming year. The goal is to make the website mobile friendly, ADA compliant, and improve ease of online giving. Ultimately the Foundation would like to conduct an online giving day to engage younger donors and Cabrillo faculty and staff.

Approve Financial Statements

The Finance Committee reviewed the January 31, 2017 Financial Statements.

As of January 31, 2017 the total assets were \$30.1M and the ending net assets were \$29.1M. The total revenue for unrestricted, non-endowed and endowed funds was \$3.5M. Total expenses were \$1.8M with a net surplus for all funds of \$1.7M. The total operating revenue was \$602K and expenses \$557K. The operating deficit was \$48K.

Motion: MSC: P. Ard/J. Brown. The committee voted unanimously to approve the January 31, 2017 Financial Statements.

Approve 2017-18 Operating Budget

The Finance Committee reviewed the 2017-18 Draft Budget Overview and Salary Schedules. The Executive Committee recommended that the website reconstruction budget be increased to up to \$35K. This will result in a \$981,423 budget for 2017-18 and there will be a projected deficit of \$10K.

Motion: MSC: R. Spencer/C. Biancalana. The committee voted unanimously to approve the proposed 2017-18 Operating Budget with an amendment to increase the budget by \$10K for website reconstruction and the 2017-18 Administrative Salary Schedule and 2017-18 Clerical Salary Schedule.

Fundraising Goal

E.Hill reported that the Foundation has a fundraising goal of \$3M for outright and unbooked planned gifts for 2017-18.

Motion: MSC: D. Heald/L. Lapides. The committee voted unanimously to approve the 2017-18 Fundraising Goal of \$3M for outright and unbooked planned gifts.

Ratify Insurance Broker Selection

The Ad-Hoc Insurance Committee reviewed the proposals received and approved ANB Insurance as our new Insurance Broker. The policies have been renewed and extended to 7/1/17 (except for the D & O policy which is 7/1/18). ANB will work with the Cabrillo College Foundation to make any recommended changes for the next policy period.

Motion: MSC: L. Burroughs/O. Brown. The committee voted unanimously to approve and ratify the Insurance Broker selection of ANB Insurance Services.

Review Nominations Committee Recommendations

The Nominating Committee met on March 1, 2017 to discuss prospective Board members, officers, and Audit Committee members. The goal was to add three to five new members to the Board. The following update shows the Committee's recommendations.

- New Board Members: Charles Montoya, Kate Terrell and Amy Newell
- New Officers: President: Leola Lapides
Vice President: William Ow

Treasurer: Alan Aman
Secretary: Owen Brown
Assistant Secretary: Laurel Jones
Assistant Treasurer: Victoria Lewis
Past President: Steve Snodgrass

- College Representatives: President: Laurel Jones
VP Student Services (to be hired)
VP Administrative Services: Victoria Lewis
VP Instruction: Kathleen Welch
Faculty: Enrique Buelna
Trustee: Rachael Spencer
Trustee: Gary Reece
Trustee: Donna Ziel
- Audit Committee Members: Lee Duffus (Chair), Pegi Ard, Carrie Birkhofer, David Heald, Laurel Jones, Barbara Scherer, Norm Schwartz, Karen Semingson

Motion: MSC: J. Brown/C. Biancalana. The committee voted unanimously to approve the 2017-18 new Board Members, Officers, College Representatives and Audit Committee Members.

Personnel Policies

The Cabrillo College Foundation Personnel Policy Handbook required updating. The Foundation worked with attorney Margaret Merchat to update and reorganize the Handbook. Major changes were: Removed Executive Director succession plan, update the Equal Employment practices section and update non-discrimination policies and statements.

Motion: MSC: R, Spencer/C. Biancalana. The committee voted unanimously to approve the updated Cabrillo College Foundation Personnel Policy Handbook.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of January 31, 2017 was \$29,106,923. The highest net assets level was \$29,106,923 as of January 31, 2017. The endowed net assets balance was \$25,192,575, the highest net assets balance reported. The endowed historical gifts value was \$20,493,383, the highest reported by the Cabrillo College Foundation.

Investment Activity review

The Cabrillo College Foundation Traditional Endowment pool return on investments update fiscal year to date as of March 31, 2017 (9 months) is as follows:

- Actual Return: 11.54%
- Benchmark Return 11.25%
- Difference 0.29%

Executive Committee minutes

April 20, 2017

Page 4 of 4

The CCF return on investments for the UBS ESG Endowment pool return on investments fiscal year to date as of March 31, 2017 (9 months) is as follows:

- Actual Return: 6.23%
- Benchmark Return 6.92%
- Difference -0.69%

President's Circle

President's Circle has raised \$330,000 as of April 20, 2017. Committee Co-chair, Claire Biancalana reported that 210 members have joined and 18 are new members. There is a 92% retention rate of past PC donors. Ceil Cirillo has agreed to be Co-chair for 2017-18 along with Mahlon Foote.

Informational Items

Committee Calendar & Roster

Adjournment

The meeting was adjourned at 9:55 a.m.

Respectfully submitted,
Eileen Hill, Executive Director

Next Meeting:
Thursday, August 24, 2017
9:00 – 10:00 am
Sesnon House, Room 1824

Executive Committee 2016-17 Attendance Chart

Executive Committee Members	4/21/16	7/20/16	8/25/16	10/20/16	1/19/17	4/20/17
Alan Aman	N/A	A	P	P	A	P
Pegi Ard	P	P	P	P	P	P
Claire Biancalana	A	A	P	P	P	P
Jess Brown	A	A	A	P	P	P
Owen Brown	P	P	P	P	P	P
Linda Burroughs	P	P	A	P	A	P
David Heald	N/A	P	A	A	A	P
Laurel Jones	P	P	A	P	A	A
Leola Lapides	P	P	P	A	A	P
William Ow	N/A	A	P	P	P	P
Steve Snodgrass	A	P	P	A	P	P
Rachael Spencer	P	A	A	A	P	P

P=Present A=Absent N/A=Not applicable, not on committee at that time

Attendance is based on the Executive Committee meeting minutes. Please call the Cabrillo College Foundation office if you believe this chart is in error.

Cabrillo College

Volume 5, Issue 7

Newsletter Date: 08/01/2017

Kudos, College Happenings & In the News:

EEO Fund Allocation for Fiscal Year 2017-2018: \$50,000...

Cabrillo College will receive \$50,000 in EEO funds from the state this year for EEO purposes. This is fantastic news! **BIG HUGE THANKS AND CONGRATS TO HILDA MONTANEZ** for her excellent work on the EEO front and ensuring that Cabrillo College met or exceeded the Multiple Methods EEO compliance benchmarks, preparing the report and updating the EEO plan.



Cabrillo has announced that under the guidelines of the California Department of Social Services (CDSS) ACL 17-05 and in cooperation with the County of Santa Cruz Human Services Department (HSD), we have been able to gain state approval for CalFresh Work Exemptions for students in the following programs:
ACE * AMAP * ASC * BIW * EOPS/
CARE * Guardian Scholars * MESA *
Puente * WIOA, as well as students who Receive a Cal Grant A and meet certain requirements and students who are approved for Federal Work Study. These changes will greatly increase the number of Cabrillo College students who may qualify for CalFresh with a work requirement waiver. Students may apply online, via phone, or may come into the Student Resource & Support Network.



Culinary Arts...

Cabrillo's Culinary Arts Department represented Culinary Arts Programs statewide at a launch event held July 20th to increase awareness of Career Education in The Community College system!

The event took place from 9-11 a.m. on the North Steps of the State Capitol, and featured speakers from elected officials as well as Eloy Oakley, Chancellor, California Community Colleges, and Van Ton-Quinlivan, Vice Chancellor, Workforce and Economic Development Division, California Community Colleges. A big thank you to Sue Slater, Culinary Arts Department Chair, Rock Pfothauer, Gerlinde Brady, and our Culinary Arts presenters, Wes Adams and Rozene Enloe, for helping to make this great opportunity come true!



**Cabrillo College
Main Campus :**
6500 Soquel Drive
Aptos, CA 95003
831-479-6100

Watsonville Center
Cabrillo College
318 Union Street
Watsonville, CA
95076
(831)786-4700

Visit us on the web:
www.cabrillo.edu

**FALL SEMESTER
STARTS AUG 28**

Career Education for a
Strong Workforce

Guided Pathways for
Faster Completion

**REGISTER
NOW**



**Cabrillo Graduate
James Lesui returns
to give a recital to
benefit The Choral /
Voice Department.**

Friday August 18th
7 p.m.—Samper

Extension

- ⇒ Arts
- ⇒ Photography
- ⇒ Filmmaking
- ⇒ Culinary
- ⇒ Video
- ⇒ Health & Wellness
- ⇒ Professional Development
- ⇒ Home & Garden
- ⇒ Water Conservation
- ⇒ Youth Programs

cabrillo-extension.org
(831) 479-6331



Breakthroughs happen here...

Cabrillo hosted the Air Force Association (AFA) Cyber Security Camp, free of charge for kids throughout Santa Cruz County. Special thanks to Cabrillo CIS Department Chair and Instructor Mike Matera for conducting the interview after his presentation on career pathways in CIS and Robotics, and to Leslie DeRose, Gerlinde Brady and Richard Grotegut for running the camps and helping with the coverage.



**Cabrillo Stage Summer Festival 2017 continues...
Beauty and the Beast—now through August 13th**

IL Dolce Suono Reunion Concert

Sunday , August 13th—3:00pm - Samper



Monthly Update...

ACCREDITATION

All the accreditation standards have met and submitted an outline for the ISER, formally called Self-Evaluation. Starting in the fall, the teams will begin respected drafts and evidence gathering will begin as well. The accreditation co-chairs Kathie Welch and Laurel Jones will also be attending a one-day training in Oakland in September to review the most current information coming out of ACCJC. The Board will receive a study session on accreditation in October.

Executive Director Report: August 2017

Administration

- Audit Preparation
- Website Reconstruction
- Donor Stewardship Matrix



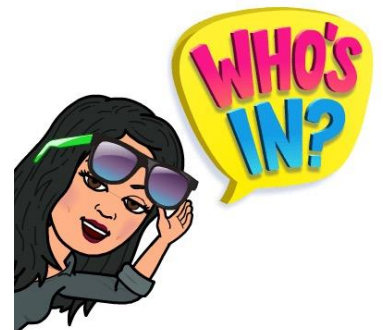
Fundraising

- Guided Pathways is the top fundraising priority for the Foundation. We need \$240,000 to successfully launch the first year of this important initiative, which will substantially increase student completion rates through institutional change. We received \$10,500 as a result of an e-mail blast. A \$240,000 proposal is pending with Monterey Peninsula Foundation.
- Alumni Association and Cabrillo Retirees
- Cabrillo Employees: Payroll Deductions



Upcoming Events

- Board of Directors Meeting: Tuesday, September 12
10:00 am, New Board Member Orientation
11:00 am, Campus Tour (Horticulture Center and HUB)
12:00 pm, Board Meeting
- Women's Educational Success Luncheon: Friday, September 15
11:30 am, Horticulture Center
- Alumni and Retiree Cabrillo Football Homecoming Game Pre-party:
Saturday, September 23, 5:30 pm, Cabrillo Cafeteria
- President's Circle Shadowbrook Reception for new PC Prospects:
Wednesday, October 18, 5:30 pm – 7:00 pm, Shadowbrook Restaurant



Donor Stewardship and Communication Plan

	President's Circle \$10k	President's Circle \$5K	President's Circle \$2.5K	President's Circle \$1.5K	President's Circle \$1k	PC next level	Cabrillo Stage	Scholarship	Heritage Club	Payroll deduction	WES	WES-Retired	Board Members	Board Members-Retired	Internal CC	Top Prospects	CAP	Emeritus
First Gift	Thank you call	Thank you call	Thank you call	Thank you call	Thank you call			ONE ON ONE	ONE ON ONE	Postcard with chocolate	MAILING							
January									Lunch	Tax letter	REVIEW		lunch				Annual Appeal	
February									Lunch				lunch				Invitation to participate	
March	MAILING	MAILING	MAILING	MAILING	MAILING				Lunch		Save the Date	Save the Date		REVIEW		REVIEW	CAP Ceremony	
	Lunch with President	Lunch with President																
April	Sandy Lydon	Sandy Lydon	Sandy Lydon	Sandy Lydon	Sandy Lydon		MAILING										Top donor recap	
May	Winemaker's Dinner	Winemaker's Dinner	Winemaker's Dinner					Ceremony										
June	\$1.5k event	\$1.5k event	\$1.5k event	\$1.5k event			Shows	MAILING						REVIEW		REVIEW		
July	Cabrillo Stage	Cabrillo Stage	Cabrillo Stage	Cabrillo Stage	Cabrillo Stage	ONE ON ONE	Shows											
August						ONE ON ONE				All College Day								
September	Thank-a-thon	Thank-a-thon	Thank-a-thon	Thank-a-thon	Thank-a-thon	ONE ON ONE		ONE ON ONE		MAILING	WES Lunch	WES Lunch		REVIEW	ED report to Cabinet	REVIEW		
October								ONE ON ONE	EVENT						ED report to Faculty Senate			
November	PC Invitation	PC Invitation	PC Invitation	PC Invitation	PC Invitation		Appeal letter	ONE ON ONE							ED report to CPC			
December	Holiday Party	Holiday Party	Holiday Party	Holiday Party	Holiday Party		PHONE CALL	Holiday Party	Holiday Party		Holiday Party		Holiday Party	REVIEW	ED report to Trustees	REVIEW		
													Lunch		ED meet with Student Senate			
MAILING																		
EVENT																		
ONE ON ONE																		
PHONE CALL																		
REVIEW																		
Meeting																		

Cabrillo College

Foundation

DATE: August 21, 2017

TO: Executive Committee

FROM: Eileen Hill

July 1, 2016 to June 30, 2017

2016-17 Outright Gifts Fundraising Total \$ 2,387,968

2016-17 Unbooked Revocable Planned Gifts \$ 800,000

Total \$3,187,968

Officers

President

Leola Lapidés

Vice President

William Ow

Secretary

Owen Brown

Chief Financial Officer

Alan Aman

Past President

Stephen Snodgrass

Community

Representatives

Claire Biancalana

Carrie Birkhofer

Linda Burroughs

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Kate Terrell

College Trustee

Representatives

Rachael Spencer

Gary Reece

Donna Ziel

College Staff

Representatives

Laurel Jones

President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

2016-17 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 7-1-16 to 6-30-17:

Monterey Peninsula Foundation (Athletics, CAP, Youth Chorus,
Nursing & STEM Tutoring) \$ 242,000

Jewish Communal Fund (Foster Youth) \$ 125,000

The Grove Foundation (Scholarships) \$ 110,000

Patty Quillin & Reed Hastings (President's Circle, Scholarships,
STEM Tutoring, WES & 4th Grade Experience) \$ 106,100

The Richard & Mary Solari Charitable Trust (President's Circle &
Scholarships) \$ 105,000

SD Trombetta Foundation (Children's Center & Scholarships) \$ 90,000

Joan Griffiths (ACE, President's Circle, Scholarship, Stroke Center,
Tutorials & WES) \$ 61,320

Rachael Spencer & Kevin Rooney (Scholarships & WES) \$ 50,402

CFSCC (ACE & Cabrillo Gallery) \$ 45,000

Assoc Students of Cabrillo College Student Senate (Scholarships
& Student Emergency Program) \$ 44,000

Ow Family Properties (Scholarships) \$ 44,000

Brian & Patti Herman (Athletics, Cabrillo Stage, President's Circle,
Scholarships & WES) \$ 42,500

Joseph Padula Trust (Scholarships) \$ 40,600

Fran Anderson Trust (Stroke Center) \$ 35,088

Bob and Sharon Bailey (Chorus & Scholarships) \$ 31,000

Darryl Dill Trust (Scholarships) \$ 30,882

Astrid Atkinson (Scholarships) \$ 30,000

William & Lupe Burgstrom (CAP) \$ 25,000

Dale O'Rourke (Unrestricted) \$ 20,325

Jill and Dick Wilson (Scholarships) \$ 20,079

Esther & Gerry Levandoski (President's Circle & CAP) \$ 15,170

Catherine & Kenneth Waldvogel (Scholarship) \$ 15,100

Virginia Coe (Scholarship) \$ 15,000

Barbara Canfield (President's Circle & WES) \$ 14,907

Rotary Club of Santa Cruz (Scholarships) \$ 13,292

Claire Biancalana & William Kelsay (Athletics, President's Circle,
Scholarship & WES) \$ 13,226

Gifts under \$13,226 (3,143 of 3,169 total donors) \$ 1,002,977

Total Outright Gifts \$ 2,387,968

Total Unbooked Revocable Planned Gifts \$ 800,000

TOTAL \$3,187,968

Notes: 1. For 2016-17, the Cabrillo College Foundation has been notified of two planned giving gifts of \$800,000.

The cumulative unbooked revocable planned gifts total is \$24,563,000

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www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will

**Cabrillo College Foundation
Fundraising Dashboard 2016-17**

updated 8/8/2017

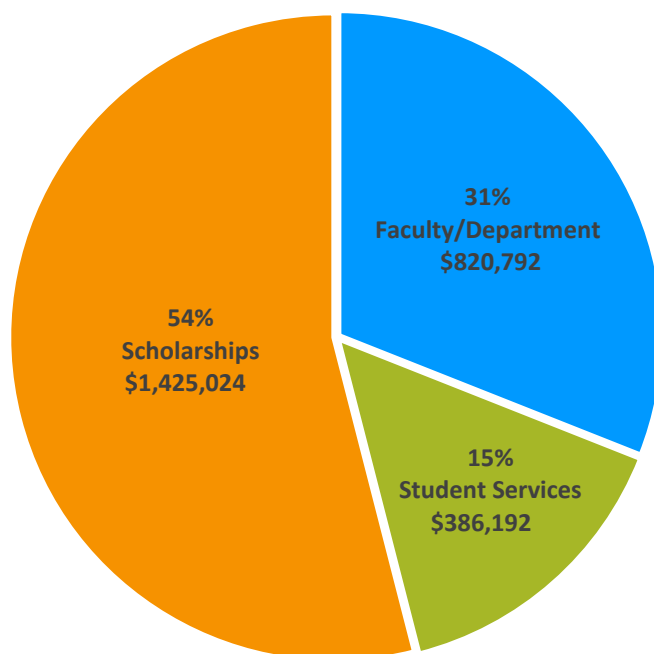
Gift Amount			
Outright Gifts and Unbooked Revocable Planned Gifts Range	Twelve-month 2016-17 Goal	7-1-16 to 6-30-17	Percent of Goal
Transformational Gift \$500,000+	\$500,000	\$750,000	150%
Major Gifts \$25,000 to \$499,999	\$1,500,000	\$1,062,097	71%
Gifts \$1,000 to \$24,999	\$750,000	\$1,019,447	136%
Gifts < \$1,000	\$250,000	\$356,424	143%
TOTAL	\$3,000,000	\$3,187,968	106%

Total cumulative unbooked revocable planned gifts level for all years is \$24,563,000

Number of Gifts			
Outright Gifts and Unbooked Revocable Planned Gifts Range	Twelve-month 2016-17 Goal	7-1-16 to 6-30-17	Percent of Goal
Transformational Gift \$500,000+	1	1	100%
Major Gifts \$25,000 to \$499,999	15	32	213%
Gifts \$1,000 to \$24,999	300	408	136%
Gifts < \$1,000	3,500	4,162	119%
TOTAL	3,816	4,603	121%

Annual Campaigns			
	Twelve-month 2016-17 Goal	7-1-16 to 6-30-17	Percent of Goal
President's Circle	\$318,000	\$332,008	104%
Annual Fund	\$93,281	\$113,267	121%

