

Cabrillo College

Foundation

MEMORANDUM

Officers

President

Leola Lapides

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: October 10, 2017

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

FROM: Leola Lapides, CCF President

STAFF: Eileen Hill, Nancy Machado

SUBJECT: Executive Committee Meeting
Monday, October 16, 2017
9:00 am – 10:00 am
Cabrillo College, Sesnon House, Room 1824
6500 Soquel Drive, Aptos, CA 95003

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A. Regular Open Session

1. Welcome and Call to Order	L. Lapides	
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2. Approval of Agenda	L. Lapides	
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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.

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1. Adjournment	L. Lapidés	

UPCOMING EXECUTIVE MEETINGS:

9:00 – 10:00 a.m.

Sesnon House, Room 1824

Thursday, January 18, 2018

Thursday, April 19, 2018

Executive Committee 2017-18 Attendance Chart

Executive Committee Members	8/30/17	10/16/17	1/18/18	4/19/18
Alan Aman	P			
Claire Biancalana	P			
Owen Brown	P			
Linda Burroughs	P			
David Heald	P			
Laurel Jones	P			
Leola Lapidés	P			
William Ow	A			
Steve Snodgrass	P			
Rachael Spencer	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 Foundation
Executive Committee Meeting Minutes
August 30, 2017**

Present: Alan Aman, Claire Biancalana, Owen Brown, Linda Burroughs, David Heald, Laurel Jones, Leola Lapidès, Steve Snodgrass, Rachael Spencer

Absent: William Ow

Staff: Eileen Hill, Nancy Machado, Lori Hood

Call to Order – L. Lapidès called the meeting to order at 9:03 a.m.

Approval of Agenda

Motion: MSC: S. Snodgrass, A. Aman. The committee voted unanimously to approve the Executive Committee agenda.

Public Comment Opportunity

There were no members of the public in attendance.

Approve Executive Committee Minutes

Motion: MSC: C. Biancalana /O. Brown. Alan Aman, Claire Biancalana, Owen Brown, Linda Burroughs, David Heald, Steve Snodgrass and Rachael Spencer voted to approve the Executive Committee Minutes of April 20, 2017. Laurel Jones abstained. William Ow was absent.

Closed Session

At 9:06 am the Executive Committee entered closed session for the Executive Director Performance Review.

Return to Open Session

At 9:35 am the Executive Committee returned to open session.

Approve Executive Director's 2016 -17 Performance Review

Motion: MSC: O. Brown/C. Biancalana. The committee voted unanimously to approve 2016-17 Executive Director Performance Review as amended.

Approve Financial Statements

The Executive Committee received the March 31, 2017 – May 31, 2017 Financial Statements and reviewed the June 30, 2017 Pre-Audit Financial Statements. Alan Aman reported as of June 30, 2017, the total assets were \$31.6M, \$2.1M over prior year. Net assets were \$29.7M, \$2.3M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was \$6.1M. Total expenses were \$3.8 with a net surplus for all funds of \$2.2M. The total operating revenue was \$1.0M and expenses \$937K. The operating surplus was \$95,766 pre-audit.

Motion: MSC: R. Spencer/D. Heald. The committee voted unanimously to approve the March 31, 2017 thru June 30, 2017 Pre-Audit Financial Statements.

Approve New Checking Account Signers

Motion: MSC: L. Jones/S. Snodgrass. The committee voted unanimously to approve adding Suzanne Gochis as an authorized signer on the Cabrillo College Foundation Wells Fargo Bank checking account effective August 30, 2017.

CAP Scholarships to 4-year Students

L. Lapidès gave an overview of the CAP scholarship funds versus scholarships awarded and subsequent fund rollover. Because funds are available, the CAP Committee has asked the Executive Committee to consider awarding CAP students who enroll directly to a 4-year college their \$1,000 scholarship.

Motion: MSC: L. Burroughs/C. Biancalana. The committee voted unanimously to continue to award CAP scholarships to Cabrillo College students, only with the recommendation that the CAP Committee increase the dollar amount of the awards to students who stay enrolled in Cabrillo and/or expand the CAP program to more students (A. Aman and O. Brown left before vote).

Conflict of Interest Policy

E. Hill presented an updated Cabrillo College Foundation Conflict of Interest Policy.

Motion: MSC: D. Heald/R. Spencer. The committee voted unanimously to approve the updated Conflict of Interest Policy (A. Aman and O. Brown left before vote).

Cabrillo College Report

L. Jones gave a quick recap of All College Day and the Guided Pathways presentation. She spoke briefly about the new Vice President of Student Services, Sue Gochis. Laurel outlined the four focus points of Cabrillo: Guided Pathways, Accreditation, Integrating the Basic Skills Initiative, Equity, and Student Success Initiatives, and College President Recruitment.

Executive Director Report

E. Hill reported that the Foundation has been preparing for its audit that is currently taking place and selected a vendor for website reconstruction. She described the status of fundraising for Guided Pathways: \$10,500 raised as a result of an email blast and \$240,000 proposal pending with Monterey Peninsula Foundation. Eileen reported that for the 2016-17 fiscal year, the Foundation exceeding its goal of raising \$3M, raising \$3,187,968. As of August 17, 2017 the Foundation has raised \$225,131 towards its goal of \$3M for 2017-18. Eileen gave a graphical representation of the Foundation's contributions to Cabrillo for 2016-17 totaling \$2,632,008 in direct funding. Eileen presented a donor stewardship and communication plan matrix, which tracks the type and frequency of the Foundation's outreach to its donors. The most impact in donor retention is meaningful outreach after the first gift.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of June 30, 2017 (Pre-Audit) was \$29,650,693. The highest net assets level was \$30,572,308 as of May 31, 2017. The endowed net assets balance was \$26,104,853, the highest net assets balance reported. The endowed historical gifts value was \$20,676,770, 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 June 30, 2017 (12 months) is as follows:

- Actual Return: 15.17%
- Benchmark Return 15.24%
- Difference -0.07%

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

President's Circle

President's Circle raised \$332,008 for 2016-17. The most ever raised for the President's Circle. C. Biancalana reported that 19 new members joined and they maintained a 94% retention rate. Ceil Cirillo and Mahlon Foote are Co-chairs for 2017-18. The President's Circle Kick-off Celebration will be held on Thursday, September 21.

Women's Educational Success

R. Spencer reported that invitations were sent out to approximately 1,000 potential donors for WES and the WES luncheon is scheduled for Friday, September 15.

Faculty Grants

E. Hill reported that there is \$59,653 available to award faculty to increase student success. An additional \$10,000 is expected for this year. In November, a committee of five Foundation Board members and five Cabrillo faculty will review proposals and select projects to award.

Fundraising Targets

E. Hill outlined specific fundraising targets to meet the \$3M goal for 2017-18. The targets were broken out between annual appeals and special initiatives.

Committee Calendar & Roster

Adjournment

The meeting was adjourned at 10:25 a.m.

Respectfully submitted,



Eileen Hill, Executive Director

Next Meeting:
Monday, October 16, 2017
9:00 – 10:00 am
Sesnon House, Room 1824

Executive Committee 2017-18 Attendance Chart

Executive Committee Members	8/30/17			
Alan Aman	P			
Claire Biancalana	P			
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David Heald	P			
Laurel Jones	P			
Leola Lapidés	P			
William Ow	A			
Steve Snodgrass	P			
Rachael Spencer	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 Corner
October 2017

Fall into Guided Pathways

Hello,

You will be hearing many things about Guided Pathways now that the college has attended its first training institute. The leadership team included our dedicated Pathways leads (Marcy and Isabel), our two Vice Presidents (Kathie and Sue) and our Faculty Senate President (Robin) and myself. The time felt a bit like boot camp and not so much a conference. There was a great deal of information to absorb and lots of follow up work dedicated to our own college data.

As we build our extended teams and as we dedicate time and effort to completing pathway goals I wanted to take this moment to give you a personal reflection on why Guided Pathways is such an important focus for the college and why it will be one of the turning points for our students and their success.

Regardless of how we got here, the California Community College System has spent decades trying to address ever increasing needs of our students. I personally can only harken back to 1979 as my college tenure began, but even then we were struggling with increasing numbers of students who needed extra preparation in math and English (most prevalent areas at that time). We were trying to figure out how to best work with our K-12 partners on career development and that was when we created the 2 + 2 articulation system for our students who started in a vocational area and wanted to continue for a degree or certificate in that same field at the community college. We debated over resources at each college – how much general fund would go to transfer, basic skills, career technical education...and of course at that time we had no repeatability legislation. So, it was most certainly a different time but we still have the same consistent questions and debates around resources, best practice, and improvement.

Today, we are the product of our student success data – this is statewide and even nationwide. Every year the Board of Trustees reviews our Scorecard Data and many other metrics associated with our categorical funding. Key to our data is the question of equity, completion and success. When you think of the incredible access the community college provides and all that we have been tasked to do within our mission, it is no surprise that our data might show some areas of concern. As Spicy Marcy has stated, we have work to do. However, data also show that now, more than ever, we have clear roads of success that have been implemented at other institutions and show great promise. That is heartening. We don't have to reinvent the wheel, we just need to attach it to the institution.

There were a few takeaways for the Presidents attending the conference along with their teams. All of us learned the following:

- Data decision making is critical but hearing how college family feels is also critical. Change can be difficult and it is valuable to know how we feel about change even as we undertake it.
- Guided Pathways means policy and process change – not just changes in services and programs. In fact, it will take the Board of Trustees and others to be involved in policy and process development to ensure that we support our work long term.
- Guided Pathways will not occur overnight and must be iterative in our process, review, and evaluation.
- Guided Pathways is the institutional mechanism by which we can create equity – equity is a primary force within the pathway model.
- Our college climate of innovation at Cabrillo will serve us well as we become a pathways college – our innovative ideas can help to carry us forward and must be shared. Our collective

knowledge is immense and provides our college with strengths that must also be shared on this journey.

So, as we fall into our pathways focus and begin the three year grant, I am impressed by our structure that has been set up to move us forward; I am grateful for the knowledge and the motivation I see in our collaborations; I am hopeful that this future will bring our students many of the goals and successes we have promised them as a system, and I know this focus will bring us a great deal of pride and satisfaction as educators.

More to come from Isabel and Marcy soon!

Laurel

P.S. On another note, Kristin Fabos has won *Woman of the Year* from our own Aptos Chamber! Please congratulate her on this momentous accolade when you have a moment!

Executive Director Report: October 2017

Administration

- Updating Statement of Investment Policy
- Researching and developing succession plan
- CASE Conference: Community College Advancement
- 2016-17 Audit



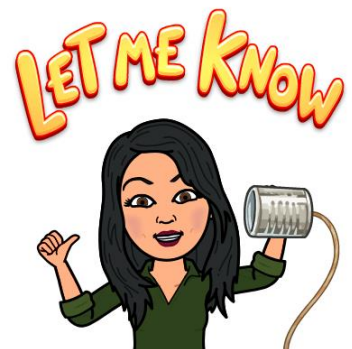
Fundraising

- 2017-18 fundraising goal is \$3M and \$640,000 has been raised so far
- Women's Educational Success: \$68,000 is allocated this year in emergency grants for students, \$34,000 has been awarded this semester
- President's Circle: annual campaign to raise \$332,000 has kicked off.
- Scholarships: fundraising for existing and new scholarships is ongoing
- Connecting with alumni, retirees, and current Cabrillo employees
- Faculty Grants for Student Success: allocating nearly \$70,000 to support faculty and staff projects
- Legacy giving: working with two new donors and two pending



Upcoming Events

- President's Circle Shadowbrook Reception for new PC Prospects: Wednesday, October 18, 5:30 pm – 7:00 pm, Shadowbrook Restaurant
- Cabrillo College and Career Night: Monday, October 30, 6:00 – 8:00 pm
- Heritage Club Luncheon: Wednesday, November 8
- Board of Directors Meeting: Tuesday, November 14
- President's Holiday Party: December 1, 2017





Foundation

MEMORANDUM

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Ceil Cirillo

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Charles Montoya

Kelly Nesheim

Amy Newell

Carlos Palacios

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

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President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

Date: October 10, 2017

To: Executive Committee

From: Eileen Hill

Subject: 2017-18 Fundraising Targets

Background

The Board has approved a \$3M fundraising goal in outright and unbooked planned gifts, with a stretch goal of \$3.2M. The following is an outline of the specific fundraising targets for the year to reach \$3M. The \$3M goal includes a target of \$760,000 in endowed gifts and \$500,000 in unbooked planned gifts. Focusing some effort on legacy giving will help ensure the long-term health & sustainability of the Foundation.

AS OF 10/4/17	ANNUAL APPEALS	
\$40,946	\$333,000	President's Circle
\$0	\$95,000	Annual Fund
\$78,385	\$170,000	Women's Educational Success
\$2,430	\$197,000	Cabrillo Advancement Program (Endowed)
\$31,200	\$500,000	Scholarships (Endowed)
\$16,657	\$250,000	Scholarships (Nonendowed)
	SPECIAL INITIATIVES	
\$250,500	\$250,000	Guided Pathways
\$0	\$100,000	Guardian Scholars (Foster Youth)
\$8,465	\$50,000	Cabrillo Stage
\$13,927	\$50,000	Stroke Center
\$0	\$50,000	Tutoring Support
\$0	\$25,000	Samper 4 th Grade Experience
\$0	\$20,000	Makers Space Internships
\$0	\$10,000	Cabrillo Youth Chorus
\$14,293	\$300,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, SBDC, Engineering, etc)
\$18,210	\$100,000	Donor directed interests
\$164,034	\$500,000	Unbooked Planned Gifts
\$639,047	\$3,000,000	TOTAL

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www.cabrillo.edu/associations/foundation



Foundation

DATE: October 10, 2017

TO: Executive Committee

FROM: Eileen Hill

July 1, 2017 to October 4, 2017

2017-18 Outright Gifts Fundraising Total \$ 475,013

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

Total \$ 639,047

Officers

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

Recorded Gifts 7-1-17 to 10-4-17:

Monterey Peninsula Foundation (Guided Pathways) \$ 240,000

Leonard R. Lundquist Trust (Faculty Grants) \$ 18,210

Jocelyn Levy (Scholarship) \$ 15,000

Anonymous (Stroke Center) \$ 12,376

Jill & Dick Wilson (Scholarship) \$ 10,218

Thomas Sourisseau (President's Circle & Scholarship) \$ 10,050

Brian & Patti Herman (Guided Pathways) \$ 10,000

Claire Biancalana & William Kelsay (President's Circle & Scholarship) \$ 9,880

Susan & Richard Beach (Scholarship) \$ 5,000

The Sharanam Foundation (WES) \$ 5,000

The Hugh Stuart Center Charitable Trust (Women's Volleyball) \$ 5,000

Foundation for California Community Colleges (Scholarship) \$ 4,950

Rachel Wedeen (WES) \$ 4,500

Provac Sales, Inc. (Classical Guitar Program) \$ 3,000

Judy Boemer (President's Circle & WES) \$ 2,500

Janet Heien (WES) \$ 2,500

Roberta Hunter & Donna Meyers (WES) \$ 2,500

James Young & Katie Harhen (CAP) \$ 2,500

Big Sur International Marathon (Dental Hygiene) \$ 1,900

Cabrillo College (Scholarship, Football, Culinary Arts) \$ 1,631

John & Linda Burroughs (President's Circle) \$ 1,500

CELSOC Monterey Bay Chapter (Engineering) \$ 1,500

Diane Craddock and David Hogye (WES & Guided Pathways) \$ 1,500

Cynthia and Michael FitzGerald (Stroke Center, WES, Dental Hygiene, & Scholarship) \$ 1,400

Marlyn Marsilia (Cabrillo Stage) \$ 1,300

Equinox (Culinary Arts) \$ 1,212

Eileen & Dave Hill (President's Circle, CAP & WES) \$ 1,200

Kristin Fabos & Rye Livingston (President's Circle) \$ 1,083

Gifts under \$1,083 (610 of 638 total donors) \$ 97,603

Total Outright Gifts \$ 475,013

Total Unbooked Revocable Planned Gifts \$ 164,034

TOTAL \$ 639,047

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

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www.cabrillo.edu/associations/foundation

Please remember Cabrillo College Foundation in your will

Cabrillo College

Foundation

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Eileen Hill

DATE: October 10, 2017
TO: Executive Committee
FROM: Leola Lapidés
SUBJECT: 2017-18 Executive Director Goals

1. Raise \$3M in outright and unbooked planned gifts, with a stretch goal of \$3.2M. The following is an outline of the specific fundraising targets for the year to reach \$3M. The \$3M goal includes a target of at least \$760,000 in endowed gifts, and \$500,000 in unbooked planned gifts. Focusing some effort on legacy giving will help ensure the long term health and sustainability of the foundation.