Cabrillo College Foundation
2016-17 Support to Cabrillo College
\$2,632,008

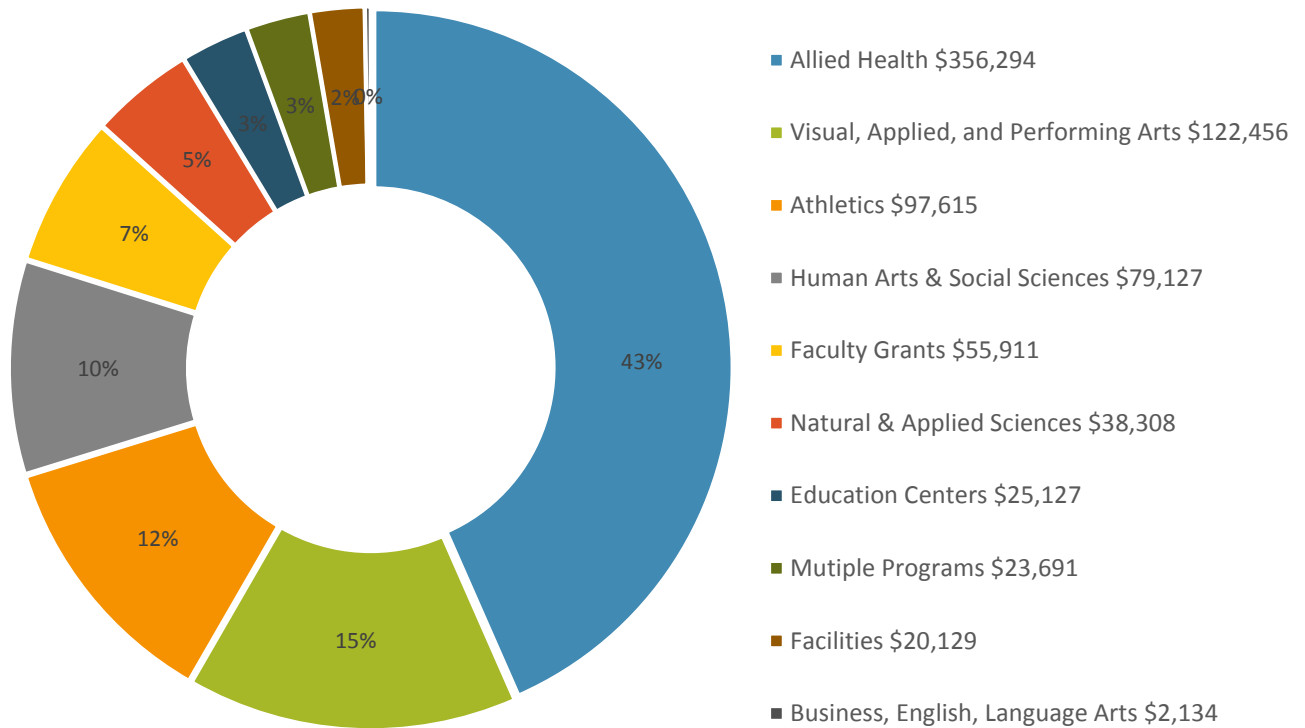


2016-2017	Funds Raised and Available for spending	Endowed Funds Raised (permanent long-term funding)	TOTALS
Faculty and Department Support (i.e. Athletics, VAPA, Allied Health, Cabrillo Stage, Stroke Center, Faculty Grants)	\$771,584	\$49,208	\$820,792
Student Support Services (i.e. ACE, Tutoring, CAP, Veterans)	\$313,952	\$72,240	\$386,192
Scholarships (direct aid to students)	\$953,086	\$471,938	\$1,425,024
Total 2016-17 Cabrillo Foundation Contributions to Cabrillo College	\$2,038,622	\$593,386	\$2,632,008

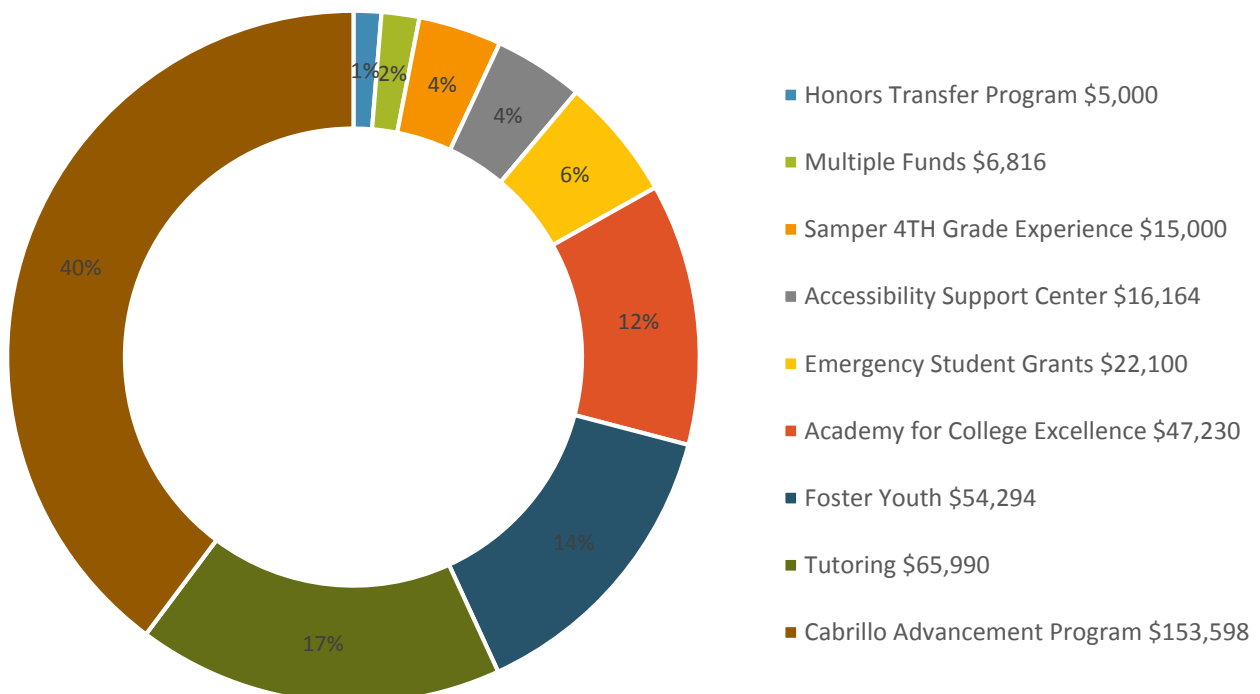
The Foundation provides direct support to Cabrillo and its students through nonendowed gifts and the payout from permanent endowments each year. In addition, the Foundation continues to raise new permanent endowed funds to provide long-term funding for Cabrillo. The Foundation also works with legacy donors who have chosen to include Cabrillo in their estate plans. We anticipate approximately \$25,017,600 in future planned gifts coming to fruition.

The following page provides more detail for Faculty and Department Support and Students Services.

**Cabrillo College Foundation
2016-17 Faculty & Department Support
\$820,792**



**Cabrillo College Foundation
2016-17 Student Support Services
\$386,192**



Cabrillo College

Foundation

DATE: August 22, 2017

TO: Executive Committee

FROM: Eileen Hill

July 1, 2017 to August 17, 2017

2017-18 Outright Gifts Fundraising Total \$ 61,097

2017-18 Unbooked Revocable Planned Gifts \$ 164,034

Total \$ 225,131

2017-18 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 7-1-17 to 08-17-17:

Leonard R. Lundquist Trust (Faculty Grants)	\$ 18,210
Brian and Patti Herman (Guided Pathways)	\$ 10,000
Susan and Richard Beach (Scholarship)	\$ 5,000
Janet Heien (WES)	\$ 2,500
Big Sur International Marathon (Dental Hygiene)	\$ 1,900
Judy Boemer (President's Circle)	\$ 1,500
CELSOC Monterey Bay Chapter (Engineering)	\$ 1,500
Marlyn Marsilia (Cabrillo Stage)	\$ 1,300
Eileen & Dave Hill (President's Circle, CAP & WES)	\$ 1,200
Lindy and Robert Bixby (WES)	\$ 1,000
Kristin Fabos and Rye Livingston (President's Circle)	\$ 1,000
Ron Indra (President's Circle)	\$ 1,000
Patricia Kubo (President's Circle)	\$ 1,000
Gifts under \$1,000 (143 of 156 total donors)	\$ 13,987
Total Outright Gifts	\$ 61,097
Total Unbooked Revocable Planned Gifts	\$ 164,034
TOTAL	\$ 225,131

Notes: 1. For 2017-18, the Cabrillo College Foundation has been notified of two planned giving gifts of \$164,034. The cumulative unbooked revocable planned gifts total is \$24,727,034

Officers

President

Leola Lapidés

Vice President

William Ow

Secretary

Owen Brown

Chief Financial Officer

Alan Aman

Past President

Stephen Snodgrass

Community

Representatives

Claire Biancalana

Carrie Birkhofer

Linda Burroughs

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Kate Terrell

College Trustee

Representatives

Rachael Spencer

Gary Reece

Donna Ziel

College Staff

Representatives

Laurel Jones

President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

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www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will

Cabrillo College Foundation
Balance Sheet as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$9,132	\$201,036	\$283,315	\$493,483	\$224,342
BAY FEDERAL	\$6,155	\$0	\$1,290	\$7,445	\$7,444
SANTA CRUZ COUNTY BANK	\$10,429	\$196,364	\$0	\$206,793	\$206,365
CALVERT	\$0	\$0	\$0	\$0	\$13,040
UBS	\$601,987	\$2,418,378	\$169,731	\$3,190,096	\$3,035,239
BAY FEDERAL CREDIT UNION	\$22,484	\$150,000	\$0	\$172,484	\$172,054
LIGHTHOUSE BANK	\$18,326	\$233,000	\$0	\$251,326	\$249,503
UBS GATES	\$15,249	\$51,899	\$0	\$67,148	\$67,126
SUBTOTAL CASH	\$683,762	\$3,250,677	\$454,336	\$4,388,775	\$3,975,112
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,372
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,001
UBS	\$251,375	\$0	\$23,713,096	\$23,964,471	\$20,656,210
UBS TITLE V	\$0	\$0	\$1,038,449	\$1,038,449	\$942,383
UBS TITLE III	(\$141)	\$0	\$172,602	\$172,461	\$159,792
UBS ESG	\$10,989	\$0	\$591,121	\$602,110	\$0
SUBTOTAL INVESTMENTS	\$262,224	\$0	\$25,515,268	\$25,777,492	\$21,801,757
TOTAL CASH AND INVESTMENTS	\$945,986	\$3,250,677	\$25,969,604	\$30,166,267	\$25,776,870
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$14,749	\$0	\$0	\$14,749	\$34,292
PLEDGES - ANNUAL FUND	\$56,578	\$0	\$0	\$56,578	\$54,738
PLEDGES - RESTRICTED	\$0	\$180,370	\$318,366	\$498,736	\$1,396,757
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$19,899)	\$0	\$0	(\$19,899)	(\$19,158)
SUBTOTAL PLEDGES	\$51,429	\$180,370	\$318,366	\$550,165	\$1,466,628
ACCOUNTS RECEIVABLE					

Cabrillo College Foundation
Balance Sheet as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
ACCOUNTS RECEIVABLE	\$265	\$153	\$0	\$418	\$4,715
TOTAL ACCOUNTS RECEIVABLE	\$265	\$153	\$0	\$418	\$4,715
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$39,738	\$85,839	\$51,932	\$177,508	\$1,528,178
SUBTOTAL OTHER RECEIVABLES	\$39,738	\$85,839	\$51,932	\$177,508	\$1,528,178
TOTAL RECEIVABLES	\$91,432	\$266,362	\$370,297	\$728,091	\$2,999,521
FIXED ASSETS					
OFFICE EQUIPMENT	\$70,092	\$0	\$0	\$70,092	\$70,092
ACCUMULATED DEPRECIATION	(\$70,092)	\$0	\$0	(\$70,092)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$0	\$0	\$0	\$0	\$0
PREPAID EXPENSES	\$5,990	\$0	\$0	\$5,990	\$7,784
PREPAID RETIREMENT EXPENSE	\$25,238	\$0	\$0	\$25,238	\$34,857
TOTAL ASSETS	\$1,068,645	\$3,517,039	\$26,339,901	\$30,925,586	\$28,819,033

Cabrillo College Foundation
Balance Sheet as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$476	\$2,464	\$0	\$2,939	\$16,471
ACCRUED PTO	\$18,097	\$0	\$0	\$18,097	\$40,201
ACCRUED EXPENSES	\$75,672	\$0	\$0	\$75,672	\$23,441
PAYROLL WITHHOLDINGS	\$1,663	\$0	\$0	\$1,663	\$6
SECTION 125 WITHHOLDINGS	\$1,250	\$0	\$0	\$1,250	\$1,460
ACCRUED RETIREE MEDICAL BENEFITS	\$54,850	\$0	\$0	\$54,850	\$78,634
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$152,008	\$2,464	\$0	\$154,472	\$160,212
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$30,997	\$463,675	\$494,672	\$513,822
ENDOWED SCHOLARSHIPS	\$0	\$0	\$1,534	\$1,534	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$95,021	\$0	\$95,021	\$143,435
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$126,018	\$465,209	\$591,227	\$658,791
FACULTY, WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$0	\$0	\$1,077
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$0	\$0	\$1,077
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$247,461	\$0	\$0	\$247,461	\$185,516
DEFERRED REVENUE - PERS	\$65,392	\$0	\$0	\$65,392	\$71,917
DEFERRED OUTFLOWS - FY PERS EXPENSE	(\$45,176)	\$0	\$0	(\$45,176)	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	(\$42,938)	\$0	\$0	(\$42,938)	\$0
SUBTOTAL OTHER LIABILITIES	\$224,739	\$0	\$0	\$224,739	\$257,433
TOTAL LIABILITIES	\$376,747	\$128,482	\$465,209	\$970,438	\$1,077,513
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$228,839	\$0	\$0	\$228,839	\$477,458
DESIGNATED-BOND CAMPAIGN SUPPORT	\$0	\$0	\$0	\$0	\$91,500
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000

Cabrillo College Foundation
Balance Sheet as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$41,337	\$0	\$0	\$41,337	\$0
UNDESIGNATED	\$112,419	\$0	\$0	\$112,419	(\$202,748)
SUBTOTAL OPERATING NET ASSETS	\$691,898	\$0	\$0	\$691,898	\$675,513
NET ASSETS - OTHER	\$0	\$3,388,557	\$0	\$3,388,557	\$4,902,182
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$25,874,692	\$25,874,692	\$22,163,826
TOTAL NET ASSETS	\$691,898	\$3,388,557	\$25,874,692	\$29,955,147	\$27,741,520
TOTAL LIABILITIES AND NET ASSETS	\$1,068,645	\$3,517,039	\$26,339,901	\$30,925,586	\$28,819,033
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$579,479	 \$3,517,732	 \$23,324,510	 \$27,421,720	 \$26,367,665
 NET SURPLUS/(DEFICIT)	 \$112,419	 (\$129,174)	 \$2,550,183	 \$2,533,427	 \$1,373,855
 ENDING NET ASSETS	 \$691,898	 \$3,388,557	 \$25,874,692	 \$29,955,147	 \$27,741,520

Cabrillo College Foundation
Income Statement by Fund as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$17,881	\$77	\$391,692	\$409,650	\$393,999
UNREALIZED GAIN/LOSS ON SECURITIES	(\$13,628)	\$198	\$1,703,329	\$1,689,899	(\$1,120,017)
REALIZED GAINS/LOSSES	\$5,847	(\$71)	\$297,366	\$303,142	\$218,431
FEE INCOME	\$66,521	\$0	\$0	\$66,521	\$113,440
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$0	\$0	\$14,030	\$14,232
ENDOWMENT MANAGEMENT FEE	\$257,884	\$0	\$0	\$257,884	\$230,851
TOTAL EARNED INCOME	\$348,535	\$204	\$2,392,388	\$2,741,127	(\$149,064)
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$994,040	\$586,856	\$1,580,895	\$2,809,063
ANNUAL FUND	\$87,569	\$0	\$0	\$87,569	\$81,651
PRESIDENT'S CIRCLE GIFTS	\$318,289	\$0	\$0	\$318,289	\$307,065
UNRESTRICTED GIFTS	\$52,153	\$0	\$0	\$52,153	\$57,541
INTERFUND CONTRIBUTIONS	(\$141)	(\$22,761)	\$22,902	\$0	\$0
IN KIND REVENUE	\$0	\$19,921	\$0	\$19,921	\$90,814
IN KIND REVENUE-RENT	\$12,258	\$0	\$0	\$12,258	\$12,258
TOTAL CONTRIBUTED INCOME	\$470,128	\$991,200	\$609,758	\$2,071,086	\$3,358,392
TOTAL REVENUE	\$818,664	\$991,404	\$3,002,145	\$4,812,212	\$3,209,328
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$373,124	\$6,096	\$0	\$379,220	\$392,566
TOTAL SALARIES & WAGES	\$373,124	\$6,096	\$0	\$379,220	\$392,566
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$160,367	\$834	\$0	\$161,201	\$153,120
TOTAL PAYROLL TAXES, BENEFITS	\$160,367	\$834	\$0	\$161,201	\$153,120
ADVERTISING	\$787	\$0	\$0	\$787	\$599
PRINTING	\$17,995	\$0	\$0	\$17,995	\$12,781
PHOTOS	\$2,100	\$0	\$0	\$2,100	\$2,000
CONSULTANTS	\$31,516	\$0	\$0	\$31,516	\$22,216

Cabrillo College Foundation
Income Statement by Fund as of March 31, 2017
 With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
FOOD	\$60	\$0	\$0	\$60	\$156
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$25,124	\$0	\$0	\$25,124	\$30,583
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$517	\$0	\$0	\$517	\$789
SOFTWARE MAINTENANCE	\$10,236	\$0	\$0	\$10,236	\$9,576
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,753	\$0	\$0	\$10,753	\$10,365
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$0	\$0	\$1,075	\$1,386
OFFICE SUPPLIES	\$6,494	\$0	\$0	\$6,494	\$5,430
POSTAGE & MAILING SERVICE	\$2,519	\$0	\$0	\$2,519	\$4,770
BOARD EXPENSES	\$307	\$0	\$0	\$307	\$1,654
OTHER EXPENSES					
MISCELLANEOUS	\$133	\$0	\$0	\$133	\$186
UNCOLLECTIBLE PLEDGES	\$45,454	\$150	\$150	\$45,754	\$35,071
BOND CAMPAIGN SUPPORT-DIRECT EXPENSES	\$0	\$0	\$0	\$0	\$30,000
COLLEGE SUPPORT	\$0	\$0	\$0	\$0	\$35,000
MILEAGE & PARKING	\$134	\$0	\$0	\$134	\$79
INTERNET SERVICE	\$787	\$0	\$0	\$787	\$760
IT HOSTING SERVICE	\$4,002	\$0	\$0	\$4,002	\$4,002
BANK CHARGES	\$4,922	\$0	\$0	\$4,922	\$4,824
INVESTMENT FEES	\$49	\$0	\$113,122	\$113,171	\$103,447
MANAGEMENT FEES	\$0	\$0	\$251,375	\$251,375	\$230,851
DIRECTOR/OFFICER LIABILITY INS	\$3,384	\$0	\$0	\$3,384	\$3,508
LIABILITY AND PROPERTY INSURANCE	\$2,901	\$0	\$0	\$2,901	\$2,870
TOTAL OTHER EXPENSES	\$61,766	\$150	\$364,647	\$426,564	\$450,597
IN KIND EXPENSE	\$0	\$19,921	\$0	\$19,921	\$90,814
IN KIND EXPENSE - RENT	\$12,258	\$0	\$0	\$12,258	\$12,258
PROJECT EXPENSES	\$0	\$997,895	\$0	\$997,895	\$358,369
CAF EXPENSES	\$0	\$0	\$22,715	\$22,715	\$77,223
SCHOLARSHIPS	\$0	\$95,682	\$64,600	\$160,282	\$208,585
TOTAL EXPENSES	\$706,245	\$1,120,578	\$451,963	\$2,278,785	\$1,835,473

Cabrillo College Foundation
Income Statement by Fund as of March 31, 2017
With Comparative Totals as of March 31, 2016

	Operating 3/31/17 A	Nonendowed 3/31/17 B	Endowed 3/31/17 C	Total 3/31/17 D	Total 3/31/16 E
NET SURPLUS/(DEFICIT)	\$112,419	(\$129,174)	\$2,550,183	\$2,533,427	\$1,373,855

Cabrillo College Foundation

Income Statement - Operating Budget as of 3/31/17

With Comparative Totals as of 3/31/16

	15-16 Actual 9 Months A	16-17 Actual 9 Months B	16-17 Budget 9 Months C	16-17 Actual To 16-17 Budget D	16-17 9 Mo. Actual and 3 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 9 Mos. Actual & 3 Mos. Projected to 16-17 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$9,964	\$17,881	\$10,125	\$7,756	\$12,100	\$13,500	(\$1,400)
UNREALIZED GAIN/LOSS ON SECURITIES	(\$12,778)	(\$13,628)	\$0	(\$13,628)	\$0	\$0	\$0
REALIZED GAINS/LOSSES	\$10,833	\$5,847	\$0	\$5,847	\$0	\$0	\$0
FEE INCOME	\$113,440	\$66,521	\$80,566	(\$14,045)	\$112,793	\$156,044	(\$43,251)
OPERATIONAL ENDOWMENT PAYOUT	\$14,232	\$14,030	\$14,232	(\$202)	\$14,030	\$14,232	(\$202)
ENDOWMENT MANAGEMENT FEE	\$230,851	\$257,884	\$254,494	\$3,390	\$339,325	\$339,325	\$0
TOTAL EARNED INCOME	\$366,542	\$348,535	\$359,417	(\$10,881)	\$478,248	\$523,101	(\$44,853)
CONTRIBUTED INCOME							
ANNUAL FUND	\$81,651	\$87,569	\$93,281	(\$5,712)	\$103,511	\$93,281	\$10,230
PRESIDENT'S CIRCLE GIFTS	\$307,065	\$318,289	\$312,500	\$5,789	\$339,615	\$318,000	\$21,615
UNRESTRICTED GIFTS	\$57,541	\$52,153	\$7,157	\$44,995	\$52,881	\$9,543	\$43,338
INTERFUND CONTRIBUTIONS	\$0	(\$141)	\$0	(\$141)	(\$141)	\$0	(\$141)
IN KIND REVENUE-RENT	\$12,258	\$12,258	\$12,258	\$0	\$16,344	\$16,344	\$0
TOTAL CONTRIBUTED INCOME	\$458,515	\$470,128	\$425,196	\$44,932	\$512,210	\$437,168	\$75,042
TOTAL REVENUE	\$825,056	\$818,664	\$784,613	\$34,051	\$990,458	\$960,269	\$30,189
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$385,087	\$373,124	\$401,812	\$28,688	\$487,330	\$524,147	\$36,817
TOTAL SALARIES & WAGES	\$385,087	\$373,124	\$401,812	\$28,688	\$487,330	\$524,147	\$36,817
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$152,262	\$160,367	\$161,620	\$1,254	\$223,945	\$226,437	\$2,492
TOTAL PAYROLL TAXES, BENEFITS	\$152,262	\$160,367	\$161,620	\$1,254	\$223,945	\$226,437	\$2,492
ADVERTISING	\$599	\$787	\$1,750	\$963	\$900	\$1,750	\$850
PRINTING	\$12,781	\$17,995	\$19,200	\$1,205	\$19,100	\$20,600	\$1,500
PHOTOS	\$2,000	\$2,100	\$2,550	\$450	\$3,000	\$3,400	\$400
CONSULTANTS	\$22,216	\$31,516	\$22,168	(\$9,348)	\$39,500	\$25,775	(\$13,725)
FOOD	\$156	\$60	\$100	\$40	\$372	\$300	(\$72)

Cabrillo College Foundation
Income Statement - Operating Budget as of 3/31/17
 With Comparative Totals as of 3/31/16

	15-16 Actual 9 Months A	16-17 Actual 9 Months B	16-17 Budget 9 Months C	16-17 Actual To 16-17 Budget D	16-17 9 Mo. Actual and 3 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 9 Mos. Actual & 3 Mos. Projected to 16-17 Budget G
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$30,583	\$25,124	\$30,513	\$5,389	\$45,117	\$49,965	\$4,848
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$789	\$517	\$825	\$308	\$1,100	\$1,100	\$0
SOFTWARE MAINTENANCE	\$9,576	\$10,236	\$9,775	(\$461)	\$10,236	\$9,775	(\$461)
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,365	\$10,753	\$10,600	(\$153)	\$11,336	\$10,875	(\$461)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,386	\$1,075	\$1,391	\$316	\$1,430	\$1,430	\$0
OFFICE SUPPLIES	\$5,430	\$6,494	\$4,556	(\$1,938)	\$8,000	\$6,075	(\$1,925)
POSTAGE & MAILING SERVICE	\$4,770	\$2,519	\$11,943	\$9,424	\$8,200	\$15,924	\$7,724
BOARD EXPENSES	\$1,654	\$307	\$1,550	\$1,242	\$2,066	\$2,066	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$186	\$133	\$225	\$92	\$600	\$300	(\$300)
UNCOLLECTIBLE PLEDGES	\$33,743	\$45,454	\$25,389	(\$20,065)	\$45,454	\$33,852	(\$11,602)
BOND CAMPAIGN SUPPORT-DIRECT EXPENSE	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0
COLLEGE SUPPORT	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0
MILEAGE & PARKING	\$79	\$134	\$371	\$237	\$495	\$495	\$0
INTERNET SERVICE	\$760	\$787	\$669	(\$118)	\$1,051	\$892	(\$159)
IT HOSTING SERVICE	\$4,002	\$4,002	\$3,002	(\$1,001)	\$4,002	\$4,002	\$0
BANK CHARGES	\$4,824	\$4,922	\$5,172	\$250	\$6,500	\$6,896	\$396
INVESTMENT FEES	\$0	\$49	\$0	(\$49)	\$49	\$0	(\$49)
DIRECTOR/OFFICER LIABILITY INS	\$3,508	\$3,384	\$3,078	(\$306)	\$4,414	\$4,104	(\$310)
LIABILITY AND PROPERTY INSURANCE	\$2,870	\$2,901	\$3,480	\$579	\$3,985	\$4,640	\$655
TOTAL OTHER EXPENSES	\$114,972	\$61,766	\$41,386	(\$20,381)	\$66,550	\$55,181	(\$11,369)
IN KIND EXPENSE - RENT	\$12,258	\$12,258	\$12,258	\$0	\$16,344	\$16,344	\$0
TOTAL EXPENSES	\$756,519	\$706,245	\$723,397	\$17,152	\$933,190	\$960,269	\$27,079
NET SURPLUS/(DEFICIT)	\$68,538	\$112,419	\$61,216	\$51,203	\$57,268	\$0	\$57,268

Cabrillo College Foundation
Balance Sheet as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$13,050	\$221,499	\$21,440	\$255,988	\$351,833
BAY FEDERAL	\$6,155	\$0	\$1,290	\$7,445	\$7,444
SANTA CRUZ COUNTY BANK	\$10,429	\$196,364	\$0	\$206,793	\$206,365
CALVERT	\$0	\$0	\$0	\$0	\$13,040
UBS	\$538,651	\$2,467,378	\$5,000	\$3,011,030	\$3,148,010
BAY FEDERAL CREDIT UNION	\$22,484	\$150,000	\$0	\$172,484	\$172,054
LIGHTHOUSE BANK	\$18,326	\$233,000	\$0	\$251,326	\$249,503
UBS GATES	\$15,249	\$51,910	\$0	\$67,160	\$67,126
SUBTOTAL CASH	\$624,344	\$3,320,151	\$27,730	\$3,972,225	\$4,215,375
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,372
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,002
UBS	\$272,375	\$0	\$24,390,897	\$24,663,272	\$20,822,174
UBS TITLE V	\$0	\$0	\$1,069,294	\$1,069,294	\$950,178
UBS TITLE III	\$0	\$0	\$174,240	\$174,240	\$161,091
UBS ESG	\$10,989	\$0	\$600,508	\$611,497	\$0
SUBTOTAL INVESTMENTS	\$283,365	\$0	\$26,234,939	\$26,518,304	\$21,976,817
TOTAL CASH AND INVESTMENTS	\$907,709	\$3,320,151	\$26,262,669	\$30,490,529	\$26,192,192
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$16,350	\$0	\$0	\$16,350	\$29,398
PLEDGES - ANNUAL FUND	\$56,011	\$0	\$0	\$56,011	\$59,949
PLEDGES - RESTRICTED	\$0	\$175,458	\$304,974	\$480,432	\$1,345,416
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$19,899)	\$0	\$0	(\$19,899)	(\$21,696)
SUBTOTAL PLEDGES	\$52,462	\$175,458	\$304,974	\$532,895	\$1,413,067
ACCOUNTS RECEIVABLE					

Cabrillo College Foundation
Balance Sheet as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
ACCOUNTS RECEIVABLE	\$265	\$1,606	\$0	\$1,871	\$1,077
TOTAL ACCOUNTS RECEIVABLE	\$265	\$1,606	\$0	\$1,871	\$1,077
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$49,718	\$85,793	\$51,932	\$187,442	\$1,528,143
INTERFUND RECEIVABLE	\$0	\$0	\$0	\$0	\$35,000
SUBTOTAL OTHER RECEIVABLES	\$49,718	\$85,793	\$51,932	\$187,442	\$1,563,143
TOTAL RECEIVABLES	\$102,445	\$262,857	\$356,906	\$722,208	\$2,977,287
FIXED ASSETS					
OFFICE EQUIPMENT	\$70,092	\$0	\$0	\$70,092	\$70,092
ACCUMULATED DEPRECIATION	(\$70,092)	\$0	\$0	(\$70,092)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$0	\$0	\$0	\$0	\$0
PREPAID EXPENSES	\$6,895	\$0	\$0	\$6,895	\$7,077
PREPAID RETIREMENT EXPENSE	\$24,187	\$0	\$0	\$24,187	\$33,754
TOTAL ASSETS	\$1,041,236	\$3,583,008	\$26,619,574	\$31,243,819	\$29,210,309

Cabrillo College Foundation
Balance Sheet as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$5,489	\$7,244	\$0	\$12,733	\$20,795
ACCRUED PTO	\$18,097	\$0	\$0	\$18,097	\$40,201
ACCRUED EXPENSES	\$84,811	\$0	\$0	\$84,811	\$31,264
PAYROLL WITHHOLDINGS	\$1,694	\$0	\$0	\$1,694	\$0
SECTION 125 WITHHOLDINGS	\$1,350	\$0	\$0	\$1,350	\$1,833
ACCRUED RETIREE MEDICAL BENEFITS	\$54,850	\$0	\$0	\$54,850	\$78,634
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$166,291	\$7,244	\$0	\$173,535	\$172,728
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$30,997	\$457,532	\$488,529	\$513,822
ENDOWED SCHOLARSHIPS	\$0	\$0	\$1,534	\$1,534	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$95,021	\$0	\$95,021	\$140,101
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$126,018	\$459,067	\$585,085	\$655,458
FACULTY, WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$0	\$0	\$2
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$0	\$0	\$2
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$247,461	\$0	\$0	\$247,461	\$185,516
DEFERRED REVENUE - PERS	\$65,392	\$0	\$0	\$65,392	\$71,917
DEFERRED OUTFLOWS - FY PERS EXPENSE	(\$45,176)	\$0	\$0	(\$45,176)	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	(\$42,938)	\$0	\$0	(\$42,938)	\$0
DUE TO OTHER FUNDS	\$0	\$0	\$0	\$0	\$35,000
SUBTOTAL OTHER LIABILITIES	\$224,739	\$0	\$0	\$224,739	\$292,433
TOTAL LIABILITIES	\$391,030	\$133,262	\$459,067	\$983,359	\$1,120,620
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$228,839	\$0	\$0	\$228,839	\$477,458
DESIGNATED-BOND CAMPAIGN SUPPORT	\$0	\$0	\$0	\$0	\$171,500

Cabrillo College Foundation
Balance Sheet as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$41,337	\$0	\$0	\$41,337	\$0
UNDESIGNATED	\$70,727	\$0	\$0	\$70,727	(\$359,001)
SUBTOTAL OPERATING NET ASSETS	\$650,206	\$0	\$0	\$650,206	\$599,259
NET ASSETS - OTHER	\$0	\$3,449,746	\$0	\$3,449,746	\$5,071,651
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,160,508	\$26,160,508	\$22,418,778
TOTAL NET ASSETS	\$650,206	\$3,449,746	\$26,160,508	\$30,260,460	\$28,089,689
TOTAL LIABILITIES AND NET ASSETS	\$1,041,236	\$3,583,008	\$26,619,574	\$31,243,819	\$29,210,309
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$579,479	 \$3,517,732	 \$23,324,510	 \$27,421,720	 \$26,367,665
 NET SURPLUS/(DEFICIT)	 \$70,727	 (\$67,986)	 \$2,835,998	 \$2,838,740	 \$1,722,024
 ENDING NET ASSETS	 \$650,206	 \$3,449,746	 \$26,160,508	 \$30,260,460	 \$28,089,689

Cabrillo College Foundation
Income Statement by Fund as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$19,847	\$88	\$427,597	\$447,533	\$431,384
UNREALIZED GAIN/LOSS ON SECURITIES	(\$11,607)	\$198	\$1,602,579	\$1,591,170	(\$975,391)
REALIZED GAINS/LOSSES	\$4,378	(\$71)	\$671,776	\$676,082	\$246,583
FEE INCOME	\$66,521	\$0	\$0	\$66,521	\$113,440
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$0	\$0	\$14,030	\$14,232
ENDOWMENT MANAGEMENT FEE	\$257,884	\$0	\$0	\$257,884	\$230,851
TOTAL EARNED INCOME	\$351,053	\$215	\$2,701,952	\$3,053,220	\$61,099
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$1,138,532	\$604,443	\$1,742,974	\$3,078,542
ANNUAL FUND	\$103,216	\$0	\$0	\$103,216	\$107,618
PRESIDENT'S CIRCLE GIFTS	\$335,746	\$0	\$0	\$335,746	\$308,565
UNRESTRICTED GIFTS	\$52,481	\$0	\$0	\$52,481	\$57,856
INTERFUND CONTRIBUTIONS	(\$283)	(\$22,669)	\$22,952	\$0	\$0
IN KIND REVENUE	\$0	\$23,441	\$0	\$23,441	\$90,814
IN KIND REVENUE-RENT	\$13,620	\$0	\$0	\$13,620	\$13,620
TOTAL CONTRIBUTED INCOME	\$504,780	\$1,139,304	\$627,394	\$2,271,479	\$3,657,015
TOTAL REVENUE	\$855,833	\$1,139,519	\$3,329,346	\$5,324,699	\$3,718,114
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$415,002	\$7,004	\$0	\$422,007	\$440,784
TOTAL SALARIES & WAGES	\$415,002	\$7,004	\$0	\$422,007	\$440,784
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$177,143	\$957	\$0	\$178,100	\$169,236
TOTAL PAYROLL TAXES, BENEFITS	\$177,143	\$957	\$0	\$178,100	\$169,236
ADVERTISING	\$787	\$0	\$0	\$787	\$599
PRINTING	\$17,995	\$0	\$0	\$17,995	\$12,781
PHOTOS	\$2,103	\$0	\$0	\$2,103	\$2,300
CONSULTANTS	\$31,516	\$0	\$0	\$31,516	\$25,341

Cabrillo College Foundation
Income Statement by Fund as of April 30, 2017
 With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
FOOD	\$60	\$0	\$0	\$60	\$156
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$37,536	\$0	\$0	\$37,536	\$32,167
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$732	\$0	\$0	\$732	\$789
SOFTWARE MAINTENANCE	\$10,236	\$0	\$0	\$10,236	\$9,576
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,968	\$0	\$0	\$10,968	\$10,365
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$0	\$0	\$1,075	\$1,386
OFFICE SUPPLIES	\$7,226	\$0	\$0	\$7,226	\$5,642
POSTAGE & MAILING SERVICE	\$7,039	\$0	\$0	\$7,039	\$6,427
BOARD EXPENSES	\$307	\$0	\$0	\$307	\$1,654
OTHER EXPENSES					
MISCELLANEOUS	\$406	\$0	\$0	\$406	\$336
UNCOLLECTIBLE PLEDGES	\$45,454	\$150	\$159	\$45,763	\$37,909
BOND CAMPAIGN SUPPORT-DIRECT EXPENSES	\$0	\$0	\$0	\$0	\$60,000
COLLEGE SUPPORT	\$0	\$0	\$0	\$0	\$35,000
MILEAGE & PARKING	\$134	\$0	\$0	\$134	\$79
INTERNET SERVICE	\$875	\$0	\$0	\$875	\$847
IT HOSTING SERVICE	\$4,002	\$0	\$0	\$4,002	\$4,002
BANK CHARGES	\$5,313	\$0	\$0	\$5,313	\$5,208
INVESTMENT FEES	\$49	\$0	\$145,657	\$145,706	\$138,005
MANAGEMENT FEES	\$0	\$0	\$251,375	\$251,375	\$230,851
DIRECTOR/OFFICER LIABILITY INS	\$3,384	\$0	\$0	\$3,384	\$3,880
LIABILITY AND PROPERTY INSURANCE	\$3,112	\$0	\$0	\$3,112	\$3,206
TOTAL OTHER EXPENSES	\$62,729	\$150	\$397,191	\$460,070	\$519,321
IN KIND EXPENSE	\$0	\$23,441	\$0	\$23,441	\$90,814
IN KIND EXPENSE - RENT	\$13,620	\$0	\$0	\$13,620	\$13,620
PROJECT EXPENSES	\$0	\$1,080,271	\$0	\$1,080,271	\$377,534
CAF EXPENSES	\$0	\$0	\$31,557	\$31,557	\$77,378
SCHOLARSHIPS	\$0	\$95,682	\$64,600	\$160,282	\$208,585
TOTAL EXPENSES	\$785,106	\$1,207,505	\$493,348	\$2,485,959	\$1,996,090

Cabrillo College Foundation
Income Statement by Fund as of April 30, 2017
With Comparative Totals as of April 30, 2016

	Operating 4/30/17 A	Nonendowed 4/30/17 B	Endowed 4/30/17 C	Total 4/30/17 D	Total 4/30/16 E
NET SURPLUS/(DEFICIT)	\$70,727	(\$67,986)	\$2,835,998	\$2,838,740	\$1,722,024

Cabrillo College Foundation

Income Statement - Operating Budget as of 4/30/17

With Comparative Totals as of 4/30/16

	15-16 Actual 10 Months A	16-17 Actual 10 Months B	16-17 Budget 10 Months C	16-17 Actual To 16-17 Budget D	16-17 10 Mo. Actual and 2 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 10 Mos. Actual & 2 Mos. Projected to 16-17 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$11,066	\$19,847	\$11,250	\$8,597	\$12,100	\$13,500	(\$1,400)
UNREALIZED GAIN/LOSS ON SECURITIES	(\$13,335)	(\$11,607)	\$0	(\$11,607)	\$0	\$0	\$0
REALIZED GAINS/LOSSES	\$10,833	\$4,378	\$0	\$4,378	\$0	\$0	\$0
FEE INCOME	\$113,440	\$66,521	\$95,806	(\$29,285)	\$112,793	\$156,044	(\$43,251)
OPERATIONAL ENDOWMENT PAYOUT	\$14,232	\$14,030	\$14,232	(\$202)	\$14,030	\$14,232	(\$202)
ENDOWMENT MANAGEMENT FEE	\$230,851	\$257,884	\$254,494	\$3,390	\$339,325	\$339,325	\$0
TOTAL EARNED INCOME	\$367,087	\$351,053	\$375,782	(\$24,729)	\$478,248	\$523,101	(\$44,853)
CONTRIBUTED INCOME							
ANNUAL FUND	\$107,618	\$103,216	\$93,281	\$9,935	\$103,511	\$93,281	\$10,230
PRESIDENT'S CIRCLE GIFTS	\$308,565	\$335,746	\$315,000	\$20,746	\$339,615	\$318,000	\$21,615
UNRESTRICTED GIFTS	\$57,856	\$52,481	\$7,953	\$44,529	\$52,881	\$9,543	\$43,338
INTERFUND CONTRIBUTIONS	\$0	(\$283)	\$0	(\$283)	(\$141)	\$0	(\$141)
IN KIND REVENUE-RENT	\$13,620	\$13,620	\$13,620	\$0	\$16,344	\$16,344	\$0
TOTAL CONTRIBUTED INCOME	\$487,659	\$504,780	\$429,854	\$74,927	\$512,210	\$437,168	\$75,042
TOTAL REVENUE	\$854,746	\$855,833	\$805,635	\$50,198	\$990,458	\$960,269	\$30,189
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$432,604	\$415,002	\$442,591	\$27,588	\$487,330	\$524,147	\$36,817
TOTAL SALARIES & WAGES	\$432,604	\$415,002	\$442,591	\$27,588	\$487,330	\$524,147	\$36,817
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$168,282	\$177,143	\$178,912	\$1,769	\$223,945	\$226,437	\$2,492
TOTAL PAYROLL TAXES, BENEFITS	\$168,282	\$177,143	\$178,912	\$1,769	\$223,945	\$226,437	\$2,492
ADVERTISING	\$599	\$787	\$1,750	\$963	\$900	\$1,750	\$850
PRINTING	\$12,781	\$17,995	\$19,600	\$1,605	\$19,100	\$20,600	\$1,500
PHOTOS	\$2,300	\$2,103	\$2,833	\$731	\$3,000	\$3,400	\$400
CONSULTANTS	\$25,341	\$31,516	\$23,160	(\$8,356)	\$39,500	\$25,775	(\$13,725)
FOOD	\$156	\$60	\$300	\$240	\$372	\$300	(\$72)

Cabrillo College Foundation
Income Statement - Operating Budget as of 4/30/17
 With Comparative Totals as of 4/30/16