ANNUAL APPEALS

\$333,000	President's Circle
\$95,000	Annual Fund
\$170,000	Women's Educational Success
\$50,000	Cabrillo Stage
\$197,000	Cabrillo Advancement Program (Endowed)
\$500,000	Scholarships (Endowed)
\$250,000	Scholarships (Nonendowed)
\$100,000	Guardian Scholars (Foster Youth)
\$50,000	Cabrillo Stage
\$50,000	Stroke Center

SPECIAL INITIATIVES

\$250,000	Guided Pathways
\$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

2. Complete Website Reconstruction

- New website launched in December
- Mobile capability
- Easier donation page and more giving options
- Increase number of online contributions over previous year

3. Donor Stewardship

- Ensure all donor groups are being stewarded (ie scholarship donors, payroll donation donors, legacy donors)
- First time donors receive special thank you call or note
- Other activities as deemed appropriate

4. Connecting with the Community

- Attend community events such as Rotary, Chamber events, etc.

5. Succession Plan for Executive Director and Staff

- Develop plan for emergency and planned departure of Executive Director and key staff

CABRILLO COLLEGE FOUNDATION
June 30, 2017 Post-Audit Condensed Narrative
Updated October 10, 2017

(1) Balance Sheet

- **Total Assets:**
Total assets of \$31.7M are \$2.2M 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 had 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 \$2.1M are consistent with prior year. There was an audit adjustment of \$126,371 to move CalPERS Deferred Outflows from liabilities to assets. These adjustments created a variance when comparing 16-17 to 15-16 Deferred Outflows.
- **Net Assets:**
Total net assets of \$29.6M are \$2.2M 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 \$964K are \$4K unfavorable vs projection. The Cabrillo College Foundation had unexpected attorney fees in 2016-17.
- **Surplus/Deficit:**
The operating fund surplus is \$67,463 after making the annual adjustments for the CalPERS liability and the Retiree Medical Insurance liability. The surplus was allocated to the Designated Operational Reserve to partially fulfill the goal of having 6 months of operating reserve. (We have 3.9 months of our operating reserve goal).

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	\$6	\$1,071,680	\$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	\$2,006	\$26,713,802	\$26,828,788	\$22,128,806
TOTAL CASH AND INVESTMENTS	\$877,977	\$3,319,852	\$26,719,954	\$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	\$2,622	\$0	\$0	\$2,622	\$0
SPLIT INTEREST AGREEMENTS	\$38,773	\$85,707	\$13,139	\$137,619	\$1,762,742
SUBTOTAL OTHER RECEIVABLES	\$52,320	\$85,707	\$13,139	\$151,166	\$1,762,742
TOTAL RECEIVABLES	\$91,693	\$264,448	\$266,290	\$622,430	\$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
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$44,977	\$0	\$0	\$44,977	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$81,394	\$0	\$0	\$81,394	\$0
TOTAL ASSETS	\$1,127,954	\$3,584,299	\$26,986,244	\$31,698,497	\$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	\$323,040
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	\$59,305	\$0	\$0	\$59,305	\$54,850
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$103,752	\$543,109	\$399,598	\$1,046,458	\$1,158,082
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	\$336,966	\$0	\$0	\$336,966	\$247,461
DEFERRED REVENUE - PERS	\$40,294	\$0	\$0	\$40,294	\$65,392
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$0	\$0	\$0	\$0	(\$45,176)
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$0	\$0	\$0	\$0	(\$42,938)
SUBTOTAL OTHER LIABILITIES	\$377,260	\$0	\$0	\$377,260	\$224,739
TOTAL LIABILITIES	\$481,012	\$689,358	\$898,774	\$2,069,143	\$2,051,408
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$290,617	\$0	\$0	\$290,617	\$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	\$47,023	\$0	\$0	\$47,023	\$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
SUBTOTAL OPERATING NET ASSETS	\$646,942	\$0	\$0	\$646,942	\$579,479
NET ASSETS - OTHER	\$0	\$2,894,942	\$0	\$2,894,942	\$3,522,098
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,087,469	\$26,087,469	\$23,324,510
TOTAL NET ASSETS	\$646,942	\$2,894,942	\$26,087,469	\$29,629,353	\$27,426,086
TOTAL LIABILITIES AND NET ASSETS	\$1,127,954	\$3,584,299	\$26,986,244	\$31,698,497	\$29,477,494
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$579,479	 \$3,522,098	 \$23,324,510	 \$27,426,086	 \$26,369,031
 NET SURPLUS/(DEFICIT)	 \$67,463	 (\$627,156)	 \$2,762,960	 \$2,203,267	 \$1,057,055
 ENDING NET ASSETS	 \$646,942	 \$2,894,942	 \$26,087,469	 \$29,629,353	 \$27,426,086

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	\$28,719	\$123	\$542,380	\$571,222	\$549,711
UNREALIZED GAIN/LOSS ON SECURITIES	(\$14,947)	\$198	\$1,840,340	\$1,825,591	(\$1,000,530)
REALIZED GAINS/LOSSES	\$4,378	(\$71)	\$767,144	\$771,451	\$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	\$516,692	\$250	\$3,149,641	\$3,666,584	\$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)	(\$25,403)	\$25,685	\$0	\$0
IN KIND REVENUE	\$0	\$33,469	\$0	\$33,469	\$107,507
IN KIND REVENUE-RENT	\$13,320	\$0	\$0	\$13,320	\$16,344
TOTAL CONTRIBUTED INCOME	\$515,181	\$1,293,506	\$635,876	\$2,444,563	\$4,223,312
TOTAL REVENUE	\$1,031,874	\$1,293,756	\$3,785,517	\$6,111,147	\$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	\$263,889	\$1,256	\$0	\$265,145	\$146,012
TOTAL PAYROLL TAXES, BENEFITS	\$263,889	\$1,256	\$0	\$265,145	\$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	\$13,320	\$0	\$0	\$13,320	\$16,344
PROJECT EXPENSES	\$0	\$1,450,466	\$0	\$1,450,466	\$745,274
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>\$964,410</u>	<u>\$1,920,912</u>	<u>\$1,022,557</u>	<u>\$3,907,880</u>	<u>\$3,445,123</u>
NET SURPLUS/(DEFICIT)	<u>\$67,463</u>	<u>(\$627,156)</u>	<u>\$2,762,960</u>	<u>\$2,203,267</u>	<u>\$1,057,055</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	\$28,719	\$13,500	\$15,219
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	\$516,692	\$523,101	(\$6,409)
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	\$13,320	\$16,344	(\$3,024)
TOTAL CONTRIBUTED INCOME	\$530,588	\$515,181	\$437,168	\$78,013
TOTAL REVENUE	\$1,049,186	\$1,031,874	\$960,269	\$71,605
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	\$263,889	\$226,437	(\$37,452)
TOTAL PAYROLL TAXES, BENEFITS	\$145,014	\$263,889	\$226,437	(\$37,452)
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	\$13,320	\$16,344	\$3,024
TOTAL EXPENSES	\$1,076,683	\$964,410	\$960,269	(\$4,141)
NET SURPLUS/(DEFICIT)	(\$27,496)	\$67,463	\$0	\$67,463