	15-16 Actual 10 Months A	16-17 Actual 10 Months B	16-17 Budget 10 Months C	16-17 Actual To 16-17 Budget D	16-17 10 Mo. Actual and 2 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 10 Mos. Actual & 2 Mos. Projected to 16-17 Budget G
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$32,167	\$37,536	\$41,081	\$3,545	\$45,117	\$49,965	\$4,848
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$789	\$732	\$917	\$184	\$1,100	\$1,100	\$0
SOFTWARE MAINTENANCE	\$9,576	\$10,236	\$9,775	(\$461)	\$10,236	\$9,775	(\$461)
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,365	\$10,968	\$10,692	(\$276)	\$11,336	\$10,875	(\$461)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,386	\$1,075	\$1,404	\$329	\$1,430	\$1,430	\$0
OFFICE SUPPLIES	\$5,642	\$7,226	\$5,063	(\$2,164)	\$8,000	\$6,075	(\$1,925)
POSTAGE & MAILING SERVICE	\$6,427	\$7,039	\$13,270	\$6,231	\$8,200	\$15,924	\$7,724
BOARD EXPENSES	\$1,654	\$307	\$1,550	\$1,242	\$2,066	\$2,066	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$336	\$406	\$250	(\$156)	\$600	\$300	(\$300)
UNCOLLECTIBLE PLEDGES	\$36,581	\$45,454	\$28,210	(\$17,244)	\$45,454	\$33,852	(\$11,602)
BOND CAMPAIGN SUPPORT-DIRECT EXPENSE	\$60,000	\$0	\$0	\$0	\$0	\$0	\$0
COLLEGE SUPPORT	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0
MILEAGE & PARKING	\$79	\$134	\$413	\$278	\$495	\$495	\$0
INTERNET SERVICE	\$847	\$875	\$743	(\$132)	\$1,051	\$892	(\$159)
IT HOSTING SERVICE	\$4,002	\$4,002	\$3,335	(\$667)	\$4,002	\$4,002	\$0
BANK CHARGES	\$5,208	\$5,313	\$5,747	\$434	\$6,500	\$6,896	\$396
INVESTMENT FEES	\$0	\$49	\$0	(\$49)	\$49	\$0	(\$49)
DIRECTOR/OFFICER LIABILITY INS	\$3,880	\$3,384	\$3,420	\$36	\$4,414	\$4,104	(\$310)
LIABILITY AND PROPERTY INSURANCE	\$3,206	\$3,112	\$3,867	\$754	\$3,985	\$4,640	\$655
TOTAL OTHER EXPENSES	\$149,138	\$62,729	\$45,984	(\$16,745)	\$66,550	\$55,181	(\$11,369)
IN KIND EXPENSE - RENT	\$13,620	\$13,620	\$13,620	\$0	\$16,344	\$16,344	\$0
TOTAL EXPENSES	\$862,462	\$785,106	\$801,809	\$16,703	\$933,190	\$960,269	\$27,079
NET SURPLUS/(DEFICIT)	(\$7,716)	\$70,727	\$3,827	\$66,901	\$57,268	\$0	\$57,268

Cabrillo College Foundation
Balance Sheet as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$49,766	\$140,589	\$66,951	\$257,305	\$280,971
BAY FEDERAL	\$6,155	\$0	\$1,290	\$7,445	\$7,444
SANTA CRUZ COUNTY BANK	\$10,429	\$196,364	\$0	\$206,793	\$206,365
CALVERT	\$0	\$0	\$0	\$0	\$13,040
UBS	\$752,113	\$2,549,499	\$5,000	\$3,306,612	\$3,156,483
BAY FEDERAL CREDIT UNION	\$22,484	\$150,000	\$0	\$172,484	\$172,054
LIGHTHOUSE BANK	\$18,326	\$233,000	\$0	\$251,326	\$249,503
UBS GATES	\$15,249	\$51,926	\$0	\$67,176	\$67,127
SUBTOTAL CASH	\$874,522	\$3,321,379	\$73,240	\$4,269,141	\$4,152,987
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,372
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,002
UBS	\$0	\$0	\$24,716,866	\$24,716,866	\$20,417,046
UBS TITLE V	\$0	\$0	\$1,083,092	\$1,083,092	\$953,703
UBS TITLE III	\$0	\$0	\$176,524	\$176,524	\$161,670
UBS ESG	\$0	\$0	\$610,146	\$610,146	\$572,092
SUBTOTAL INVESTMENTS	\$0	\$0	\$26,586,629	\$26,586,629	\$22,147,884
TOTAL CASH AND INVESTMENTS	\$874,522	\$3,321,379	\$26,659,869	\$30,855,769	\$26,300,872
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$13,251	\$0	\$0	\$13,251	\$24,234
PLEDGES - ANNUAL FUND	\$48,087	\$0	\$0	\$48,087	\$56,457
PLEDGES - RESTRICTED	\$0	\$178,379	\$304,083	\$482,462	\$1,249,056
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$16,874)	\$0	\$0	(\$16,874)	(\$19,699)
SUBTOTAL PLEDGES	\$44,464	\$178,379	\$304,083	\$526,926	\$1,310,048
ACCOUNTS RECEIVABLE					

Cabrillo College Foundation
Balance Sheet as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
ACCOUNTS RECEIVABLE	\$265	\$2,311	\$0	\$2,576	\$942
TOTAL ACCOUNTS RECEIVABLE	\$265	\$2,311	\$0	\$2,576	\$942
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$47,688	\$85,747	\$13,362	\$146,797	\$1,538,108
INTERFUND RECEIVABLE	\$0	\$0	\$0	\$0	\$200,000
SUBTOTAL OTHER RECEIVABLES	\$47,688	\$85,747	\$13,362	\$146,797	\$1,738,108
TOTAL RECEIVABLES	\$92,417	\$266,437	\$317,445	\$676,299	\$3,049,098
FIXED ASSETS					
OFFICE EQUIPMENT	\$70,092	\$0	\$0	\$70,092	\$70,092
ACCUMULATED DEPRECIATION	(\$70,092)	\$0	\$0	(\$70,092)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$0	\$0	\$0	\$0	\$0
PREPAID EXPENSES	\$7,235	\$0	\$0	\$7,235	\$6,369
PREPAID RETIREMENT EXPENSE	\$23,135	\$0	\$0	\$23,135	\$32,651
TOTAL ASSETS	\$997,309	\$3,587,816	\$26,977,313	\$31,562,438	\$29,388,989

Cabrillo College Foundation
Balance Sheet as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$6,218	\$870	\$0	\$7,088	\$38,964
ACCRUED PTO	\$18,097	\$0	\$0	\$18,097	\$40,201
ACCRUED EXPENSES	\$98,311	\$0	\$0	\$98,311	\$39,088
PAYROLL WITHHOLDINGS	\$939	\$0	\$0	\$939	\$0
SECTION 125 WITHHOLDINGS	\$971	\$0	\$0	\$971	\$2,207
ACCRUED RETIREE MEDICAL BENEFITS	\$54,850	\$0	\$0	\$54,850	\$78,634
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$179,386	\$870	\$0	\$180,256	\$199,094
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$30,997	\$457,532	\$488,529	\$513,822
ENDOWED SCHOLARSHIPS	\$0	\$0	\$1,534	\$1,534	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$95,021	\$0	\$95,021	\$140,101
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$126,018	\$459,067	\$585,085	\$655,458
FACULTY, WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$0	\$0	\$2
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$0	\$0	\$2
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$247,461	\$0	\$0	\$247,461	\$185,516
DEFERRED REVENUE - PERS	\$65,392	\$0	\$0	\$65,392	\$71,917
DEFERRED OUTFLOWS - FY PERS EXPENSE	(\$45,176)	\$0	\$0	(\$45,176)	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	(\$42,938)	\$0	\$0	(\$42,938)	\$0
DUE TO OTHER FUNDS	\$0	\$0	\$0	\$0	\$200,000
SUBTOTAL OTHER LIABILITIES	\$224,739	\$0	\$0	\$224,739	\$457,433
TOTAL LIABILITIES	\$404,125	\$126,888	\$459,067	\$990,080	\$1,311,986
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$228,839	\$0	\$0	\$228,839	\$477,458
DESIGNATED-BOND CAMPAIGN SUPPORT	\$0	\$0	\$0	\$0	\$41,500

Cabrillo College Foundation
Balance Sheet as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$41,337	\$0	\$0	\$41,337	\$0
UNDESIGNATED	\$13,705	\$0	\$0	\$13,705	(\$399,188)
SUBTOTAL OPERATING NET ASSETS	\$593,184	\$0	\$0	\$593,184	\$429,072
NET ASSETS - OTHER	\$0	\$3,460,928	\$0	\$3,460,928	\$4,168,726
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,518,247	\$26,518,247	\$23,479,205
TOTAL NET ASSETS	\$593,184	\$3,460,928	\$26,518,247	\$30,572,358	\$28,077,003
TOTAL LIABILITIES AND NET ASSETS	\$997,309	\$3,587,816	\$26,977,313	\$31,562,438	\$29,388,989
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$579,479	 \$3,517,732	 \$23,324,510	 \$27,421,720	 \$26,367,665
 NET SURPLUS/(DEFICIT)	 \$13,705	 (\$56,804)	 \$3,193,737	 \$3,150,638	 \$1,709,338
 ENDING NET ASSETS	 \$593,184	 \$3,460,928	 \$26,518,247	 \$30,572,358	 \$28,077,003

Cabrillo College Foundation
Income Statement by Fund as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS					
DIVIDENDS	\$353	\$47	\$367,510	\$367,910	\$397,486
INTEREST	\$22,482	\$57	\$96,840	\$119,379	\$83,859
TOTAL INTEREST AND DIVIDENDS	\$22,835	\$104	\$464,350	\$487,289	\$481,345
UNREALIZED GAIN/LOSS ON SECURITIES	(\$13,203)	\$198	\$1,892,383	\$1,879,378	(\$950,150)
REALIZED GAINS/LOSSES	\$4,378	(\$71)	\$696,908	\$701,215	\$269,281
FEE INCOME					
FEE INCOME - PROPOSAL INDIRECT	\$30,984	\$0	\$0	\$30,984	\$0
FEE INCOME - OTHER	\$14,906	\$0	\$0	\$14,906	\$24,052
FEE INCOME-GIFT FACILITATION	\$20,895	\$0	\$0	\$20,895	\$89,388
TOTAL FEES	\$66,785	\$0	\$0	\$66,785	\$113,440
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$0	\$0	\$14,030	\$14,232
ENDOWMENT MANAGEMENT FEE	\$257,884	\$0	\$0	\$257,884	\$230,851
TOTAL EARNED INCOME	\$352,708	\$231	\$3,053,642	\$3,406,581	\$158,998
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$1,176,616	\$610,270	\$1,786,886	\$3,238,439
ANNUAL FUND	\$103,636	\$0	\$0	\$103,636	\$114,513
PRESIDENT'S CIRCLE GIFTS	\$339,615	\$0	\$0	\$339,615	\$309,565
UNRESTRICTED GIFTS	\$53,140	\$0	\$0	\$53,140	\$71,637
INTERFUND CONTRIBUTIONS	(\$283)	(\$22,699)	\$22,981	\$0	\$0
IN KIND REVENUE	\$0	\$25,825	\$0	\$25,825	\$94,940
IN KIND REVENUE-RENT	\$14,982	\$0	\$0	\$14,982	\$14,982
TOTAL CONTRIBUTED INCOME	\$511,090	\$1,179,743	\$633,252	\$2,324,084	\$3,844,074
TOTAL REVENUE	\$863,798	\$1,179,974	\$3,686,893	\$5,730,665	\$4,003,072
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES					
EXECUTIVE DIRECTOR	\$140,585	\$0	\$0	\$140,585	\$157,300

Cabrillo College Foundation
Income Statement by Fund as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
DEVELOPMENT OFFICER	\$41,842	\$0	\$0	\$41,842	\$52,375
OPERATIONS & MARKETING DIRECTOR	\$45,639	\$0	\$0	\$45,639	\$0
CAP ASSISTANT	\$0	\$8,187	\$0	\$8,187	\$8,180
EVENTS COORDINATOR-EXECUTIVE ASSISTANT	\$17,339	\$0	\$0	\$17,339	\$17,073
ACCOUNTING & HUMAN RESOURCES MANAGER	\$63,733	\$0	\$0	\$63,733	\$58,599
ACCOUNTING & HUMAN RESOURCES SPECIALIS	\$21,308	\$0	\$0	\$21,308	\$16,479
ACCOUNTING ASSISTANT	\$14,802	\$0	\$0	\$14,802	\$14,713
ASSOCIATE DIRECTOR	\$35,874	\$0	\$0	\$35,874	\$90,281
ANNUAL FUND COORDINATOR	\$11,784	\$0	\$0	\$11,784	\$11,586
FOUNDATION ASSISTANT	\$12,978	\$0	\$0	\$12,978	\$12,928
ANNUAL FUND CALLERS	\$30,827	\$0	\$0	\$30,827	\$29,663
ANNUAL FUND CLERK	\$13,869	\$0	\$0	\$13,869	\$12,122
CLERICAL ASSISTANTS	\$0	\$0	\$0	\$0	\$260
TOTAL SALARIES & WAGES	\$450,579	\$8,187	\$0	\$458,767	\$481,560
TOTAL SALARIES & WAGES	\$450,579	\$8,187	\$0	\$458,767	\$481,560
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES	\$38,951	\$992	\$0	\$39,943	\$39,611
HEALTH BENEFITS-EXECUTIVE DIRECTOR	\$22,877	\$0	\$0	\$22,877	\$22,150
HEALTH BENEFITS-DEVELOPMENT OFFICER	\$18,122	\$0	\$0	\$18,122	\$25,666
HEALTH BENEFITS-ASSOCIATE DIRECTOR	\$10,976	\$0	\$0	\$10,976	\$25,666
HEALTH BENEFITS-ACCOUNTING & HR MANAGE	\$19,312	\$0	\$0	\$19,312	\$18,282
HEALTH BENEFITS-OPERATIONS & MARKETING D	\$19,760	\$0	\$0	\$19,760	\$0
HEALTH BENEFITS-RETIRED EMPLOYEES	\$7,621	\$0	\$0	\$7,621	\$0
WORKERS COMP	\$3,362	\$78	\$0	\$3,440	\$3,817
LIFE AND DISABILITY	\$2,984	\$0	\$0	\$2,984	\$3,925
TRAINING/CONFERENCES	\$7,070	\$0	\$0	\$7,070	\$3,168
PAYROLL PROCESS FEES	\$2,706	\$0	\$0	\$2,706	\$2,283
RETIREMENT PLAN	\$45,145	\$0	\$0	\$45,145	\$41,386

Cabrillo College Foundation
Income Statement by Fund as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
TOTAL PAYROLL TAXES, BENEFITS	\$198,887	\$1,070	\$0	\$199,957	\$185,954
TOTAL PAYROLL TAXES, BENEFITS	\$198,887	\$1,070	\$0	\$199,957	\$185,954
ADVERTISING	\$787	\$0	\$0	\$787	\$599
PRINTING	\$17,995	\$0	\$0	\$17,995	\$12,993
PHOTOS	\$2,403	\$0	\$0	\$2,403	\$2,500
CONSULTANTS	\$32,363	\$0	\$0	\$32,363	\$25,566
FOOD	\$372	\$0	\$0	\$372	\$522
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$40,980	\$0	\$0	\$40,980	\$36,508
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$732	\$0	\$0	\$732	\$789
SOFTWARE MAINTENANCE	\$10,236	\$0	\$0	\$10,236	\$9,576
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,968	\$0	\$0	\$10,968	\$10,365
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$0	\$0	\$1,075	\$1,386
OFFICE SUPPLIES	\$7,606	\$0	\$0	\$7,606	\$6,144
POSTAGE & MAILING SERVICE	\$7,791	\$0	\$0	\$7,791	\$6,523
BOARD EXPENSES	\$1,271	\$0	\$0	\$1,271	\$2,165
OTHER EXPENSES					
MISCELLANEOUS	\$568	\$0	\$0	\$568	\$346
UNCOLLECTIBLE PLEDGES	\$43,914	\$150	\$209	\$44,273	\$36,272
BOND CAMPAIGN SUPPORT-DIRECT EXPENSES	\$0	\$0	\$0	\$0	\$190,000
COLLEGE SUPPORT	\$0	\$0	\$0	\$0	\$35,000
MILEAGE & PARKING	\$163	\$0	\$0	\$163	\$90
INTERNET SERVICE	\$964	\$0	\$0	\$964	\$934
IT HOSTING SERVICE	\$4,002	\$0	\$0	\$4,002	\$4,002
BANK CHARGES	\$5,668	\$0	\$0	\$5,668	\$5,505
INVESTMENT FEES	\$49	\$0	\$145,657	\$145,706	\$138,350
MANAGEMENT FEES	\$0	\$0	\$251,375	\$251,375	\$230,851
DIRECTOR/OFFICER LIABILITY INS	\$3,384	\$0	\$0	\$3,384	\$4,251
LIABILITY AND PROPERTY INSURANCE	\$3,324	\$0	\$0	\$3,324	\$3,542

Cabrillo College Foundation
Income Statement by Fund as of May 31, 2017
 With Comparative Totals as of May 31, 2016

	Operating 5/31/17 A	Nonendowed 5/31/17 B	Endowed 5/31/17 C	Total 5/31/17 D	Total 5/31/16 E
TOTAL OTHER EXPENSES	\$62,036	\$150	\$397,241	\$459,427	\$649,143
IN KIND EXPENSE	\$0	\$25,825	\$0	\$25,825	\$94,940
IN KIND EXPENSE - RENT	\$14,982	\$0	\$0	\$14,982	\$14,982
PROJECT EXPENSES	\$0	\$1,105,864	\$0	\$1,105,864	\$434,505
CAF EXPENSES	\$0	\$0	\$31,315	\$31,315	\$87,920
SCHOLARSHIPS	\$0	\$95,682	\$64,600	\$160,282	\$239,460
TOTAL EXPENSES	\$850,093	\$1,236,778	\$493,156	\$2,580,027	\$2,293,734
NET SURPLUS/(DEFICIT)	\$13,705	(\$56,804)	\$3,193,737	\$3,150,638	\$1,709,338

Cabrillo College Foundation

Income Statement - Operating Budget as of 5/31/17

With Comparative Totals as of 5/31/16

	15-16 Actual 11 Months A	16-17 Actual 11 Months B	16-17 Budget 11 Months C	16-17 Actual To 16-17 Budget D	16-17 11 Mo. Actual and 1 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 11 Mo. Actual & 1 Mos. Projected to 16-17 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$12,129	\$22,835	\$12,375	\$10,460	\$12,100	\$13,500	(\$1,400)
UNREALIZED GAIN/LOSS ON SECURITIES	(\$13,131)	(\$13,203)	\$0	(\$13,203)	\$0	\$0	\$0
REALIZED GAINS/LOSSES	\$11,053	\$4,378	\$0	\$4,378	\$0	\$0	\$0
FEE INCOME	\$113,440	\$66,785	\$113,546	(\$46,761)	\$112,793	\$156,044	(\$43,251)
OPERATIONAL ENDOWMENT PAYOUT	\$14,232	\$14,030	\$14,232	(\$202)	\$14,030	\$14,232	(\$202)
ENDOWMENT MANAGEMENT FEE	\$230,851	\$257,884	\$254,494	\$3,390	\$339,325	\$339,325	\$0
TOTAL EARNED INCOME	\$368,573	\$352,708	\$394,647	(\$41,938)	\$478,248	\$523,101	(\$44,853)
CONTRIBUTED INCOME							
ANNUAL FUND	\$114,513	\$103,636	\$93,281	\$10,355	\$103,511	\$93,281	\$10,230
PRESIDENT'S CIRCLE GIFTS	\$309,565	\$339,615	\$317,000	\$22,615	\$339,615	\$318,000	\$21,615
UNRESTRICTED GIFTS	\$71,637	\$53,140	\$8,748	\$44,393	\$52,881	\$9,543	\$43,338
INTERFUND CONTRIBUTIONS	\$0	(\$283)	\$0	(\$283)	(\$141)	\$0	(\$141)
IN KIND REVENUE-RENT	\$14,982	\$14,982	\$14,982	\$0	\$16,344	\$16,344	\$0
TOTAL CONTRIBUTED INCOME	\$510,696	\$511,090	\$434,011	\$77,079	\$512,210	\$437,168	\$75,042
TOTAL REVENUE	\$879,269	\$863,798	\$828,657	\$35,141	\$990,458	\$960,269	\$30,189
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$473,380	\$450,579	\$483,369	\$32,790	\$487,330	\$524,147	\$36,817
TOTAL SALARIES & WAGES	\$473,380	\$450,579	\$483,369	\$32,790	\$487,330	\$524,147	\$36,817
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$185,001	\$198,887	\$196,203	(\$2,684)	\$223,945	\$226,437	\$2,492
TOTAL PAYROLL TAXES, BENEFITS	\$185,001	\$198,887	\$196,203	(\$2,684)	\$223,945	\$226,437	\$2,492
ADVERTISING	\$599	\$787	\$1,750	\$963	\$900	\$1,750	\$850
PRINTING	\$12,993	\$17,995	\$20,100	\$2,105	\$19,100	\$20,600	\$1,500
PHOTOS	\$2,500	\$2,403	\$3,117	\$714	\$3,000	\$3,400	\$400
CONSULTANTS	\$25,566	\$32,363	\$24,115	(\$8,248)	\$39,500	\$25,775	(\$13,725)
FOOD	\$522	\$372	\$300	(\$72)	\$372	\$300	(\$72)

Cabrillo College Foundation

Income Statement - Operating Budget as of 5/31/17

With Comparative Totals as of 5/31/16

	15-16 Actual 11 Months A	16-17 Actual 11 Months B	16-17 Budget 11 Months C	16-17 Actual To 16-17 Budget D	16-17 11 Mo. Actual and 1 Mos. Projected E	16-17 Annual Budget (Approved 5/10/16) F	Variance 16-17 11 Mo. Actual & 1 Mos. Projected to 16-17 Budget G
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$36,508	\$40,980	\$45,397	\$4,417	\$45,117	\$49,965	\$4,848
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$789	\$732	\$1,008	\$276	\$1,100	\$1,100	\$0
SOFTWARE MAINTENANCE	\$9,576	\$10,236	\$9,775	(\$461)	\$10,236	\$9,775	(\$461)
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,365	\$10,968	\$10,783	(\$185)	\$11,336	\$10,875	(\$461)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,386	\$1,075	\$1,417	\$342	\$1,430	\$1,430	\$0
OFFICE SUPPLIES	\$6,144	\$7,606	\$5,569	(\$2,037)	\$8,000	\$6,075	(\$1,925)
POSTAGE & MAILING SERVICE	\$6,523	\$7,791	\$14,597	\$6,807	\$8,200	\$15,924	\$7,724
BOARD EXPENSES	\$2,165	\$1,271	\$1,550	\$279	\$2,066	\$2,066	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$346	\$568	\$275	(\$293)	\$600	\$300	(\$300)
UNCOLLECTIBLE PLEDGES	\$34,869	\$43,914	\$31,031	(\$12,883)	\$45,454	\$33,852	(\$11,602)
BOND CAMPAIGN SUPPORT-DIRECT EXPENSE	\$190,000	\$0	\$0	\$0	\$0	\$0	\$0
COLLEGE SUPPORT	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0
MILEAGE & PARKING	\$90	\$163	\$454	\$291	\$495	\$495	\$0
INTERNET SERVICE	\$934	\$964	\$818	(\$146)	\$1,051	\$892	(\$159)
IT HOSTING SERVICE	\$4,002	\$4,002	\$3,669	(\$334)	\$4,002	\$4,002	\$0
BANK CHARGES	\$5,505	\$5,668	\$6,321	\$653	\$6,500	\$6,896	\$396
INVESTMENT FEES	\$0	\$49	\$0	(\$49)	\$49	\$0	(\$49)
DIRECTOR/OFFICER LIABILITY INS	\$4,251	\$3,384	\$3,762	\$378	\$4,414	\$4,104	(\$310)
LIABILITY AND PROPERTY INSURANCE	\$3,542	\$3,324	\$4,253	\$930	\$3,985	\$4,640	\$655
TOTAL OTHER EXPENSES	\$278,539	\$62,036	\$50,583	(\$11,453)	\$66,550	\$55,181	(\$11,369)
IN KIND EXPENSE - RENT	\$14,982	\$14,982	\$14,982	\$0	\$16,344	\$16,344	\$0
TOTAL EXPENSES	\$1,057,172	\$850,093	\$873,831	\$23,738	\$933,190	\$960,269	\$27,079
NET SURPLUS/(DEFICIT)	(\$177,903)	\$13,705	(\$45,173)	\$58,878	\$57,268	\$0	\$57,268

CABRILLO COLLEGE FOUNDATION
June 30, 2017 Pre-Audit Condensed Narrative
Updated June 30, 2017

(1) Balance Sheet

- **Total Assets:**
Total assets of \$31.6M are \$2.1M over prior year due to positive investment results, receipt of pledge payments and higher contributed income.
- **Receivables:**
Total pledges receivable are \$848K less than prior year. The Cabrillo College Foundation has five multi-year pledges that were completed in the 2016-17 fiscal year. Pledges receivable will continue to decline until new pledges or bequests are received.
- **Liabilities:**
Liabilities of \$1.9M are consistent with prior year.
- **Net Assets:**
Total net assets of \$29.7M are \$2.3M over prior year.

(2) Income Statement

- **Revenue:**
Earned income as of June 30, 2017 is \$3.7M compared to the prior year balance of \$279K. Contributed income of \$2.4M is \$1.8M under prior year contributions primarily due to the \$1.3M bequest received from the estate of Leonard "Rod" Lundquist.
- **Surplus/Deficit:**
As of June 30, 2017, the Cabrillo College Foundation has a \$2.2M surplus over the prior year \$1.1M surplus due to a much better investment return in 16-17.

(3) Operational Budget to Actual

- **Revenue:**
Operating revenue of \$1.0M is \$72K favorable vs budget.
- **Expenses:**
Operating expenses of \$937K are \$23K favorable vs projection.
- **Surplus/Deficit:**
The operating fund surplus is \$95,766 prior to audit. This number will change when the annual adjustments for the CalPERS liability and the Retiree Medical Insurance liability are calculated during the course of the audit. Any surplus will be used to fulfill the goal of having 6 months of operating reserve. We have approximately 67% of our operating reserve goal).

(4) Investment Report

- Our return on investments for the UBS Long-Term Pool fiscal year to date as of June 30, 2017 (12 months) is as follows:

Actual Return: 15.17%
Benchmark Return: 15.24%
Difference: - 0.07%
- Our return on investments for the UBS ESG Long-Term Pool fiscal year to date as of June 30, 2017 (12 months) is as follows:

Actual Return: 9.99%
Benchmark Return: 9.78%
Difference: 0.21%

(5) Fundraising Report

- Total fundraising for 2016-17 was \$2,387,968 in outright gifts and \$800,000 in unbooked planned gifts, for a total of \$3,187,968. There were over 3,000 donors.
- Scholarships: Raised \$914,642 for scholarships this year, which includes \$417,938 in endowed scholarships.
- College Programs: 89 departments and programs were supported through the Foundation. Programs such as Athletics, the Stroke Center, Cabrillo Stage, Nursing, and our Foster Youth program received \$40,000-\$200,000 in support this year.
- Planned Giving: We added \$800,000 in unbooked planned gifts, secured a new gift annuity, and became named as a life insurance beneficiary.

Cabrillo College Foundation
Balance Sheet as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$35,732	\$137,038	\$4,863	\$177,632	\$339,724
BAY FEDERAL	\$6,156	\$0	\$1,290	\$7,445	\$7,444
SANTA CRUZ COUNTY BANK	\$10,547	\$196,364	\$0	\$206,911	\$206,483
CALVERT	\$0	\$0	\$0	\$0	\$13,231
UBS	\$658,027	\$2,549,499	\$0	\$3,207,526	\$3,158,891
BAY FEDERAL CREDIT UNION	\$22,592	\$150,000	\$0	\$172,592	\$172,161
LIGHTHOUSE BANK	\$16,694	\$233,000	\$0	\$249,694	\$250,142
UBS GATES	\$15,249	\$51,945	\$0	\$67,195	\$67,128
SUBTOTAL CASH	\$764,997	\$3,317,846	\$6,152	\$4,088,995	\$4,215,205
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,658
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,002
UBS	\$93,347	\$2,000	\$24,857,063	\$24,952,409	\$20,398,689
UBS TITLE V	\$14,854	\$0	\$1,071,686	\$1,086,539	\$955,515
UBS TITLE III	\$2,524	\$0	\$174,580	\$177,104	\$161,974
UBS ESG	\$2,256	\$0	\$610,479	\$612,735	\$568,969
SUBTOTAL INVESTMENTS	\$112,980	\$2,000	\$26,713,807	\$26,828,788	\$22,128,806
TOTAL CASH AND INVESTMENTS	\$877,977	\$3,319,846	\$26,719,960	\$30,917,783	\$26,344,011
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$10,725	\$0	\$0	\$10,725	\$20,900
PLEDGES - ANNUAL FUND	\$43,770	\$0	\$0	\$43,770	\$47,517
PLEDGES - RESTRICTED	\$0	\$142,075	\$229,474	\$371,549	\$1,206,986
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$15,372)	\$0	\$0	(\$15,372)	(\$16,632)
SUBTOTAL PLEDGES	\$39,123	\$142,075	\$229,474	\$410,672	\$1,258,771
ACCOUNTS RECEIVABLE					

Cabrillo College Foundation
Balance Sheet as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
ACCOUNTS RECEIVABLE	\$250	\$36,665	\$23,677	\$60,592	\$74,761
TOTAL ACCOUNTS RECEIVABLE	\$250	\$36,665	\$23,677	\$60,592	\$74,761
OTHER RECEIVABLES					
NOTES RECEIVABLE	\$10,925	\$0	\$0	\$10,925	\$0
ACCRUED INTEREST RECEIVABLE	\$330	\$0	\$0	\$330	\$0
SPLIT INTEREST AGREEMENTS	\$38,773	\$85,707	\$13,139	\$137,619	\$1,762,742
SUBTOTAL OTHER RECEIVABLES	\$50,028	\$85,707	\$13,139	\$148,874	\$1,762,742
TOTAL RECEIVABLES	\$89,401	\$264,448	\$266,290	\$620,138	\$3,096,274
FIXED ASSETS					
OFFICE EQUIPMENT	\$70,092	\$0	\$0	\$70,092	\$70,092
ACCUMULATED DEPRECIATION	(\$70,092)	\$0	\$0	(\$70,092)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$0	\$0	\$0	\$0	\$0
PREPAID EXPENSES	\$6,675	\$0	\$0	\$6,675	\$5,661
PREPAID RETIREMENT EXPENSE	\$25,238	\$0	\$0	\$25,238	\$31,548
TOTAL ASSETS	\$999,290	\$3,584,294	\$26,986,249	\$31,569,833	\$29,477,494

Cabrillo College Foundation
Balance Sheet as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$9,430	\$241,525	\$64,603	\$315,558	\$327,406
SCHOLARSHIPS PAYABLE	\$0	\$301,584	\$334,995	\$636,579	\$738,212
ACCRUED PTO	\$34,932	\$0	\$0	\$34,932	\$41,905
SECTION 125 WITHHOLDINGS	\$85	\$0	\$0	\$85	\$75
ACCRUED RETIREE MEDICAL BENEFITS	\$54,850	\$0	\$0	\$54,850	\$54,850
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$99,297	\$543,109	\$399,598	\$1,042,003	\$1,162,448
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$31,997	\$498,176	\$530,173	\$538,699
ENDOWED SCHOLARSHIPS	\$0	\$0	\$0	\$0	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$114,252	\$0	\$114,252	\$128,351
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$146,249	\$498,176	\$644,425	\$668,585
FACULTY, WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$1,000	\$1,000	\$2
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$1,000	\$1,000	\$2
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$247,461	\$0	\$0	\$247,461	\$247,461
DEFERRED REVENUE - PERS	\$65,392	\$0	\$0	\$65,392	\$65,392
DEFERRED OUTFLOWS - FY PERS EXPENSE	(\$45,176)	\$0	\$0	(\$45,176)	(\$45,176)
DEFERRED OUTFLOWS - PENSION INVESTMENTS	(\$42,938)	\$0	\$0	(\$42,938)	(\$42,938)
SUBTOTAL OTHER LIABILITIES	\$224,739	\$0	\$0	\$224,739	\$224,739
TOTAL LIABILITIES	\$324,036	\$689,358	\$898,774	\$1,912,167	\$2,055,774
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$228,839	\$0	\$0	\$228,839	\$228,839
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$41,337	\$0	\$0	\$41,337	\$41,337

Cabrillo College Foundation
Balance Sheet as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
UNDESIGNATED	\$95,776	\$0	\$0	\$95,776	\$0
SUBTOTAL OPERATING NET ASSETS	\$675,255	\$0	\$0	\$675,255	\$579,479
NET ASSETS - OTHER	\$0	\$2,894,936	\$0	\$2,894,936	\$3,517,732
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,087,475	\$26,087,475	\$23,324,510
TOTAL NET ASSETS	\$675,255	\$2,894,936	\$26,087,475	\$29,657,666	\$27,421,720
TOTAL LIABILITIES AND NET ASSETS	\$999,290	\$3,584,294	\$26,986,249	\$31,569,833	\$29,477,494
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$579,479	\$3,517,732	\$23,324,510	\$27,421,720	\$26,367,665
NET SURPLUS/(DEFICIT)	\$95,776	(\$622,796)	\$2,762,966	\$2,235,946	\$1,054,055
ENDING NET ASSETS	\$675,255	\$2,894,936	\$26,087,475	\$29,657,666	\$27,421,720

Cabrillo College Foundation
Income Statement by Fund as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$26,427	\$123	\$542,380	\$568,930	\$549,711
UNREALIZED GAIN/LOSS ON SECURITIES	(\$14,947)	\$198	\$1,833,406	\$1,818,657	(\$1,000,530)
REALIZED GAINS/LOSSES	\$4,378	(\$71)	\$774,079	\$778,386	\$234,092
CHANGE IN VALUE OF SPLIT INTEREST AGREEMENT	(\$395)	\$0	(\$223)	(\$617)	(\$13,079)
FEE INCOME	\$115,543	\$0	\$0	\$115,543	\$185,464
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$0	\$0	\$14,030	\$14,232
ENDOWMENT MANAGEMENT FEE	\$369,364	\$0	\$0	\$369,364	\$308,975
TOTAL EARNED INCOME	\$514,400	\$250	\$3,149,641	\$3,664,292	\$278,867
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$1,285,439	\$610,190	\$1,895,629	\$3,585,285
ANNUAL FUND	\$104,637	\$0	\$0	\$104,637	\$115,389
PRESIDENT'S CIRCLE GIFTS	\$341,770	\$0	\$0	\$341,770	\$318,639
UNRESTRICTED GIFTS	\$55,737	\$0	\$0	\$55,737	\$80,148
INTERFUND CONTRIBUTIONS	(\$283)	(\$25,409)	\$25,691	\$0	\$0
IN KIND REVENUE	\$0	\$33,469	\$0	\$33,469	\$107,507
IN KIND REVENUE-RENT	\$16,344	\$0	\$0	\$16,344	\$16,344
TOTAL CONTRIBUTED INCOME	\$518,205	\$1,293,500	\$635,881	\$2,447,587	\$4,223,312
TOTAL REVENUE	\$1,032,605	\$1,293,750	\$3,785,523	\$6,111,878	\$4,502,178
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$486,024	\$9,221	\$0	\$495,244	\$521,196
TOTAL SALARIES & WAGES	\$486,024	\$9,221	\$0	\$495,244	\$521,196
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$233,284	\$1,256	\$0	\$234,540	\$146,012
TOTAL PAYROLL TAXES, BENEFITS	\$233,284	\$1,256	\$0	\$234,540	\$146,012
ADVERTISING	\$787	\$0	\$0	\$787	\$599
PRINTING	\$18,199	\$0	\$0	\$18,199	\$13,105
PHOTOS	\$2,403	\$0	\$0	\$2,403	\$2,600

Cabrillo College Foundation
Income Statement by Fund as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
CONSULTANTS	\$35,399	\$0	\$0	\$35,399	\$28,798
FOOD	\$372	\$0	\$0	\$372	\$522
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$46,197	\$0	\$0	\$46,197	\$45,375
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$732	\$0	\$0	\$732	\$1,020
SOFTWARE MAINTENANCE	\$10,236	\$0	\$0	\$10,236	\$9,576
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,968	\$0	\$0	\$10,968	\$10,596
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$2,225	\$0	\$0	\$2,225	\$1,386
OFFICE SUPPLIES	\$8,107	\$0	\$0	\$8,107	\$7,111
POSTAGE & MAILING SERVICE	\$8,910	\$0	\$0	\$8,910	\$7,821
BOARD EXPENSES	\$1,271	\$0	\$0	\$1,271	\$2,165
OTHER EXPENSES					
MISCELLANEOUS	\$581	\$0	\$0	\$581	\$359
UNCOLLECTIBLE PLEDGES	\$42,937	\$1,655	\$836	\$45,428	\$36,145
BOND CAMPAIGN SUPPORT-DIRECT EXPENSES	\$0	\$0	\$0	\$0	\$193,089
COLLEGE SUPPORT	\$0	\$0	\$0	\$0	\$35,000
MILEAGE & PARKING	\$227	\$0	\$0	\$227	\$90
INTERNET SERVICE	\$1,052	\$0	\$0	\$1,052	\$1,021
IT HOSTING SERVICE	\$4,002	\$0	\$0	\$4,002	\$4,002
BANK CHARGES	\$8,428	\$0	\$0	\$8,428	\$5,750
INVESTMENT FEES	\$49	\$0	\$139,148	\$139,197	\$138,350
MANAGEMENT FEES	\$0	\$0	\$369,364	\$369,364	\$308,975
DIRECTOR/OFFICER LIABILITY INS	\$4,413	\$0	\$0	\$4,413	\$4,623
LIABILITY AND PROPERTY INSURANCE	\$4,651	\$0	\$0	\$4,651	\$3,879
TOTAL OTHER EXPENSES	\$66,340	\$1,655	\$509,348	\$577,343	\$731,282
IN KIND EXPENSE	\$0	\$33,469	\$0	\$33,469	\$107,507
IN KIND EXPENSE - RENT	\$16,344	\$0	\$0	\$16,344	\$16,344
PROJECT EXPENSES	\$0	\$1,446,100	\$0	\$1,446,100	\$748,274
CAF EXPENSES	\$0	\$0	\$97,431	\$97,431	\$137,083
SCHOLARSHIPS	\$0	\$424,846	\$415,778	\$840,624	\$920,345

Cabrillo College Foundation
Income Statement by Fund as of June 30, 2017
 With Comparative Totals as of June 30, 2016

	Operating 6/30/17 A	Nonendowed 6/30/17 B	Endowed 6/30/17 C	Total 6/30/17 D	Total 6/30/16 E
TOTAL EXPENSES	<u>\$936,829</u>	<u>\$1,916,546</u>	<u>\$1,022,557</u>	<u>\$3,875,933</u>	<u>\$3,448,123</u>
NET SURPLUS/(DEFICIT)	<u>\$95,776</u>	<u>(\$622,796)</u>	<u>\$2,762,966</u>	<u>\$2,235,946</u>	<u>\$1,054,055</u>

Cabrillo College Foundation
Income Statement - Operating Budget as of 6/30/17
 With Comparative Totals as of 6/30/16

	15-16 Actual 12 Months A	16-17 Actual 12 Months B	16-17 Budget 12 Months C	16-17 Actual To 16-17 Budget D
REVENUE				
EARNED INCOME				
INTEREST AND DIVIDENDS	\$13,838	\$26,427	\$13,500	\$12,927
UNREALIZED GAIN/LOSS ON SECURITIES	(\$27,829)	(\$14,947)	\$0	(\$14,947)
REALIZED GAINS/LOSSES	\$25,726	\$4,378	\$0	\$4,378
CHANGE IN VALUE OF SPLIT INTEREST AGREEMENT	(\$1,808)	(\$395)	\$0	(\$395)
FEE INCOME	\$185,464	\$115,543	\$156,044	(\$40,501)
OPERATIONAL ENDOWMENT PAYOUT	\$14,232	\$14,030	\$14,232	(\$202)
ENDOWMENT MANAGEMENT FEE	\$308,975	\$369,364	\$339,325	\$30,039
TOTAL EARNED INCOME	\$518,598	\$514,400	\$523,101	(\$8,701)
CONTRIBUTED INCOME				
ANNUAL FUND	\$115,389	\$104,637	\$93,281	\$11,356
PRESIDENT'S CIRCLE GIFTS	\$318,639	\$341,770	\$318,000	\$23,770
UNRESTRICTED GIFTS	\$80,148	\$55,737	\$9,543	\$46,194
INTERFUND CONTRIBUTIONS	\$69	(\$283)	\$0	(\$283)
IN KIND REVENUE-RENT	\$16,344	\$16,344	\$16,344	\$0
TOTAL CONTRIBUTED INCOME	\$530,588	\$518,205	\$437,168	\$81,037
TOTAL REVENUE	\$1,049,186	\$1,032,605	\$960,269	\$72,336
EXPENSES				
SALARIES & WAGES				
SALARIES & WAGES	\$512,692	\$486,024	\$524,147	\$38,123
TOTAL SALARIES & WAGES	\$512,692	\$486,024	\$524,147	\$38,123
PAYROLL TAXES, BENEFITS				
PAYROLL TAXES, BENEFITS	\$145,014	\$233,284	\$226,437	(\$6,847)
TOTAL PAYROLL TAXES, BENEFITS	\$145,014	\$233,284	\$226,437	(\$6,847)
ADVERTISING	\$599	\$787	\$1,750	\$963
PRINTING	\$13,105	\$18,199	\$20,600	\$2,401
PHOTOS	\$2,600	\$2,403	\$3,400	\$997
CONSULTANTS	\$28,798	\$35,399	\$25,775	(\$9,624)