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	7/31/17 D	Total 7/31/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$10,617	\$10,933	(\$36,402)	(\$14,853)	\$344,681
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	\$629,952	\$2,379,499	\$0	\$3,009,451	\$3,189,830
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	\$51,968	\$0	\$67,218	\$67,129
SUBTOTAL CASH	\$711,807	\$3,021,764	(\$35,113)	\$3,698,458	\$4,251,101
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,658
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,002
UBS	\$107,403	\$2,000	\$25,283,869	\$25,393,272	\$20,970,851
UBS TITLE V	\$14,854	\$6	\$1,089,479	\$1,104,339	\$975,601
UBS TITLE III	\$2,524	\$0	\$177,482	\$180,005	\$165,335
UBS ESG	\$2,256	\$0	\$618,775	\$621,032	\$582,642
SUBTOTAL INVESTMENTS	\$127,037	\$2,006	\$27,169,605	\$27,298,648	\$22,738,089
TOTAL CASH AND INVESTMENTS	\$838,844	\$3,023,770	\$27,134,493	\$30,997,106	\$26,989,190
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$13,125	\$0	\$0	\$13,125	\$15,125
PLEDGES - ANNUAL FUND	\$33,950	\$0	\$0	\$33,950	\$45,840
PLEDGES - RESTRICTED	\$0	\$138,235	\$229,589	\$367,824	\$911,386
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$11,918)	\$0	\$0	(\$11,918)	(\$16,632)
SUBTOTAL PLEDGES	\$35,157	\$138,235	\$229,589	\$402,981	\$955,719
ACCOUNTS RECEIVABLE					

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	7/31/17 D	Total 7/31/16 E
ACCOUNTS RECEIVABLE	\$250	\$1,454	\$0	\$1,704	\$1,344
TOTAL ACCOUNTS RECEIVABLE	\$250	\$1,454	\$0	\$1,704	\$1,344
OTHER RECEIVABLES					
NOTES RECEIVABLE	\$10,925	\$0	\$0	\$10,925	\$0
ACCRUED INTEREST RECEIVABLE	\$2,622	\$0	\$0	\$2,622	\$0
SPLIT INTEREST AGREEMENTS	\$38,773	\$85,707	\$13,139	\$137,619	\$1,762,708
SUBTOTAL OTHER RECEIVABLES	\$52,320	\$85,707	\$13,139	\$151,166	\$1,762,708
TOTAL RECEIVABLES	\$87,728	\$225,396	\$242,728	\$555,852	\$2,719,771
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	\$9,321	\$0	\$0	\$9,321	\$4,953
PREPAID RETIREMENT EXPENSE	\$34,986	\$0	\$0	\$34,986	\$31,147
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$44,977	\$0	\$0	\$44,977	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$81,394	\$0	\$0	\$81,394	\$0
TOTAL ASSETS	\$1,097,249	\$3,249,166	\$27,377,221	\$31,723,636	\$29,745,061

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	7/31/17 D	Total 7/31/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$5,464	\$51,669	\$0	\$57,132	\$78,674
SCHOLARSHIPS PAYABLE	\$0	\$301,584	\$334,995	\$636,579	\$738,212
ACCRUED PTO	\$34,932	\$0	\$0	\$34,932	\$41,905
ACCRUED EXPENSES	\$10,101	\$0	\$0	\$10,101	\$7,823
SECTION 125 WITHHOLDINGS	\$186	\$0	\$0	\$186	\$225
ACCRUED RETIREE MEDICAL BENEFITS	\$59,305	\$0	\$0	\$59,305	\$54,850
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$109,988	\$353,252	\$334,995	\$798,236	\$921,689
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	\$64,850	\$64,850	\$61,502
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$64,850	\$64,850	\$61,502
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$336,966	\$0	\$0	\$336,966	\$247,461
DEFERRED REVENUE - PERS	\$40,294	\$0	\$0	\$40,294	\$65,392
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$0	\$0	\$0	\$0	(\$45,176)
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$0	\$0	\$0	\$0	(\$42,938)
DUE TO OTHER FUNDS	\$0	\$0	\$0	\$0	\$0
SUBTOTAL OTHER LIABILITIES	\$377,260	\$0	\$0	\$377,260	\$224,739
TOTAL LIABILITIES	\$487,248	\$499,501	\$898,021	\$1,884,771	\$1,876,515
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$290,617	\$0	\$0	\$290,617	\$228,839
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	7/31/17 D	Total 7/31/16 E
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$47,023	\$0	\$0	\$47,023	\$41,337
UNDESIGNATED	(\$36,942)	\$0	\$0	(\$36,942)	(\$51,121)
SUBTOTAL OPERATING NET ASSETS	\$610,001	\$0	\$0	\$610,001	\$528,358
NET ASSETS - OTHER	\$0	\$2,749,665	\$0	\$2,749,665	\$3,461,862
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,479,199	\$26,479,199	\$23,878,326
TOTAL NET ASSETS	\$610,001	\$2,749,665	\$26,479,199	\$29,838,865	\$27,868,546
TOTAL LIABILITIES AND NET ASSETS	\$1,097,249	\$3,249,166	\$27,377,221	\$31,723,636	\$29,745,061
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$646,942	 \$2,894,942	 \$26,087,469	 \$29,629,353	 \$27,426,086
 NET SURPLUS/(DEFICIT)	 (\$36,942)	 (\$145,277)	 \$391,730	 \$209,512	 \$442,460
 ENDING NET ASSETS	 \$610,001	 \$2,749,665	 \$26,479,199	 \$29,838,865	 \$27,868,546

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	Total 7/31/17 D	Total 7/31/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$3,038	\$23	\$55,159	\$58,220	\$42,352
UNREALIZED GAIN/LOSS ON SECURITIES	(\$1,104)	\$0	\$411,788	\$410,684	\$564,414
REALIZED GAINS/LOSSES	\$0	\$0	\$44,955	\$44,955	\$39,236
FEE INCOME	\$22,786	\$0	\$0	\$22,786	\$24,222
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$0	\$0	\$14,057	\$14,030
TOTAL EARNED INCOME	\$38,777	\$23	\$511,902	\$550,702	\$684,254
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$16,589	\$4,475	\$21,064	\$58,498
ANNUAL FUND	\$275	\$0	\$0	\$275	\$342
PRESIDENT'S CIRCLE GIFTS	\$5,650	\$0	\$0	\$5,650	\$1,000
UNRESTRICTED GIFTS	\$218	\$0	\$0	\$218	\$223
INTERFUND CONTRIBUTIONS	\$0	\$549	(\$549)	\$0	\$0
IN KIND REVENUE	\$0	\$0	\$0	\$0	\$500
IN KIND REVENUE-RENT	\$1,110	\$0	\$0	\$1,110	\$1,362
TOTAL CONTRIBUTED INCOME	\$7,253	\$17,138	\$3,926	\$28,317	\$61,925
TOTAL REVENUE	\$46,030	\$17,161	\$515,828	\$579,019	\$746,179
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$35,248	\$0	\$0	\$35,248	\$40,548
TOTAL SALARIES & WAGES	\$35,248	\$0	\$0	\$35,248	\$40,548
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$17,093	\$0	\$0	\$17,093	\$23,401
TOTAL PAYROLL TAXES, BENEFITS	\$17,093	\$0	\$0	\$17,093	\$23,401
PRINTING	\$243	\$0	\$0	\$243	\$493
PHOTOS	\$400	\$0	\$0	\$400	\$400
CONSULTANTS	\$356	\$0	\$0	\$356	\$450
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$12,491	\$0	\$0	\$12,491	\$13,389
OFFICE EQUIP & MAINTENANCE					