Cabrillo College Foundation
Income Statement - Operating Budget as of 6/30/17
 With Comparative Totals as of 6/30/16

	15-16 Actual 12 Months A	16-17 Actual 12 Months B	16-17 Budget 12 Months C	16-17 Actual To 16-17 Budget D
FOOD	\$522	\$372	\$300	(\$72)
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$45,375	\$46,197	\$49,965	\$3,768
OFFICE EQUIP & MAINTENANCE				
OFFICE EQUIPMENT	\$1,020	\$732	\$1,100	\$368
SOFTWARE MAINTENANCE	\$9,576	\$10,236	\$9,775	(\$461)
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,596	\$10,968	\$10,875	(\$93)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,386	\$2,225	\$1,430	(\$795)
OFFICE SUPPLIES	\$7,111	\$8,107	\$6,075	(\$2,032)
POSTAGE & MAILING SERVICE	\$7,821	\$8,910	\$15,924	\$7,014
BOARD EXPENSES	\$2,165	\$1,271	\$2,066	\$795
OTHER EXPENSES				
MISCELLANEOUS	\$359	\$581	\$300	(\$281)
UNCOLLECTIBLE PLEDGES	\$34,742	\$42,937	\$33,852	(\$9,085)
BOND CAMPAIGN SUPPORT-DIRECT EXPENSE	\$193,089	\$0	\$0	\$0
COLLEGE SUPPORT	\$35,000	\$0	\$0	\$0
MILEAGE & PARKING	\$90	\$227	\$495	\$268
INTERNET SERVICE	\$1,021	\$1,052	\$892	(\$160)
IT HOSTING SERVICE	\$4,002	\$4,002	\$4,002	\$0
BANK CHARGES	\$5,750	\$8,428	\$6,896	(\$1,532)
INVESTMENT FEES	\$0	\$49	\$0	(\$49)
DIRECTOR/OFFICER LIABILITY INS	\$4,623	\$4,413	\$4,104	(\$309)
LIABILITY AND PROPERTY INSURANCE	\$3,879	\$4,651	\$4,640	(\$11)
TOTAL OTHER EXPENSES	\$282,554	\$66,340	\$55,181	(\$11,159)
IN KIND EXPENSE - RENT	\$16,344	\$16,344	\$16,344	\$0
TOTAL EXPENSES	\$1,076,683	\$936,829	\$960,269	\$23,440
NET SURPLUS/(DEFICIT)	(\$27,496)	\$95,776	\$0	\$95,776



Foundation

MEMORANDUM

Officers

President
Leola Lapidés

Vice President
William Ow

Secretary
Owen Brown

Chief Financial Officer
Alan Aman

Past President
Stephen Snodgrass

Community Representatives

Claire Biancalana

Carrie Birkhofer

Linda Burroughs

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Kate Terrell

College Trustee Representatives

Rachael Spencer

Gary Reece

Donna Ziel

College Staff Representatives

Laurel Jones

President

Victoria Lewis
VP Administrative Services

Kathleen Welch
VP Instruction

Suzanne Gochis
VP Student Services

Enrique Buelna
Faculty Representative

Executive Director
Eileen Hill

Date: August 22, 2017

To: Executive Committee

From: Leola Lapidés, President

Subject: Approve New Checking Account Signer

Background

The signature authority for the Cabrillo College Foundation Wells Fargo Bank account is:

1. Eileen Hill, Cabrillo College Foundation Executive Director
2. Laurel Jones, Cabrillo College President
3. Victoria Lewis, Vice President of Administrative Services
4. Kathleen Welch Vice President of Instruction

As the Cabrillo College Vice President of Student Services, newly hired Suzanne Gochis will be an authorized signer for the Cabrillo College Foundation Wells Fargo Bank account.

RECOMMENDED MOTIONS:

Approve adding Suzanne Gochis as an authorized signer on the Cabrillo College Foundation Wells Fargo Bank checking account effective August 30, 2017.

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www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will



6500 Soquel Dr. Aptos, CA 95003

Cabrillo Advancement Program Overview

The Cabrillo Advancement Program (CAP) is a scholarship and support program designed to increase the academic success of high risk, low income students and to support their preparation for attending college. Sponsored by Cabrillo College and the Cabrillo College Foundation, the CAP program provides academic support and awards college scholarships to sixth graders from local Santa Cruz County schools.

CAP began in 1991 and has grown to include 350 participants in 12 schools throughout Santa Cruz County. CAP scholars are selected through a competitive process open to students who qualify for free or reduced lunches under Federal guidelines, show academic potential, and have a good school attendance record. As a part of the application process, students are required to write a personal essay describing their goals and interests. Beginning with the first year of middle school and continuing through high school, CAP students and their parents are offered comprehensive college preparation information and services. Students receive after-school tutoring and participate in counseling and extra-curricular activities that sustain their commitment to preparing for college. Students who complete CAP receive \$2,000 in scholarships upon high school graduation for their first and second year at Cabrillo.

Request

The CAP Committee has asked the Executive Committee to consider awarding CAP students who enroll full-time directly to a four year college their \$1,000 scholarship.

Funding

In addition to on-going fundraising that is conducted each year for the CAP Program, the following endowment funds provide sustainable funding:

CAP Program Endowment

Historical Gift Value \$2,327, 671

Estimated Annual Payout \$93,106

CAP Scholarship Endowment (multiple endowments to support CAP Scholarships)

Historical Gift Value \$1,113,998

Estimated Annual Payout \$44,559

CAP Second Year Scholarship Endowment

Historical Gift Value \$400,000

Estimated Annual Payout \$16,000

Challenge

CAP has shown amazing success in high school graduation and college-going rates compared to similar populations. Based on self-reported data we have received from the 2017 graduating class, 85% CAP high school seniors will be graduating and going to college (either Cabrillo College or directly to a four-year university), exceeding the college-going benchmark of 49% by 36%. CAP is proud to have achieved a 36% college-going rate increase compared to the benchmark. The comprehensive college preparation, tutoring, mentoring, counseling, and extra-curricular activities these low-income CAP students receive are preparing students for college. Most of these students are the first in their families to attend college, and often their younger siblings follow in their footsteps.

An average of 13 students each year indicate they will be going directly to a four year college. CAP Scholarship have been structured to be awarded to students who enroll full-time at Cabrillo College following their senior year in high school. Students who go directly to a four year school do not receive their scholarship award.

CAP Student Self-Reported Data Obtained May of Senior Year

	Enrolled in College Fall 2017	Enrolled in College Fall 2016	Enrolled in College Fall 2015	Enrolled in College Fall 2014	5 Year Average
Anticipate enrolling at Cabrillo	38	35	30	31	30
Anticipate enrolling at 4-Year	8	10	16	15	13
First Year Scholarships Awarded		29	17	20	23
Second Year Scholarships Awarded			12	18	12

Based on the five year average of first year scholarships awarded, there is \$21,000 in scholarship funding that is rolled over to the following year. Based on the five year average of second year scholarships awarded, there is \$4,000 in scholarship funding that is rolled over to the following year.



CONFLICT OF INTEREST POLICY AND FORM

The Cabrillo College Foundation provides the following policy to insure that any financial decision made by directors, officers of the Foundation, or employees is made free of favoritism or conflict of interest and is based entirely on merit:

1. Every director of the Foundation and every non-director who is an officer of the Foundation, or employee ("director, officer, or employee") shall complete a Conflict of Interest Statement in the form attached and submit to the board of the Foundation promptly as soon as the director, officer, or employee takes on such position and annually thereafter by the first quarterly board meeting.
2. Notwithstanding the completion of the annual Conflict of Interest Statement, whenever a director, officer, or employee (or his or her family member or business associate, as defined in paragraph 3) contemplates entering into a business or financial relationship with the Foundation, such director, officer, or employee will
 - a. disclose the possible relationship and the material facts involved in it to the board of directors of the Foundation,
 - b. answer any questions from other board members or staff about the potential relationship, but otherwise not participate in discussion,
 - c. leave the room to allow the board to complete its discussion and vote, and
 - d. be ineligible to vote on the matter.
3. Approval of the transaction shall require the affirmative vote of a majority of the directors then in office (not counting the vote of the conflicted director), and such directors must, prior to voting, have knowledge of the material facts concerning the transaction and the conflicted director's interest in it. A conflicted director may be counted toward the quorum for a meeting of the board.
4. For purposes of this policy, family members consist of the spouse, dependent children, and any relative living in the household of the director, officer, or employee; and business associates consist of any partner of a partnership or co-owner of a privately held business, whether corporation or sole proprietorship or other form, of which the director, officer, or employee, (or his or her family member) is also a partner or co-owner.
5. As required by Section 5233 of the California Corporations Code, the Foundation shall not enter into a business or financial relationship as described in paragraph 2 unless the board first determines that
 - a. the transaction is for the Foundation's own benefit,

- b. the transaction is fair and reasonable to the Foundation at the time the Foundation enters into it,
 - c. the board considered and in good faith determined after reasonable investigation under the circumstances that the Foundation could not have obtained a more advantageous arrangement with reasonable effort under the circumstances.
- 6. Family members and business associates of a director, officer, or employee may be unpaid volunteers for the Foundation but may not be employees of the Foundation or otherwise paid work done for the Foundation without compliance with paragraphs 2 and 4.
- 7. A director who occupies the position of unpaid director, officer, trustee, or other unpaid position of another charitable corporation or organization or of a governmental entity will not be deemed, because of such position, to have a conflict of interest with respect to transactions between the Foundation and such other corporation, entity, or organization. However, any such director shall disclose such relationship at the outset (or as soon thereafter as reasonably possible) of any discussion by the Foundation board of such a transaction and shall, if the Foundation board so requests (by majority vote of the other directors then present and voting), refrain from voting on such transaction.
- 8. The provisions of this resolution shall also apply to matters arising before the Executive, Finance, and Audit committee of the board as well as before the board itself; and in such circumstances, references to the "board" will refer to those committees and the board itself.

Conflict of Interest Statement
Cabrillo College Foundation

I, _____[name] , _____[position with the Foundation], hereby certify that I have read and understand the conflict of interest policy of the Cabrillo College Foundation("Foundation") and that to the best of my knowledge, I have no conflict of interest with respect to the board or any committee of the Foundation, except as follows:

I further agree that should any matter arise in which I have or potentially have a conflict of interest I will, as soon as I become aware of such conflict, declare such conflict to the board and to any applicable committee of the board and shall follow the provisions of the Foundation's conflict of interest policy.

I acknowledge that, as a member of the board of directors of the Foundation or as a non-director officer of the Foundation, or as an employee, I am obligated to act in a manner which I in good faith believe is in the best interests of the Foundation and may not use my position with the Foundation to further my own personal or business interests or the interests of any organization of which I am an officer, director, trustee, or employee, except as specifically allowed by the conflict of interest policy and in accordance with its provisions.

Signature

Date

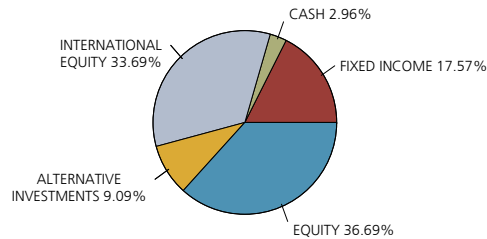
Print name

CABRILLO COLLEGE FOUNDATION - LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2016 THROUGH 6/30/2017

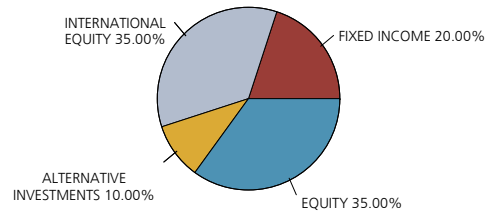


Asset Allocation Analysis

Asset Allocation as of June 30, 2017

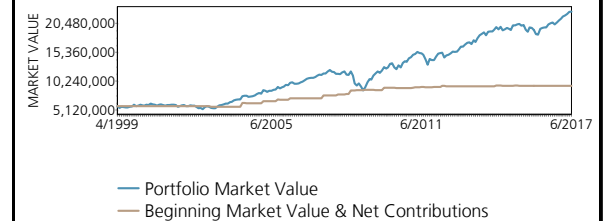


Investment Policy Preferred Target Allocation



Portfolio Growth

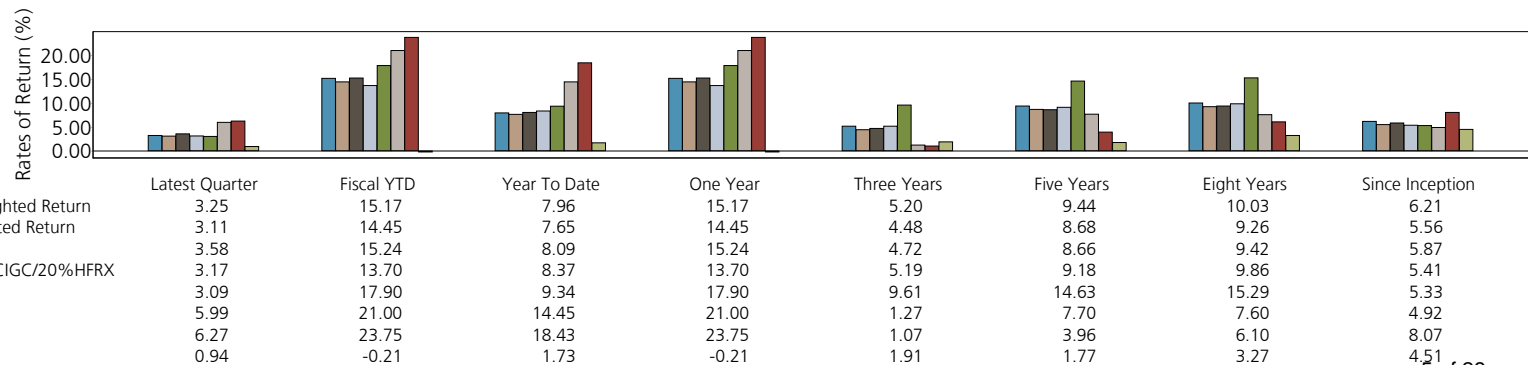
Source of Portfolio Growth
April 30, 1999 Through June 30, 2017



	Dollars		
	Latest Quarter	Since Inception	
Beginning Value	21,881,120	5,808,118	
Net Contribution	-147	3,570,707	
Investment Return	680,724	13,182,872	
Ending Value	22,561,697	22,561,697	

Portfolio Returns

Name	Incept. Date	Current Allocation	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incep	Comparative Index	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incep
TOTAL FUND																			
Parametric R3000	04/26/99	36.7%	2.96	18.35	8.86	18.35	8.84	14.36	15.19	6.01	Russell 3000	3.02	18.51	8.93	18.51	9.10	14.58	15.38	5.82
Breckinridge Intm Fixed	05/31/06	17.6%	0.89	(0.17)	1.71	(0.17)	2.18	2.14	4.47	5.39	Barclays Int Gov/Cr *	0.94	(0.21)	1.73	(0.21)	1.97	1.85	3.38	4.18
Brandes Intl	04/30/99	12.2%	2.52	17.35	7.92	17.35	1.00	9.64	7.35	6.54	MSCI ACWI x US Value	4.33	24.31	11.44	24.31	(0.44)	6.94	6.82	5.50
Hansberger Intl	01/31/05	8.5%	8.77	28.35	19.69	28.35	4.22	9.92	8.99	6.49	MSCI ACWI x US Growth	7.74	17.79	17.68	17.79	2.92	8.42	8.33	6.14
Brandes Global MidCap	12/22/08	0.6%	2.50	22.26	5.79	22.26	7.71	16.84	15.79	18.80	MSCI World Index	4.21	18.86	11.02	18.86	5.83	12.01	11.85	11.98
Accuvest Intl	11/30/11	5.3%	6.60	21.08	16.24	21.08	2.32	6.83	-	5.71	MSCI ACWI x US	5.78	20.44	14.09	20.44	0.80	7.22	7.12	6.75
Intl Small Cap	10/24/16	9.9%	6.71	-	16.36	-	-	-	-	15.11	SP Developed ExUS SC	8.07	21.84	16.48	21.84	4.87	12.17	11.38	16.57
Liquid Alternatives	04/30/13	9.1%	0.13	5.27	2.98	5.27	1.77	-	-	1.63	HFRX Global Hedge	0.88	6.00	2.56	6.00	(0.35)	1.91	1.71	0.85
TOTAL FUND	04/30/99	100.0%	3.25	15.17	7.96	15.17	5.20	9.44	10.03	6.21	Composite Benchmark	3.58	15.24	8.09	15.24	4.72	8.66	9.42	5.87



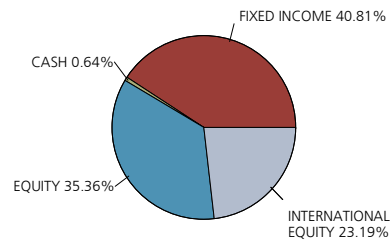
* Strategy was transitioned from Barclays Intermediate Agg on 11/2014.

CABRILLO COLLEGE FOUNDATION - ESG LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2016 THROUGH 6/30/2017

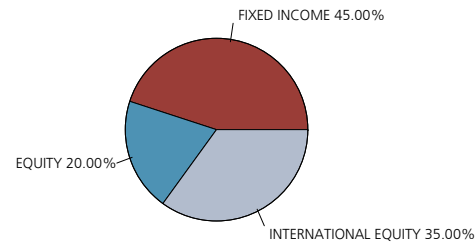


Asset Allocation Analysis

Asset Allocation as of June 30, 2017

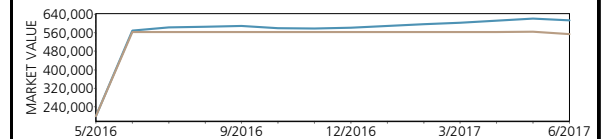


Investment Policy Preferred Target Allocation



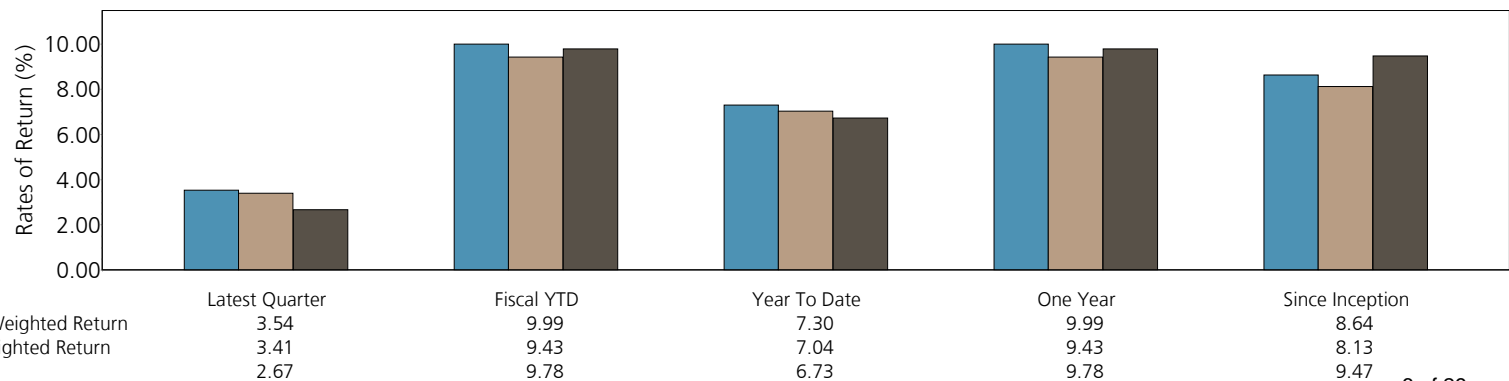
Portfolio Growth

Source of Portfolio Growth
May 18, 2016 Through June 30, 2017



	Dollars	
	Since Inception	Since Inception
Beginning Value	198,742	198,742
Net Contribution	355,294	355,294
Investment Return	58,860	58,860
Ending Value	612,896	612,896

Name	Incept. Date	Current Allocation	Latest Quarter	Portfolio Returns				Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Since Inception
				Fiscal YTD	Year To Date	One Year	Since Inception						
TOTAL FUND													
ESG Trillium Lg Cap Core	05/19/16	20.5%	4.17	18.62	8.13	18.62	14.69	S&P 500 Index	3.09	17.90	9.34	17.90	16.69
ESG Breckinridge Intm Fixed	05/19/16	41.1%	0.96	0.05	1.73	0.05	1.04	BB Int Gov/Cr	0.94	(0.21)	1.73	(0.21)	1.12
ESG Funds	05/18/16	38.4%	6.09	17.60	13.50	17.60	14.46	MSCI ACWI ESG	4.38	17.79	11.14	17.79	15.69
TOTAL FUND	05/18/16	100.0%	3.54	9.99	7.30	9.99	8.64	Composite Benchmark	2.67	9.78	6.73	9.78	9.47