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

	Operating 7/31/17 A	Nonendowed 7/31/17 B	Endowed 7/31/17 C	Total 7/31/17 D	Total 7/31/16 E
OFFICE EQUIPMENT	\$131	\$0	\$0	\$131	\$0
SOFTWARE MAINTENANCE	\$10,953	\$0	\$0	\$10,953	\$10,236
TOTAL OFFICE EQUIP & MAINTENANCE	\$11,085	\$0	\$0	\$11,085	\$10,236
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$0	\$0	\$0	\$0	\$1,075
OFFICE SUPPLIES	\$76	\$0	\$0	\$76	\$229
POSTAGE & MAILING SERVICE	\$50	\$0	\$0	\$50	\$0
OTHER EXPENSES					
MISCELLANEOUS	\$13	\$0	\$0	\$13	\$13
UNCOLLECTIBLE PLEDGES	\$3,793	\$0	\$0	\$3,793	\$300
INTERNET SERVICE	\$88	\$0	\$0	\$88	\$87
BANK CHARGES	\$242	\$0	\$0	\$242	\$174
INVESTMENT FEES	\$0	\$0	\$42,041	\$42,041	\$36,015
DIRECTOR/OFFICER LIABILITY INS	\$361	\$0	\$0	\$361	\$371
LIABILITY AND PROPERTY INSURANCE	\$323	\$0	\$0	\$323	\$336
TOTAL OTHER EXPENSES	\$4,820	\$0	\$42,041	\$46,861	\$37,296
IN KIND EXPENSE	\$0	\$0	\$0	\$0	\$500
IN KIND EXPENSE - RENT	\$1,110	\$0	\$0	\$1,110	\$1,362
PROJECT EXPENSES	\$0	\$88,985	\$0	\$88,985	\$97,310
CAF EXPENSES	\$0	\$0	\$82,057	\$82,057	\$77,030
SCHOLARSHIPS	\$0	\$73,453	\$0	\$73,453	\$0
TOTAL EXPENSES	\$82,971	\$162,438	\$124,098	\$369,507	\$303,719
 NET SURPLUS/(DEFICIT)	 (\$36,942)	 (\$145,277)	 \$391,730	 \$209,512	 \$442,460

Cabrillo College Foundation

Income Statement - Operating Budget as of 7/31/17

With Comparative Totals as of 7/31/16

	16-17 Actual 1 Month A	17-18 Actual 1 Month B	17-18 Budget 1 Month C	17-18 Actual To 17-18 Budget D
REVENUE				
EARNED INCOME				
INTEREST AND DIVIDENDS	\$1,884	\$3,038	\$1,950	\$1,088
UNREALIZED GAIN/LOSS ON SECURITIES	(\$1,180)	(\$1,104)	\$0	(\$1,104)
REALIZED GAINS/LOSSES	(\$92)	\$0	\$0	\$0
FEE INCOME	\$24,222	\$22,786	\$21,736	\$1,050
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$14,057	\$14,232	(\$175)
TOTAL EARNED INCOME	\$38,865	\$38,777	\$37,918	\$859
CONTRIBUTED INCOME				
ANNUAL FUND	\$342	\$275	\$0	\$275
PRESIDENT'S CIRCLE GIFTS	\$1,000	\$5,650	\$0	\$5,650
UNRESTRICTED GIFTS	\$223	\$218	\$1,539	(\$1,321)
IN KIND REVENUE-RENT	\$1,362	\$1,110	\$1,362	(\$252)
TOTAL CONTRIBUTED INCOME	\$2,927	\$7,253	\$2,901	\$4,352
TOTAL REVENUE	\$41,792	\$46,030	\$40,819	\$5,211
EXPENSES				
SALARIES & WAGES				
SALARIES & WAGES	\$40,548	\$35,248	\$37,455	\$2,207
TOTAL SALARIES & WAGES	\$40,548	\$35,248	\$37,455	\$2,207
PAYROLL TAXES, BENEFITS				
PAYROLL TAXES, BENEFITS	\$23,401	\$17,093	\$18,997	\$1,904
TOTAL PAYROLL TAXES, BENEFITS	\$23,401	\$17,093	\$18,997	\$1,904
PRINTING	\$493	\$243	\$500	\$257
PHOTOS	\$400	\$400	\$500	\$100
CONSULTANTS	\$450	\$356	\$500	\$144
FOOD	\$0	\$0	\$25	\$25
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$13,389	\$12,491	\$13,529	\$1,038
OFFICE EQUIP & MAINTENANCE				
OFFICE EQUIPMENT	\$0	\$131	\$98	(\$33)

Cabrillo College Foundation
Income Statement - Operating Budget as of 7/31/17
 With Comparative Totals as of 7/31/16

	16-17 Actual 1 Month A	17-18 Actual 1 Month B	17-18 Budget 1 Month C	17-18 Actual To 17-18 Budget D
SOFTWARE MAINTENANCE	\$10,236	\$10,953	\$10,986	\$33
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,236	\$11,085	\$11,084	\$0
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$0	\$125	\$125
OFFICE SUPPLIES	\$229	\$76	\$532	\$456
POSTAGE & MAILING SERVICE	\$0	\$50	\$835	\$785
BOARD EXPENSES	\$0	\$0	\$181	\$181
OTHER EXPENSES				
MISCELLANEOUS	\$13	\$13	\$38	\$25
UNCOLLECTIBLE PLEDGES	\$300	\$3,793	\$2,771	(\$1,022)
MILEAGE & PARKING	\$0	\$0	\$45	\$45
INTERNET SERVICE	\$87	\$88	\$90	\$2
BANK CHARGES	\$174	\$242	\$625	\$383
INVESTMENT FEES	\$49	\$0	\$0	\$0
DIRECTOR/OFFICER LIABILITY INS	\$371	\$361	\$361	\$0
LIABILITY AND PROPERTY INSURANCE	\$336	\$323	\$324	\$0
TOTAL OTHER EXPENSES	\$1,330	\$4,820	\$4,253	(\$567)
IN KIND EXPENSE - RENT	\$1,362	\$1,110	\$1,362	\$252
TOTAL EXPENSES	\$92,913	\$82,971	\$89,878	\$6,906
NET SURPLUS/(DEFICIT)	(\$51,121)	(\$36,942)	(\$49,059)	\$12,117

CABRILLO COLLEGE FOUNDATION
August 31, 2017 Post-Audit Condensed Narrative
Updated October 10, 2017

(1) Balance Sheet

- **Total Assets:**
Total assets of \$31.2M are \$2.1M over prior year due to positive investment results in 2016-17, receipt of pledge payments and higher contributed income.
- **Receivables:**
Total pledges receivable are \$558K less than prior year. The Cabrillo College Foundation had 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 \$1.2M are consistent with prior year with the exception of CalPERS Deferred Outflows. There is a \$126K variance on both the asset and liability side due to the year end adjustment to move the balances to asset accounts from liability accounts.
- **Net Assets:**
Total net assets of \$30M are \$2M over prior year.

(2) Income Statement

- **Revenue:**
Earned income as of August 31, 2017 is \$864K compared to the prior year balance of \$1M. Contributed income of \$221K is \$73K over prior year.
- **Surplus/Deficit:**
As of August 31, 2017, the Cabrillo College Foundation has a \$322K surplus which is \$293K less than prior year due to lower unrealized gains.

(3) Operational Budget to Actual

- **Revenue:**
Operating revenue of \$68K is \$19K favorable vs budget.
- **Expenses:**
Operating expenses of \$167K are \$4K unfavorable vs projection.

- **Surplus/Deficit:**
The operating fund deficit is \$98K. \$16K better than projected due to unprojected proposal indirect income and President's Circle donations coming in earlier than prior years.

(4) Investment Report

- Our return on investments for the UBS Long-Term Pool fiscal year to date as of August 31, 2017 (2 months) is as follows:

Actual Return:	2.42%
Benchmark Return:	2.59%
Difference:	- 0.17%
- Our return on investments for the UBS ESG Long-Term Pool fiscal year to date as of August 31, 2017 (2 months) is as follows:

Actual Return:	1.76%
Benchmark Return:	2.13%
Difference:	-0.37%

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

	Operating 8/31/17 A	Nonendowed 8/31/17 B	Endowed 8/31/17 C	Total 8/31/17 D	Total 8/31/16 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	(\$26,464)	(\$5,574)	\$126,203	\$94,165	\$364,159
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	\$747,767	\$2,077,915	\$10,449	\$2,836,132	\$2,925,191
BAY FEDERAL CREDIT UNION	\$22,665	\$150,000	\$0	\$172,665	\$172,161
LIGHTHOUSE BANK	\$16,694	\$233,000	\$0	\$249,694	\$250,175
UBS GATES	\$15,249	\$51,997	\$0	\$67,246	\$67,129
SUBTOTAL CASH	\$792,615	\$2,703,702	\$137,942	\$3,634,259	\$4,005,973
INVESTMENTS					
DEUTSCHE ASSET AND WEALTH MANAGEMENT	\$0	\$0	\$0	\$0	\$22,658
UBS TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,003
UBS	\$12,057	\$2,000	\$25,017,318	\$25,031,375	\$22,093,367
UBS TITLE V	\$0	\$6	\$1,093,220	\$1,093,225	\$979,561
UBS TITLE III	\$270	\$0	\$178,297	\$178,567	\$165,986
UBS ESG	\$0	\$0	\$620,651	\$620,651	\$585,124
SUBTOTAL INVESTMENTS	\$12,327	\$2,006	\$26,909,485	\$26,923,818	\$23,867,698
TOTAL CASH AND INVESTMENTS	\$804,941	\$2,705,708	\$27,047,427	\$30,558,076	\$27,873,671
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$13,176	\$0	\$0	\$13,176	\$15,834
PLEDGES - ANNUAL FUND	\$27,343	\$0	\$0	\$27,343	\$43,668
PLEDGES - RESTRICTED	\$0	\$126,975	\$121,745	\$248,720	\$795,286
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$9,544)	\$0	\$0	(\$9,544)	(\$16,632)
SUBTOTAL PLEDGES	\$30,976	\$126,975	\$121,745	\$279,696	\$838,157
ACCOUNTS RECEIVABLE					

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

	Operating 8/31/17 A	Nonendowed 8/31/17 B	Endowed 8/31/17 C	Total 8/31/17 D	Total 8/31/16 E
ACCOUNTS RECEIVABLE	\$250	\$1,889	\$0	\$2,139	\$630
TOTAL ACCOUNTS RECEIVABLE	\$250	\$1,889	\$0	\$2,139	\$630
OTHER RECEIVABLES					
NOTES RECEIVABLE	\$10,925	\$0	\$0	\$10,925	\$0
ACCRUED INTEREST RECEIVABLE	\$2,622	\$0	\$0	\$2,622	\$0
SPLIT INTEREST AGREEMENTS	\$38,773	\$85,667	\$13,139	\$137,579	\$347,804
SUBTOTAL OTHER RECEIVABLES	\$52,320	\$85,667	\$13,139	\$151,126	\$347,804
TOTAL RECEIVABLES	\$83,546	\$214,530	\$134,884	\$432,960	\$1,186,591
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	\$8,637	\$0	\$0	\$8,637	\$4,246
PREPAID RETIREMENT EXPENSE	\$33,526	\$0	\$0	\$33,526	\$29,907
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$44,977	\$0	\$0	\$44,977	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$81,394	\$0	\$0	\$81,394	\$0
TOTAL ASSETS	\$1,057,021	\$2,920,238	\$27,182,311	\$31,159,570	\$29,094,414

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

	Operating 8/31/17 A	Nonendowed 8/31/17 B	Endowed 8/31/17 C	Total 8/31/17 D	Total 8/31/16 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$16,291	\$26,711	\$0	\$43,002	\$26,760
ACCRUED PTO	\$34,932	\$0	\$0	\$34,932	\$39,133
ACCRUED EXPENSES	\$20,203	\$0	\$0	\$20,203	\$15,647
SECTION 125 WITHHOLDINGS	\$361	\$0	\$0	\$361	\$375
ACCRUED RETIREE MEDICAL BENEFITS	\$59,305	\$0	\$0	\$59,305	\$54,850
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$131,091	\$26,711	\$0	\$157,802	\$136,765
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$31,997	\$498,176	\$530,173	\$538,699
ENDOWED SCHOLARSHIPS	\$0	\$0	\$0	\$0	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$84,252	\$0	\$84,252	\$95,021
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$116,249	\$498,176	\$614,425	\$635,255
FACULTY, WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$58,451	\$58,451	\$56,652
SUBTOTAL FACULTY, WES GRANTS PAYABLE	\$0	\$0	\$58,451	\$58,451	\$56,652
OTHER LIABILITIES					
UNFUNDED PERS PENSION LIABILITY	\$336,966	\$0	\$0	\$336,966	\$247,461
DEFERRED REVENUE - PERS	\$40,294	\$0	\$0	\$40,294	\$65,392
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$0	\$0	\$0	\$0	(\$45,176)
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$0	\$0	\$0	\$0	(\$42,938)
DUE TO OTHER FUNDS	\$0	\$0	\$0	\$0	\$0
SUBTOTAL OTHER LIABILITIES	\$377,260	\$0	\$0	\$377,260	\$224,739
TOTAL LIABILITIES	\$508,351	\$142,960	\$556,627	\$1,207,938	\$1,053,411
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$290,617	\$0	\$0	\$290,617	\$228,839
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302

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

	Operating 8/31/17 A	Nonendowed 8/31/17 B	Endowed 8/31/17 C	Total 8/31/17 D	Total 8/31/16 E
DESIGNATED-RETIREE MEDICAL BENEFITS	\$47,023	\$0	\$0	\$47,023	\$41,337
UNDESIGNATED	(\$98,272)	\$0	\$0	(\$98,272)	(\$112,105)
SUBTOTAL OPERATING NET ASSETS	\$548,670	\$0	\$0	\$548,670	\$467,373
NET ASSETS - OTHER	\$0	\$2,777,279	\$0	\$2,777,279	\$3,409,515
NET ASSETS-HISTORICAL GIFTS	\$0	\$0	\$26,625,684	\$26,625,684	\$24,164,114
TOTAL NET ASSETS	\$548,670	\$2,777,279	\$26,625,684	\$29,951,633	\$28,041,003
TOTAL LIABILITIES AND NET ASSETS	\$1,057,021	\$2,920,238	\$27,182,311	\$31,159,570	\$29,094,414
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$646,942	 \$2,894,942	 \$26,087,469	 \$29,629,353	 \$27,426,086
 NET SURPLUS/(DEFICIT)	 (\$98,272)	 (\$117,663)	 \$538,214	 \$322,279	 \$614,917
 ENDING NET ASSETS	 \$548,670	 \$2,777,279	 \$26,625,684	 \$29,951,633	 \$28,041,003

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

	Operating 8/31/17 A	Nonendowed 08/31/17 B	Endowed 08/31/17 C	Total 08/31/17 D	Total 08/31/16 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$6,137	\$51	\$80,759	\$86,947	\$81,270
UNREALIZED GAIN/LOSS ON SECURITIES	(\$1,018)	\$0	\$379,201	\$378,182	\$681,948
REALIZED GAINS/LOSSES	\$0	\$0	\$125,624	\$125,624	\$78,651
FEE INCOME	\$38,140	\$0	\$0	\$38,140	\$32,018
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$0	\$0	\$14,057	\$14,030
TOTAL EARNED INCOME	\$57,316	\$51	\$585,583	\$642,950	\$887,917
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$123,354	\$86,409	\$209,763	\$140,206
ANNUAL FUND	\$636	\$0	\$0	\$636	\$479
PRESIDENT'S CIRCLE GIFTS	\$7,508	\$0	\$0	\$7,508	\$3,752
UNRESTRICTED GIFTS	\$593	\$0	\$0	\$593	\$428
INTERFUND CONTRIBUTIONS	\$0	\$549	(\$549)	\$0	\$0
IN KIND REVENUE	\$0	\$410	\$0	\$410	\$500
IN KIND REVENUE-RENT	\$2,210	\$0	\$0	\$2,210	\$2,724
TOTAL CONTRIBUTED INCOME	\$10,948	\$124,313	\$85,860	\$221,120	\$148,089
TOTAL REVENUE	\$68,263	\$124,364	\$671,443	\$864,070	\$1,036,005
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$71,398	\$0	\$0	\$71,398	\$79,593
TOTAL SALARIES & WAGES	\$71,398	\$0	\$0	\$71,398	\$79,593
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$37,335	\$0	\$0	\$37,335	\$40,088
TOTAL PAYROLL TAXES, BENEFITS	\$37,335	\$0	\$0	\$37,335	\$40,088
PRINTING	\$210	\$0	\$0	\$210	\$493
PHOTOS	\$400	\$0	\$0	\$400	\$600
CONSULTANTS	\$19,965	\$0	\$0	\$19,965	\$16,924
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$13,589	\$0	\$0	\$13,589	\$13,759
OFFICE EQUIP & MAINTENANCE					