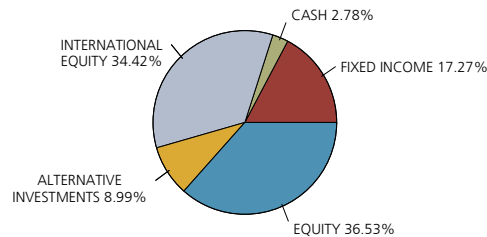


CABRILLO COLLEGE FOUNDATION - LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2017 THROUGH 7/31/2017

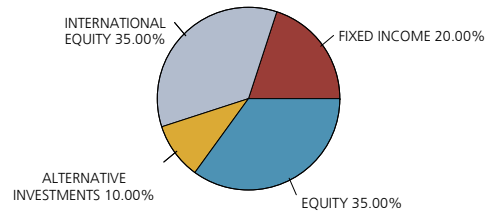


Asset Allocation Analysis

Asset Allocation as of July 31, 2017

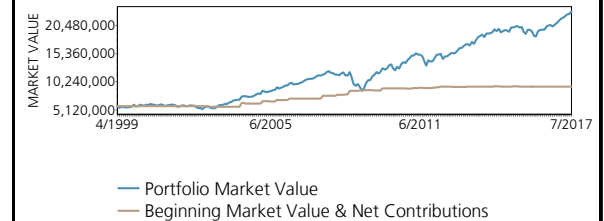


Investment Policy Preferred Target Allocation



Portfolio Growth

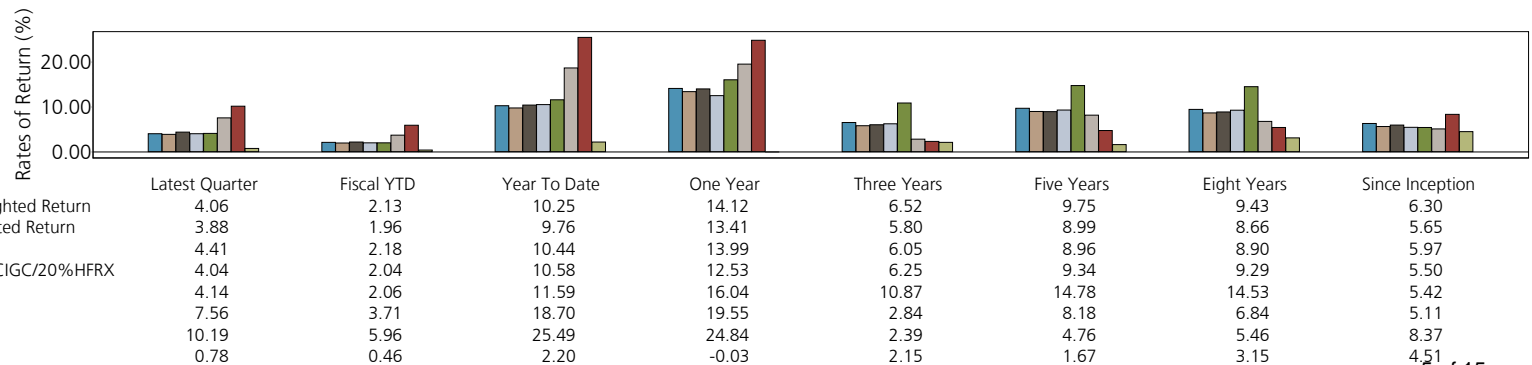
Source of Portfolio Growth
April 30, 1999 Through July 31, 2017



	Dollars	
	Latest Quarter	Since Inception
Beginning Value	22,140,772	5,808,118
Net Contribution	3,088	3,570,707
Investment Return	858,929	13,623,964
Ending Value	23,002,789	23,002,789

Portfolio Returns

Name	Incept. Date	Current Allocation	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incept	Comparative Index	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incept
TOTAL FUND																			
Parametric R3000	04/26/99	36.6%	3.79	1.83	10.85	15.92	10.22	14.56	14.38	6.09	Russell 3000	3.86	1.89	10.99	16.14	10.52	14.79	14.58	5.90
Breckinridge Intm Fixed	05/31/06	17.3%	0.83	0.45	2.16	(0.09)	2.49	1.93	4.29	5.39	Barclays Int Gov/Cr *	0.78	0.46	2.20	(0.03)	2.24	1.75	3.26	4.20
Brandes Intl	04/30/99	12.3%	4.20	2.99	11.15	17.11	2.81	10.32	6.66	6.68	MSCI ACWI x US Value	6.88	3.95	15.85	22.93	1.02	7.55	6.01	5.70
Hansberger Intl	01/31/05	8.8%	11.12	5.54	26.32	28.39	6.59	10.93	8.40	6.90	MSCI ACWI x US Growth	8.27	3.47	21.77	16.28	4.60	8.76	7.62	6.39
Brandes Global MidCap	12/22/08	0.6%	3.01	2.09	8.00	19.39	9.76	17.59	13.96	18.89	MSCI World Index	5.13	2.42	13.71	16.78	7.25	12.26	11.05	12.17
Accuvest Intl	11/30/11	5.3%	7.84	3.29	20.06	19.56	2.97	7.30	-	6.23	MSCI ACWI x US	7.38	3.69	18.30	19.00	2.36	7.70	6.36	7.33
Intl Small Cap	10/24/16	10.0%	6.24	2.81	19.62	-	-	-	-	18.34	SP Developed ExUS SC	8.03	3.36	20.39	18.93	6.96	12.77	10.79	20.48
Liquid Alternatives	04/30/13	9.0%	0.57	0.86	3.87	5.25	2.23	-	-	1.81	HFRX Global Hedge	1.39	0.93	3.51	5.45	0.26	1.99	1.63	1.05
TOTAL FUND	04/30/99	100.0%	4.06	2.13	10.25	14.12	6.52	9.75	9.43	6.30	Composite Benchmark	4.41	2.18	10.44	13.99	6.05	8.96	8.90	5.97



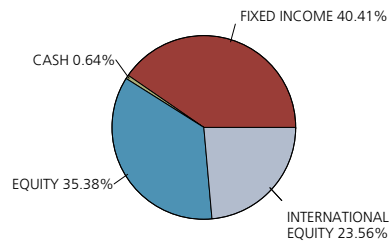
* Strategy was transitioned from Barclays Intermediate Agg on 11/2014.

CABRILLO COLLEGE FOUNDATION - ESG LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2017 THROUGH 7/31/2017

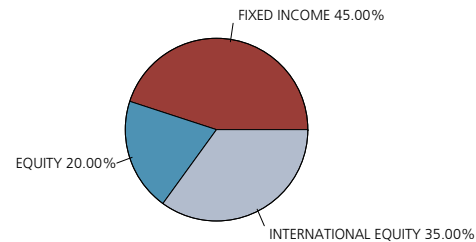


Asset Allocation Analysis

Asset Allocation as of July 31, 2017

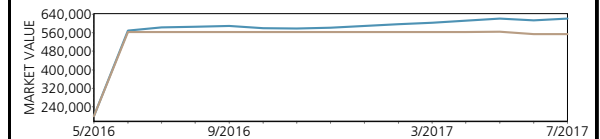


Investment Policy Preferred Target Allocation



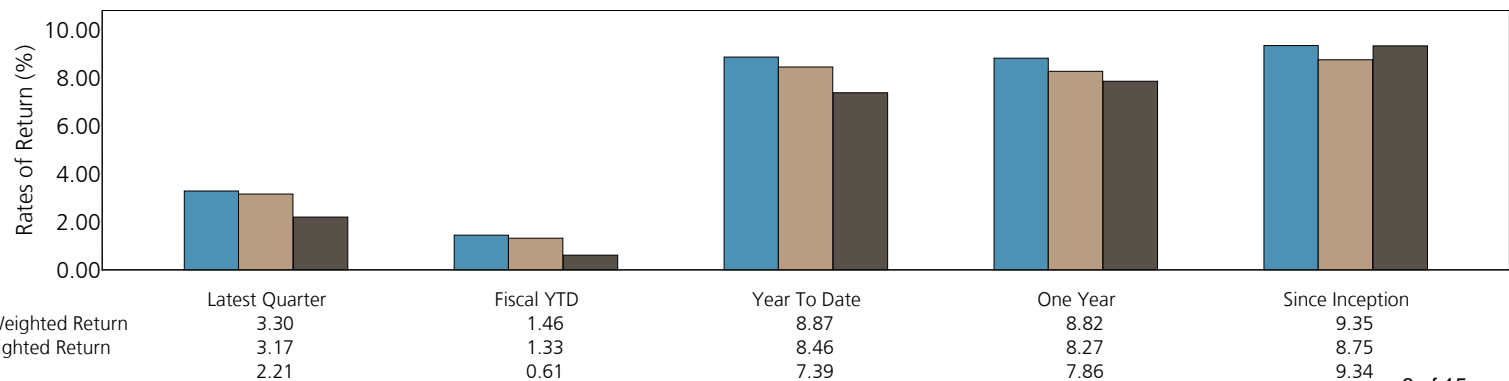
Portfolio Growth

Source of Portfolio Growth
May 18, 2016 Through July 31, 2017

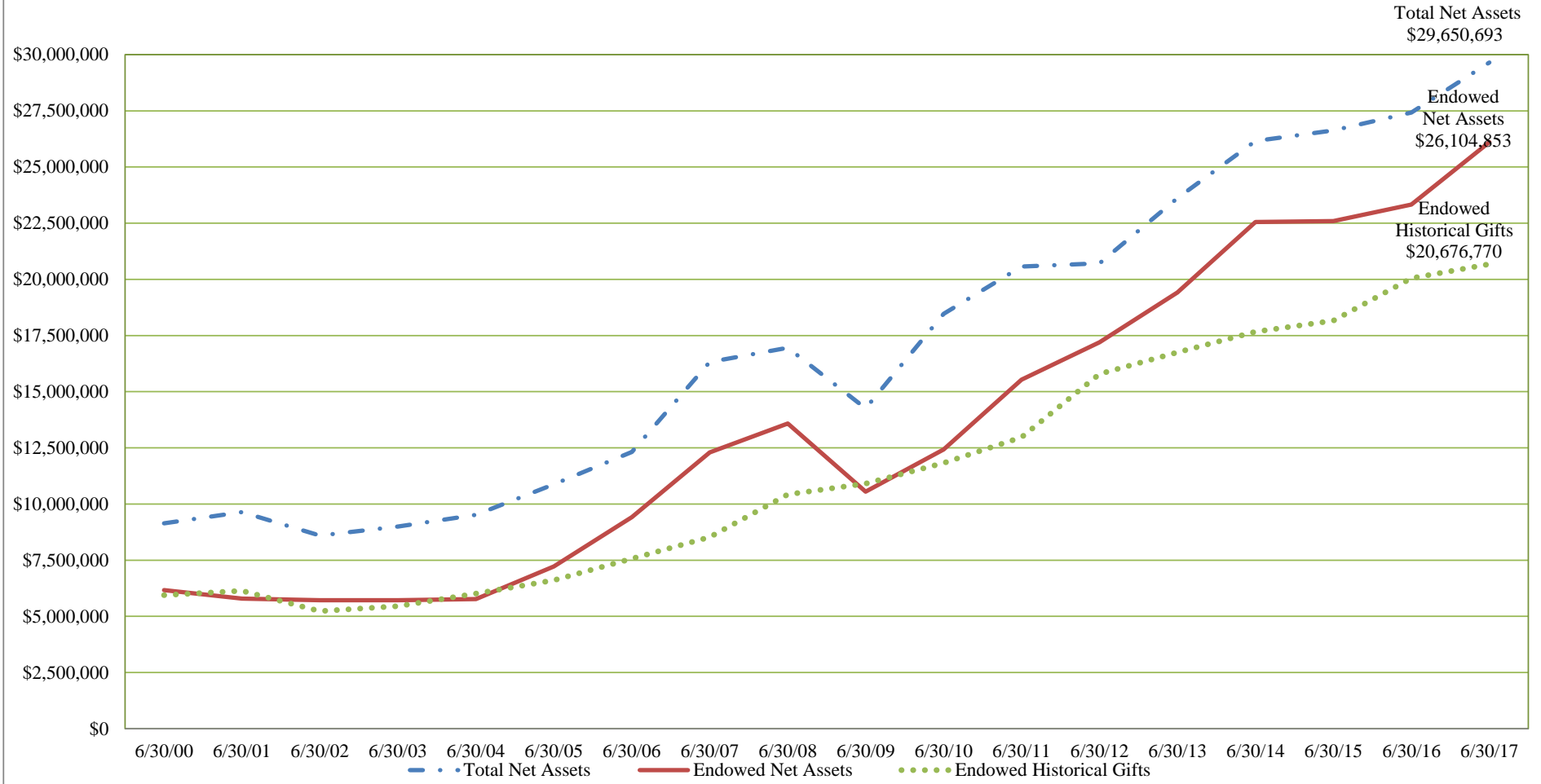


	Dollars	
	Since Inception	Since Inception
Beginning Value	198,742	198,742
Net Contribution	355,294	355,294
Investment Return	67,007	67,007
Ending Value	621,043	621,043

Name	Incept. Date	Current Allocation	Latest Quarter	Portfolio Returns				Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Since Inception
				Fiscal YTD	Year To Date	One Year	Since Inception						
TOTAL FUND													
ESG Trillium Lg Cap Core	05/19/16	20.6%	4.55	1.88	10.17	15.24	15.41	S&P 500 Index	4.14	2.06	11.59	16.04	17.44
ESG Breckinridge Intm Fixed	05/19/16	40.7%	0.85	0.45	2.19	0.11	1.35	BB Int Gov/Cr	0.78	0.46	2.20	(0.03)	1.44
ESG Funds	05/18/16	38.7%	5.31	2.30	16.11	15.77	15.60	MSCI ACWI ESG	-	-	-	-	-
TOTAL FUND	05/18/16	100.0%	3.30	1.46	8.87	8.82	9.35	Composite Benchmark	2.21	0.61	7.39	7.86	9.34



Cabrillo College Foundation
Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts
June 30, 2000 (Actual) to June 30, 2017 (Pre-Audit)



Total Net Assets highest level was \$30,572,308 as of May 31, 2017

Endowed Net Assets highest level was \$26,104,853 as of June 30, 2017

Endowed Historical Gifts highest level was \$20,676,770 as of June 30, 2017

Cabrillo College

Foundation

Officers

President

Leola Lapidés

Vice President

William Ow

Secretary

Owen Brown

Chief Financial Officer

Alan Aman

Past President

Stephen Snodgrass

Community Representatives

Claire Biancalana

Carrie Birkhofer

Linda Burroughs

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Kate Terrell

College Trustee Representatives

Rachael Spencer

Gary Reece

Donna Ziel

College Staff Representatives

Laurel Jones

President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

MEMORANDUM

DATE: August 22, 2017
TO: Executive Committee
FROM: Claire Biancalana
SUBJECT: President's Circle Campaign

2016-17 President's Circle

For 2016-2017 President's Circle raised \$332,008! This is the most ever raised for the President's Circle. A total of 1,041 invitations were mailed to potential donors and committee members made follow-up calls to prospects. We received our first \$15,000 gift to President's Circle, and had two of our \$10,000 donors rejoin. 19 new members also joined the President's Circle, and we maintained a 94% retention rate.

A 2016-17 member list and history report is attached.

2017-18 President's Circle Committee

The President's Circle Kick-off Celebration will be held on Thursday, September 21st. Mahlon Foote and Ceil Cirillo are co-chairs of the 2017-2018 President's Circle Committee. Michele Bassi, Vance Landis-Carey, and Rich and DeAnne Hart will be joining the committee as new members. President's Circle committee members will soon be working to review their prospect lists.

President's Circle Events

President's Holiday Party (\$1,000+ donors)	Dec. 1, 2017
Sandy Lydon Historical Tour (\$1,000+ donors)	Spring 2018
Summer Musical and Reception (\$1,000+ donors)	July 2018
President's Plus Dinner (\$1,500+ donors)	Spring 2018
Winemaker's Dinner at Sesnon House (\$2,500+ donors)	May 2018
Special Event TBD (\$10,000+ donors)	Spring 2018
President's Lunch (\$5,000+ donors)	TBD

6500 Soquel Drive • Aptos • CA • 95003 • 831-479-6338 • foundation@cabrillo.edu
www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will

**CABRILLO COLLEGE FOUNDATION
PRESIDENT'S CIRCLE HISTORY REPORT
Updated 8/16/2017**

	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	
Committee Chair	Ceil Cirillo	Jess Brown & Ted Burke	Ted Burke & Linda Burroughs	Diane Craddock & Linda Burroughs	Diane Craddock & Owen Brown	Claire Biancalana & Owen Brown	Claire Biancalana & Mahlon Foote	
# of Committee Members	35	37	37	36	29	36	33	
# of Annual Members (\$1,000+)	169	176	192	190	189	206	215	
# of Annual Members solicited for the first time through Annual Fund (\$1,000+)	6	3	2	1	1	2	3	
# of New Annual Members (\$1,000+)	23	26	30	20	16	23	19	
# of Rejoining Annual Members (\$1,000+)	146	150	162	170	179	183	193	
% of Rejoining Members	88%	88%	92%	88%	94%	97%	94%	
# of \$15,000+							1	
# of \$10,000+	0	0	0	2	3	3	2	
# of \$5,000-\$9,999	8	8	10	7	7	8	7	
# of \$2,500-\$4,999	17	16	13	13	13	14	15	
# of \$1,500-\$2,499 (Starting 2011-2012)*	n/a	37	38	45	52	54	56	
# of \$1,001-\$1,499 (Prior to 2011-12 included up to \$2,499)	6	3	5	4	2	5		
# of \$1,000 Donations	138	112	126	119	114	127	134	
# of Donors Who Gave < \$1,000	8	8	9	7	8	9	8	
# of Prospects Solicited	1,137	1,168	1,085	1,063	1,011	1,045	1,041	
Donations from Annual Fund	\$7,500	\$3,000	\$3,500	\$1,000	\$1,000	\$1,000	\$3,000	
Operational Budget Goal	\$218,000	\$225,000	\$250,000	\$280,000	\$285,000	\$317,000	\$318,000	
Total Funds Raised	\$225,095	\$250,616	\$271,652	\$282,774	\$311,406	\$318,074	\$332,008	
Percent Increase/ Decrease Over Previous Year	3%	11%	8%	4%	10%	2%	4%	

CABRILLO COLLEGE FOUNDATION
President's Circle Members 2016-2017

Updated 07/07/2017

\$15,000+

Patty Quillin and Reed Hastings

\$10,000+

Esther and Gerry Levandoski
Thomas Sourisseau

\$5,000+

Claire Biancalana and William Kelsay
Brian and Patti Herman
Porter Sesnon Foundation
Elio and Joy Rodoni
Pamela Santacroce
Stephen and Gail Snodgrass
The Richard and Mary Solari Charitable Trust

\$2,500+

Harry and Mary Blanchard
Owen Brown and Mary Akin
Barbara Canfield
John and Judy Eiskamp
Esch Family
Joan Griffiths
Trisha and Brandon Kett
Robert Millslagle
Bill and Karen Moncovich
Ned and Helen Nemacheck
Kelly and Maria Nesheim
Amy Newell
Brian and Michelle Sharpes
Ginny Solari Mazry
Rachel Wedeen

\$1,500+

Kit Anderton
Pegi and Tom Ard
Jim Baker and Nancy Millslagle
Edward and Kathleen Banks
Carrie Birkhofer/Bay Federal Credit
Union
Bright Horizon Fund
Blaine and Connie Brokaw
John and Sydney Brokaw
Jess and Laura Brown
John and Linda Burroughs
Andrew and Marilyn Calciano
Ceil Cirillo

Elizabeth Clifton and David Doolin
Susan Cony
Diane Craddock and David Hogue
Dwayne and Linda Downing
Lee and Emily Duffus
Roberta Dunton
Charles and Sandra Eldridge
James C. Emerson
Duf and Paula Fischer
Mahlon and Joel-Ann Foote
John and Sue Gaulty
Harold and Dorothy Hyde
Kent and Marie Imai

Mary James and George Cook
Erik and Judy Johnson
Judy Jones
Ralph and Julie Kimball
Vance Landis-Carey and Robert
Carey
Leola Lapides and Bob Katz
Linda Larkin and Harold Widom
Thomas Lehrer
Karen and Charles Leigh-Wood
Marilyn Manning Lonergan and
Richard Lonergan

CABRILLO COLLEGE FOUNDATION
President's Circle Members 2016-2017

Updated 07/07/2017

John and Megan Martinelli/S.
 Martinelli & Co.
 Keith and Della McKenzie
 Susan and Joe Mingione
 Gayle and Joseph Ortiz
 Earleen Overend and Wayne Palmer
 William and Erica Ow
 Burton and Cynthia Rees
 Maria Esther and Jose Rodriguez