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

	Operating 8/31/17 A	Nonendowed 08/31/17 B	Endowed 08/31/17 C	Total 08/31/17 D	Total 08/31/16 E
OFFICE EQUIPMENT	\$131	\$0	\$0	\$131	\$0
SOFTWARE MAINTENANCE	\$10,953	\$0	\$0	\$10,953	\$10,236
TOTAL OFFICE EQUIP & MAINTENANCE	\$11,085	\$0	\$0	\$11,085	\$10,236
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$0	\$0	\$0	\$0	\$1,075
OFFICE SUPPLIES	\$802	\$0	\$0	\$802	\$975
POSTAGE & MAILING SERVICE	\$119	\$0	\$0	\$119	\$0
BOARD EXPENSES	(\$340)	\$0	\$0	(\$340)	\$0
OTHER EXPENSES					
MISCELLANEOUS	\$170	\$0	\$0	\$170	\$25
UNCOLLECTIBLE PLEDGES	\$7,409	\$0	\$0	\$7,409	\$410
INTERNET SERVICE	\$186	\$0	\$0	\$186	\$174
BANK CHARGES	\$629	\$0	\$0	\$629	\$412
INVESTMENT FEES	\$0	\$0	\$42,041	\$42,041	\$36,015
DIRECTOR/OFFICER LIABILITY INS	\$721	\$0	\$0	\$721	\$743
LIABILITY AND PROPERTY INSURANCE	\$647	\$0	\$0	\$647	\$673
TOTAL OTHER EXPENSES	\$9,762	\$0	\$42,041	\$51,804	\$38,451
IN KIND EXPENSE	\$0	\$410	\$0	\$410	\$500
IN KIND EXPENSE - RENT	\$2,210	\$0	\$0	\$2,210	\$2,724
PROJECT EXPENSES	\$0	\$166,143	\$0	\$166,143	\$138,141
CAF EXPENSES	\$0	\$0	\$91,188	\$91,188	\$14,030
SCHOLARSHIPS	\$0	\$75,474	\$0	\$75,474	\$63,500
TOTAL EXPENSES	\$166,535	\$242,027	\$133,229	\$541,791	\$421,089
NET SURPLUS/(DEFICIT)	(\$98,272)	(\$117,663)	\$538,214	\$322,279	\$614,917

Cabrillo College Foundation

Income Statement - Operating Budget as of 8/31/17

With Comparative Totals as of 8/31/16

	16-17 Actual 2 Months A	17-18 Actual 2 Months B	17-18 Budget 2 Months C	17-18 Actual To 17-18 Budget D	17-18 Projected Actu (2 mos. actual and 10 mos. projected)	17-18 Annual Budget (Approved 5.9.17) F	Variance 17-18 2 Mos. Actual and 10 Mos Projected to 17-18 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$4,371	\$6,137	\$3,900	\$2,237	\$23,400	\$23,400	\$0
UNREALIZED GAIN/LOSS ON SECURITIES	(\$1,453)	(\$1,018)	\$0	(\$1,018)	\$0	\$0	\$0
REALIZED GAINS/LOSSES	\$498	\$0	\$0	\$0	\$0	\$0	\$0
FEE INCOME	\$32,018	\$38,140	\$24,972	\$13,168	\$137,081	\$119,101	\$17,980
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$14,057	\$14,232	(\$175)	\$14,057	\$14,232	(\$175)
ENDOWMENT MANAGEMENT FEE	\$0	\$0	\$0	\$0	\$363,879	\$363,879	\$0
TOTAL EARNED INCOME	\$49,464	\$57,316	\$43,104	\$14,211	\$538,417	\$520,612	\$17,805
CONTRIBUTED INCOME							
ANNUAL FUND	\$479	\$636	\$0	\$636	\$95,000	\$95,000	\$0
PRESIDENT'S CIRCLE GIFTS	\$3,752	\$7,508	\$0	\$7,508	\$321,000	\$321,000	\$0
UNRESTRICTED GIFTS	\$428	\$593	\$3,078	(\$2,485)	\$18,467	\$18,467	\$0
IN KIND REVENUE-RENT	\$2,724	\$2,210	\$2,724	(\$514)	\$13,320	\$16,344	(\$3,024)
TOTAL CONTRIBUTED INCOME	\$7,383	\$10,948	\$5,802	\$5,146	\$447,787	\$450,811	(\$3,024)
TOTAL REVENUE	\$56,847	\$68,263	\$48,906	\$19,357	\$986,204	\$971,423	\$14,781
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$79,593	\$71,398	\$74,910	\$3,512	\$493,459	\$493,459	\$0
TOTAL SALARIES & WAGES	\$79,593	\$71,398	\$74,910	\$3,512	\$493,459	\$493,459	\$0
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$40,088	\$37,335	\$37,994	\$659	\$237,965	\$237,965	\$0
TOTAL PAYROLL TAXES, BENEFITS	\$40,088	\$37,335	\$37,994	\$659	\$237,965	\$237,965	\$0
ADVERTISING	\$0	\$0	\$0	\$0	\$1,000	\$1,000	\$0
PRINTING	\$493	\$210	\$500	\$290	\$19,100	\$19,100	\$0
PHOTOS	\$600	\$400	\$800	\$400	\$3,400	\$3,400	\$0
CONSULTANTS	\$16,924	\$19,965	\$9,333	(\$10,632)	\$71,950	\$71,950	\$0
FOOD	\$0	\$0	\$50	\$50	\$300	\$300	\$0
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$13,759	\$13,589	\$13,529	(\$60)	\$50,026	\$50,026	\$0

Cabrillo College Foundation
Income Statement - Operating Budget as of 8/31/17
 With Comparative Totals as of 8/31/16

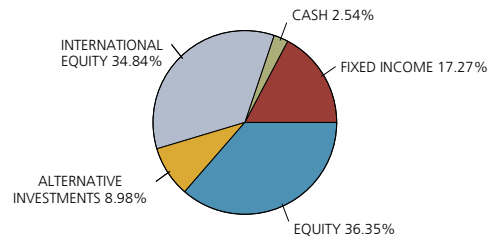
	16-17 Actual 2 Months A	17-18 Actual 2 Months B	17-18 Budget 2 Months C	17-18 Actual To 17-18 Budget D	17-18 Projected Actu (2 mos. actual and 10 mos. projected)	17-18 Annual Budget (Approved 5.9.17) F	Variance 17-18 2 Mos. Actual and 10 Mos Projected to 17-18 Budget G
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$0	\$131	\$197	\$65	\$1,180	\$1,180	\$0
SOFTWARE MAINTENANCE	\$10,236	\$10,953	\$10,986	\$33	\$10,953	\$10,986	\$33
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,236	\$11,085	\$11,183	\$98	\$12,133	\$12,166	\$33
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$0	\$250	\$250	\$1,501	\$1,501	\$0
OFFICE SUPPLIES	\$975	\$802	\$1,063	\$261	\$6,379	\$6,379	\$0
POSTAGE & MAILING SERVICE	\$0	\$119	\$1,671	\$1,551	\$10,023	\$10,023	\$0
BOARD EXPENSES	\$0	(\$340)	\$362	\$702	\$2,170	\$2,170	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$25	\$170	\$75	(\$95)	\$450	\$450	\$0
UNCOLLECTIBLE PLEDGES	\$410	\$7,409	\$5,542	(\$1,868)	\$33,250	\$33,250	\$0
MILEAGE & PARKING	\$0	\$0	\$91	\$91	\$545	\$545	\$0
INTERNET SERVICE	\$174	\$186	\$180	(\$6)	\$1,081	\$1,081	\$0
IT HOSTING SERVICE	\$0	\$0	\$0	\$0	\$4,602	\$4,602	\$0
BANK CHARGES	\$412	\$629	\$1,250	\$621	\$7,500	\$7,500	\$0
INVESTMENT FEES	\$49	\$0	\$0	\$0	\$0	\$0	\$0
DIRECTOR/OFFICER LIABILITY INS	\$743	\$721	\$721	\$0	\$4,327	\$4,327	\$0
LIABILITY AND PROPERTY INSURANCE	\$673	\$647	\$648	\$1	\$3,885	\$3,885	\$0
TOTAL OTHER EXPENSES	\$2,485	\$9,762	\$8,506	(\$1,256)	\$55,640	\$55,640	\$0
IN KIND EXPENSE - RENT	\$2,724	\$2,210	\$2,724	\$514	\$16,344	\$16,344	\$0
TOTAL EXPENSES	\$168,952	\$166,535	\$162,874	(\$3,661)	\$981,390	\$981,423	\$33
NET SURPLUS/(DEFICIT)	(\$112,105)	(\$98,272)	(\$113,968)	\$15,696	\$4,814	(\$10,000)	\$14,814