Phyllis Rosenblum
 Ronald and Cynthia Sekkel
 Shadowbrook and Crow's Nest
 Restaurants
 Greg and Robin Sirakides
 Rachael Spencer and Kevin Rooney
 Gabrielle Stocker
 James Thompson
 Madaline and Mickey Tomlinson

James and Carol Weisenstein
 Evans Whitaker and Deborah
 Bronstein
 Theo Wierdsma and Julie Hamilton
 Wierdsma
 James and Sue Wilson
 W. Todd and Corinne Wipke

\$1,000+

Phillip and Robin Adkins
 Michael and Toby Alexander
 Walter and Janet Alexander
 Alan and Wendy Aman
 Carlos and Jane Arcangeli
 Ann Asche/Locatelli Moving and
 Storage
 Dave Bachan
 Carolyn Baie and Howard Susman
 Chris Baker and Tina Cacace
 Brian and Maryann Barry
 William and Pat Barton
 Michele Bassi/Lighthouse Bank
 Philip and Kathryn Bates
 Susan and Richard Beach
 Nancy Beekman
 Paul and Carol Berman
 F. William Blaisdell
 Bob and Susan Bosso
 Jim Bosso
 Sue Broadston
 Rosemary Brogan and Gary Caballero
 Mindi and Paul Broughton
 Alan and Gweneth Brown
 Priscilla Brown
 George and Elizabeth Bunch
 Thomas Bush and Grace Sanchez
 Charles Canfield and Betty Danner
 Frederick and Kate Chen
 Sara Clarenbach
 Michael and Barbara Clark
 Joanne Clever
 Bill and Cloy Codiga
 Diane and Donald Cooley
 Margaret Cottle
 Richard and Theresa Crocker
 Bud and Martina Cummings
 Wallace Dale
 Daryl Dichek and Kenneth Smith
 Paul Dutra and Holly Liu
 Geoff and Sandy Eisenberg
 Edna Elkins
 Kristin Fabos and Rye Livingston
 Jack Farr
 Michele Finch
 Finkelman Family Foundation, Herb
 Finkelman and Edda Tusinac

Rocky and Judy Franich
 Lesley Franz
 Mary Gaukel and Les Forster
 Susana and John Glina
 Robert Goff and Eleanor Littman
 Ramon and Juana Gomez
 Nancy Gregg
 Ken Haber
 Kimberly Hallinan
 Diane and Conrad Hamako
 Richard and DeAnne Hart
 David and Jacqueline Heald
 Janet Heien
 Ken Helms
 Donald and Diana Henrichsen
 Eileen and Dave Hill
 Joseph and Bette Hirsch
 Russ and Mary Ann Hobbs
 John Hurd and Kate Kelly
 Carolyn Hyatt
 Ron Indra
 Ronald and Linda Israel
 Laurel and Richard Jones
 Ton and Thelma Jue
 Frances and Dean Kashino
 Tom and Nanette Kelsey
 Richard and Diane Klein
 George and Diane Koenig
 Agata Konopka and Flavio Cheng
 Ron Kusel and Carolyn Gong-Guy
 John Laird
 Nancy Lenox
 Norman Lezin
 Lance Linares and Laura Sutherland
 Pamela Lowry and Allen Rozelle
 Michael and Nancy Machado
 Laura Marcus and Johan Rubens
 Allen and Janet Martin
 Joseph and Lila Jean Marvin
 Dominic and Karen Massaro
 Mike and Bertie McElroy
 Mary McMillan
 Paul Meltzer
 Tom and Susana Meuldijk
 Peter and Debbie Nelson
 Susan Nemitz
 George Newell

Linda and Bruce Nicholson
 Harvey and Judy Nickelson
 Ogimachi
 Fane and Corie Opperman
 Julie Packard
 Rock Pfothhauer and Linda Wilshusen
 Peggy and Jay Poindexter
 James and Mary Ellen Poth
 Peter and Rita Prindle
 Muriel Prolo and Jack Samuelson
 Rowland and Pat Rebele
 Kenneth and Barbara Reed
 Randy Repass and Sally-Christine
 Rodgers
 Karl and Lindsey Rice
 Nancy Rice Bradley
 Craig Rowell and Corinda Ray
 Gun Ruder
 Cherri Rupert-Canfield
 Barbara and William Scherer
 Thomas and Brenda Schmida
 Carol and Kirk Schimdt
 Robert Scott
 Mark and Laurie Scurich
 Kathryn Shephard
 Robert and Helen Shepherd
 Melinda and Thomas Silverstein
 Steven and Kristin Smith
 Elaine-Maryse Solari
 Greg and Tangie Solow
 Carol and Stephen Spragens
 Bruce and Barbara Swenson
 Julie Thiebaut
 James and Deborah Thoits
 Efrain Vaca Carlos and
 Fatima Carlos Vaca
 Jerry and Robynn Walters
 Susan and Nels Westman
 Geo. H. Wilson, Inc.
 Dorothy Wise
 Patricia Wolf
 Larry Wolfson and Diane Meyer-
 Wolfson
 Bjorg Yonts

CABRILLO COLLEGE FOUNDATION
President's Circle Members 2016-2017
Updated 07/07/2017

Founding President Robert E. Swenson's Lifetime Supporters*

<i>Cornelia Ackley</i>	Granite Construction	Walter S. Johnson	Porter Sesnon	<i>Phyllis and Alan</i>
<i>Kate Ashcraft</i>	Graniterock	Foundation	Foundation	<i>Simpkins</i>
Jack Baskin and Peggy	Joan and Gerald	<i>Eileen and Max Koppes</i>	Rowland and Pat	Mary and Richard
Downes Baskin	Griffiths	<i>Albert Leoni</i>	Rebele	Solari
Mark and Barbara Beck	<i>Penry and Marie</i>	<i>Jeane and Les Ley</i>	<i>Esther Rice</i>	Rachael Spencer and
<i>Greta Bell</i>	<i>Griffiths</i>	<i>Josie and Bailey Little</i>	<i>Iris and J. Arthur</i>	Kevin Rooney
<i>Neva Bournier</i>	Grove Foundation	Fred and Linda	<i>Rodgers</i>	<i>Robert and Frances</i>
California Wellness	The William and Flora	McPherson	<i>Barbara Samper</i>	<i>Swenson</i>
Foundation	Hewlett Foundation	<i>Louella Mehne</i>	<i>Erica Schilling</i>	Union Bank of
<i>Mary Frances Callantine</i>	Hewlett-Packard	<i>John Morgan</i>	<i>Ben Schneider</i>	California
Diane and Donald	Company	<i>Elice Neubauer</i>	SD Trombetta	James and Karen
Cooley	Harold and Dorothy	George Ow and Gail	Foundation	Watson
Richard and Theresa	Hyde	Michaelis-Ow	<i>Elinor and Keith Shaffer</i>	<i>Alice Weisenberger</i>
Crocker	James Irvine	The David and Lucile	Paul and Pat Shirley	Wells Fargo
Dominican Hospital	Foundation	Packard Foundation	Bill and Brigid	Foundation
<i>Jim and Dolores Graefe</i>		<i>Rena Perlino</i>	Simpkins	

***Donors who gave \$100,000 cumulatively during Robert E. Swenson's life (1918-2007). Deceased donors have been recognized in italics**

Cabrillo College

Foundation

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Leola Lapidés

Vice President

William Ow

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Alan Aman

Past President

Stephen Snodgrass

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Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

MEMORANDUM

DATE: August 22, 2017

TO: Board of Directors

FROM: WES Committee Member, Rachael Spencer

SUBJECT: 2017 Women's Educational Success (WES)

The WES committee, consisting of 26 Best Friends, sent out personalized WES invitations to approximately 1,000 potential donors. The WES Luncheon is scheduled for Friday, September 15, 2017.

As of August 18th, \$40,600 has been received from the appeal and donations are still arriving daily. WES donations made through December 31, 2017 will be included in the 2017 WES Campaign. Also, thanks to a generous grant of \$10,000 from the Sharanam Foundation and the Wedeen Hammer Group at Morgan Stanley, every donation of \$250 or more will be matched!

This year a total of \$68,000 will be given out to students in need at Cabrillo through the WES program—the most WES has ever awarded.

The 2017 WES Co-Chairs are Mary Ann Carson and Carolyn Mecozzi.

6500 Soquel Drive • Aptos • CA • 95003 • 831-479-6338 • foundation@cabrillo.edu
www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will

Cabrillo College

Foundation

MEMORANDUM

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Executive Director
Eileen Hill

DATE: August 22, 2017

TO: Executive Committee

FROM: Owen Brown

SUBJECT: Faculty and Staff Grants

2016-17 Faculty and Staff Grants

Cabrillo College Foundation has three grant programs to support Cabrillo College faculty: Faculty Grants for Student Success, Crocker Endowment Grants, and the Engineering and Applied Science Endowment. Grant recipients are selected through an annual proposal process.

Last year, \$54,556 was awarded to Cabrillo faculty to enhance student learning, and this year, there is \$59,653 available to award to faculty to increase student success. In November, a committee of five Foundation Board Members and five Cabrillo faculty will review proposals and select projects to award. Projects funded last year are listed below.

2016-17 Faculty and Staff Grants

Sarah Albertson, Theatre Arts

20 Acton Stacker Armless chairs for the Acting Studio (\$2,500)

Kim Belliveau, Kinesiology

Mobile Classroom Cart (\$2,423)

Susan Bruckner, Music

Projector, Screen & Document Camera for Classroom (\$900)

Phillip Carr, Public Safety - Criminal Justice CTE

Fingerprint Examiner Certification Level 1 (\$2,616)

Bridgete Clark, Dental Hygiene

Conduction Local Anesthesia Model (\$1,461)

William (skip) Epperson, Theatre Arts,

Black Masking Curtains for the Stage (\$1,650)

Gordon Hammer, Art Photography

Canon DSLR Video Creator Kit Proposal (\$1,875)

Carol Hoffman, Biology

Sandy Beach Monitoring of the Pacific Mole Crab (\$600)
Dawn Nakanishi, Art Studio
Metalsmithing Forge and Related Tools and Equipment (\$2,540)
Dave Osland, Welding
Welding Jackets (\$1,624)
Tasha Sturm, Biology
Safety Ecological Funnels Systems for Chemical Disposal (\$1,053)
Yves Tan, Biology
Incubator (\$3,607)

2016-17 Crocker Endowment Grants

Sarah Albertson, Theatre Arts
Fee for Camera Operator for TA21 Acting, Spring 2017 (\$600)
Bridgete Clark, Dental Hygiene
Dental Hygiene Program Support (\$3,834)
Barbara Johnson, Nursing
Debriefing: a bridge to reflective thinking in simulation (\$800)
David King, Dance
Dance Mat Equipment Replacement (\$1,038)
Leslie Murray, Digital Media
Communication Arts Magazine Subscription (\$53)
Nancy Phillips, Reading/Hub
Polyhedral system support/improvement (\$11,038)
Rose Sellery, Art Gallery
Gallery Light Fixtures (\$418)
Gallery LED Bulbs (\$978)
Patrick Stafford, VAPA
Equipment Repair/Replacement (\$167)
Susan Stuart, Theatre Arts
Costume Shop Industrial Stream Iron (\$325)
Claire Thorson, Art Studio
Still Life Materials for Art Studio (\$200)
Art Studio-Accessible Elmo (\$701)
Art Now Lecture Series (\$1,500)

2016-17 Engineering and Applied Science Endowment Grants

Kelli Horner, STEM Center Director
Extended hours of STEM center to include Saturdays (\$9,000)



Foundation

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Faculty Representative

Executive Director
Eileen Hill

Date: August 22, 2017

To: Executive Committee

From: Eileen Hill

Subject: 2017-18 Fundraising Targets

Background

The Executive Committee and Board has approved a \$3M fundraising goal in outright and unbooked planned gifts. The following is an outline of the specific fundraising targets for the year:

ANNUAL APPEALS	
\$333,000	President's Circle
\$95,000	Annual Fund
\$170,000	Women's Educational Success
\$197,000	Cabrillo Advancement Program (Endowed)
\$500,000	Scholarships (Endowed)
\$250,000	Scholarships (Nonendowed)
SPECIAL INITIATIVES	
\$250,000	Guided Pathways
\$100,000	Guardian Scholars (Foster Youth)
\$50,000	Cabrillo Stage
\$50,000	Stroke Center
\$50,000	Tutoring Support
\$25,000	Samper 4 th Grade Experience
\$20,000	Makers Space Internships
\$10,000	Cabrillo Youth Chorus
\$300,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, SBDC, Engineering, etc)
\$100,000	Donor directed interests
\$500,000	Unbooked Planned Gifts
\$3,000,000	TOTAL

*Of the total raised, endowed gifts target is \$760,000

2017-18 Cabrillo College Foundation Committee Meetings and Events

Updated 8/22/2017

BOARD OF DIRECTORS

Tuesdays, 12:00-2:00 pm

Sesnon House Room 1824

New Member Orientation

September 12, 2017, 10:00-11:45am

(Sesnon House Room 1824)

Walking Tour for Full Board:

September 12, 2017, 11:00-11:45am

Meetings:

September 12, 2017

November 14, 2017

February 13, 2018

May 8, 2018

AUDIT

10:00-11:00 am

Sesnon House Room 1824

~~October 13, 2017~~

October 19, 2017

June 2018 TBD

EXECUTIVE

9:00-10:00 am

Sesnon House Room 1824

August 30, 2017 - Room 1804

October 16, 2017

January 18, 2018

April 19, 2018

FINANCE & INVESTMENTS

Thursdays, 8:30-9:30 am

Sesnon House Room 1824

~~August 10, 2017~~

October 5, 2017

January 4, 2018

March 29, 2018

CABRILLO ADVANCEMENT PROGRAM (CAP)

Sesnon House Room 1824

February 2018 TBD

May 2018 TBD

EXCLUSIVE EVENTS FOR PRESIDENT'S CIRCLE MEMBERS

**Cabrillo Stage Play, Beauty and the
Beast, and PC Reception**

\$1,000= Members

July 21, 2017

5:30 pm

Sesnon House

Lunch with CC President

\$5,000 + Members

March 2018 TBD

Sandy Lydon Historical Tour

\$1,000 + Members

April 2018 TBD

Winemakers Dinner

Pino Alto, Sesnon House

\$2,500+ Members

May 2018 TBD

FACULTY GRANTS

Sesnon House Room 1824

November 2017 TBD

NOMINATING

Sesnon House Room 1824

December 2017 TBD

March 2018 TBD

PRESIDENT'S CIRCLE

Sesnon House Room 1824

September 21, 2017 5:30 – 7:30 pm

(kick-off party)

October 26, 2017 8:30-10:30am

Signing Meeting (Drop-in)

WOMEN'S EDUCATIONAL SUCCESS (WES)

Sesnon House Room 1804

May 12, 2017 11:00am – 12:00 pm

September 15, 2017 – Post Event

Horticulture Center

EVENT DATES

**Women's Educational Success
Lunch**

September 15, 2017

11:30 am - 1:30 pm

Horticulture Center

**Shadowbrook Reception
(PC Prospects)**

October 18, 2017

5:30 – 7:00 pm

Shadowbrook Restaurant

Heritage Club Lunch

November 2017 TBD

Sesnon House

President's Holiday Party

December 1, 2017

5:30 pm

Sesnon House

Samper 4th Grade Experience

March, 2018 TBD

**Cabrillo Advancement Program
(CAP) Ceremony**

March, 2018 TBD

Crocker Theater

**High Achiever Scholarship
Ceremony**

April, 2018 TBD

Sesnon House

**American Dream Scholarship
Ceremony**

May/June 2018 TBD

Samper Recital Hall

~~Rescheduled/Canceled
Meeting/Event~~

2017-18 Cabrillo College Foundation Committee Roster — Updated 8/22/2017

BOARD OF DIRECTORS

Alan Aman, CFO
 Claire Biancalana
 Carrie Birkhofer
 Owen Brown, Secretary
 Enrique Buelna, Faculty Representative
 Linda Burroughs
 Ceil Cirillo
 Linda Downing
 Lee Duffus
 Sue Gochis, CC VP Student Services
 David Heald
 Laurel Jones, Asst. Secretary, CC President
 Leola Lapidès, President
 Victoria Lewis, VP Admin. Services, Asst. Treasurer
 Charles Montoya
 Kelly Nesheim
 Amy Newell
 William Ow, Vice President
 Carlos Palacios
 June Padilla Ponce
 Patty Quillin
 Gary Reece, College Trustee
 Maria Esther Rodriguez
 Gun Ruder
 Stephen Snodgrass, Past President
 Rachael Spencer, College Trustee
 Kate Terrell
 Kathie Welch, VP of Instruction
 Donna Ziel, College Trustee

AUDIT

Chair: Lee Duffus
 Pegi Ard
 Carrie Birkhofer
 David Heald
 Laurel Jones
 Barbara Scherer
 Norm Schwartz
 Karen Semingson
Staff: Eileen Hill
 Nancy Machado

EXECUTIVE

Alan Aman, CFO
 Claire Biancalana
 Owen Brown, Secretary
 Linda Burroughs
 David Heald
 Laurel Jones, CC President
 Leola Lapidès, President
 William Ow, Vice President
 Steve Snodgrass, Past President
 Rachael Spencer

Staff: Eileen Hill
 Nancy Machado

FINANCE & INVESTMENTS

CFO: Alan Aman
 Pegi Ard
 Marshall Delk
 David Heald
 Michael W. Machado
 Charles Montoya
 Carlos Palacios
 Gun Ruder
 Bob Shepherd
 Steve Snodgrass
Staff: Eileen Hill
 Nancy Machado

CABRILLO ADVANCEMENT

PROGRAM (CAP)

Chair: Carrie Birkhofer
 Enrique Buelna
 Sesario Escoto
 Leola Lapidès
 Rachel Mayo
 June Padilla Ponce
 Maria Esther Rodriguez
 Pamela Santacroce
 Eva Acosta
College Advisors:
 Liz Dominguez
 Michelle Donohue
Staff: Eileen Hill, Caitlin Bonura

FACULTY GRANTS

Cherie Barkey
 Owen Brown
 Ted Burke
 Ceil Cirillo
 Lee Duffus
 Tobin Keller
 Amy Newell
 Patty Quillin
 David Schwartz
Staff: Eileen Hill, Caitlin Bonura

NOMINATING

Chair: Leola Lapidès
 Jess Brown
 Owen Brown
 Linda Burroughs
 William Ow
 Stephen Snodgrass
Lead Staff: Eileen Hill

PRESIDENT'S CIRCLE

Co-chairs:
 Ceil Cirillo
 Mahlon Foote
 Pegi Ard
 Jim Baker

Pat Barton
 Michele Bassi
 Claire Biancalana
 Mary Blanchard
 Owen Brown

Ted Burke
 Linda Burroughs
 Kathy Cowan
 Wally Dale
 Linda Downing
 Lee Duffus
 John Eiskamp
 DeAnne Hart
 Rich Hart
 Jackie Heald
 Hal Hyde
 Kent Imai
 Laurel Jones
 Vance Landi-Carey
 Keith McKenzie
 Fred McPherson
 Kelly Nesheim
 William Ow
 June Padilla Ponce
 Pam Santacroce
 Bob Shepherd
 Helen Shepherd
 Ginny Solari Mazry
 Rachael Spencer
 Rachel Wedeen
 Theo Wierdsma
Staff: Caitlin Bonura

SCHOLARSHIP

Chair: Rachael Spencer
 Diane C. Craddock
 Ofelia Garcia
 Edda W. Tusinac
College Advisor:
 Tootie Tzimbali
Staff: Caitlin Bonura

WOMEN'S EDUCATIONAL

SUCCESS (WES)

Co-chairs:
 Mary Anne Carson
 Carolyn Mecozzi
 Robin Adkins
 Pat Alvarez
 Pat Barton
 Lindy Bixby
 Rhonda Bonett
 Sue Broadston
 Cathy Conway
 Mary Culley
 Kimberley Dawn
 Julie Hanks
 Diana Hayden
 Janet Krassow

Leola Lapidès
 Nancy Machado
 Amy Newell
 Mara Paladrani
 Tonee Picard
 Patty Quillin
 Cathy Richards-Bradley

Mary Spire
 Teresa Thomae
 Karri White
 Donna Ziel

WES Advisors:

Marcy Alancraig
 Jenna Becker
 Rosemary Brogan
 Sue Bruckner
 Lori Chavez
 Olga Diaz
 Mario Garcia
 Ofelia Garcia
 Irma Gil
 Holly Goodman
 Jay Jackson
 Teresa Kidwiler
 Elissa Kurk
 Diego Navarro
 Beth Regardz
 Ana Rodriguez
 Gabriela Rodriguez
 Barbara Schultz-Perez
 Sue Slater
 Nancy Spangler
 Tasha Sturm
 Laura Thurman
 Marilyn Zanetti

WES Emeriti:

Peggy Downes Baskin
 Rachael Spencer
Staff: Caitlin Bonura