CABRILLO COLLEGE FOUNDATION - LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2017 THROUGH 8/31/2017

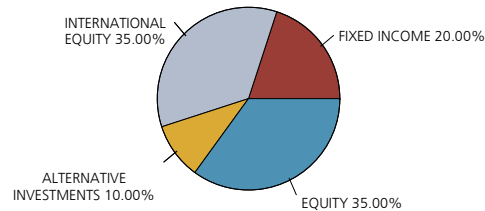


Asset Allocation Analysis

Asset Allocation as of August 31, 2017

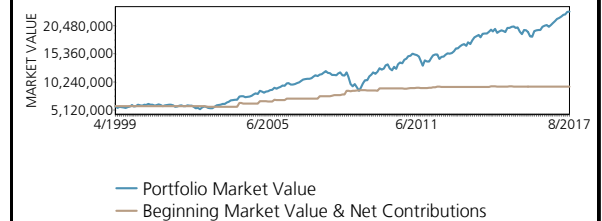


Investment Policy Preferred Target Allocation

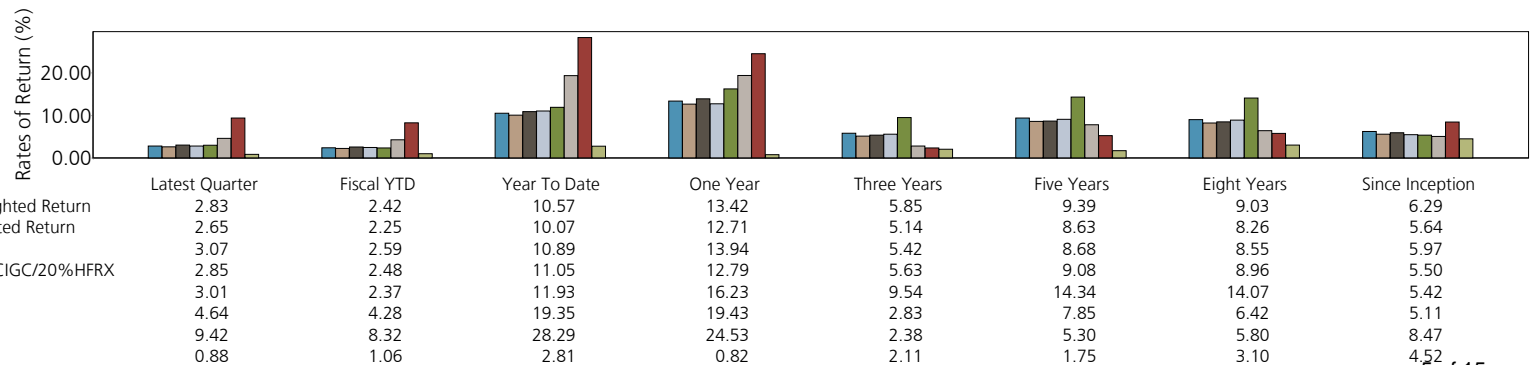


Portfolio Growth

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



Name	Incept. Date	Current Allocation	Latest Quarter	Portfolio Returns							Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incep
				Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incep									
TOTAL FUND																			
Parametric R3000	04/26/99	36.5%	2.79	1.84	10.86	15.66	8.78	14.06	13.90	6.06	Russell 3000	3.00	2.08	11.20	16.06	9.08	14.27	14.10	5.89
Breckinridge Intm Fixed	05/31/06	17.4%	0.89	1.09	2.82	0.82	2.36	2.00	4.08	5.41	Barclays Int Gov/Cr *	0.88	1.06	2.81	0.82	2.18	1.84	3.22	4.22
Brandes Intl	04/30/99	12.1%	1.33	2.04	10.13	13.37	2.22	9.39	5.97	6.59	MSCI ACWI x US Value	4.64	4.02	15.93	20.98	0.97	7.03	5.32	5.68
Hansberger Intl	01/31/05	8.9%	8.44	7.21	28.32	27.44	6.82	10.96	8.56	6.99	MSCI ACWI x US Growth	4.64	4.53	23.01	17.86	4.64	8.61	7.49	6.43
Brandes Global MidCap	12/22/08	0.6%	0.74	1.06	6.90	14.91	8.89	16.15	12.86	18.55	MSCI World Index	3.05	2.62	13.93	16.84	6.52	11.73	10.51	12.07
Accuvest Intl	11/30/11	5.4%	5.62	4.37	21.32	19.46	3.13	7.15	-	6.33	MSCI ACWI x US	4.55	4.23	18.91	18.87	2.35	7.37	5.95	7.32
Intl Small Cap	10/24/16	10.1%	3.83	3.55	20.48	-	-	-	-	19.19	SP Developed ExUS SC	4.67	4.15	21.32	20.65	6.97	12.24	9.91	21.41
Liquid Alternatives	04/30/13	9.0%	1.06	1.11	4.12	4.79	2.06	-	-	1.83	HFRX Global Hedge	1.44	1.22	3.81	5.59	(0.01)	1.94	1.51	1.10
TOTAL FUND	04/30/99	100.0%	2.83	2.42	10.57	13.42	5.85	9.39	9.03	6.29	Composite Benchmark	3.07	2.59	10.89	13.94	5.42	8.68	8.55	5.97



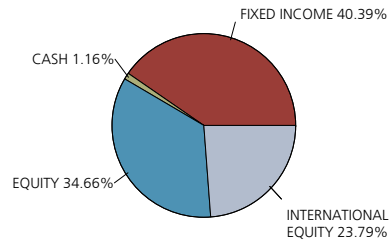
* Strategy was transitioned from Barclays Intermediate Agg on 11/2014.

CABRILLO COLLEGE FOUNDATION - ESG LONG-TERM POOL SUMMARY FOR THE PERIOD 7/1/2017 THROUGH 8/31/2017

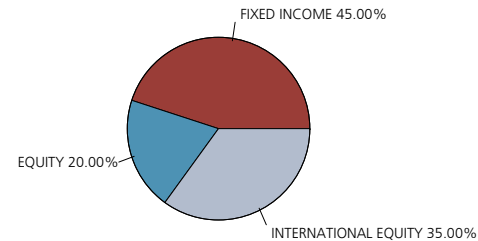


Asset Allocation Analysis

Asset Allocation as of August 31, 2017

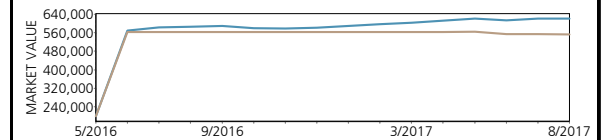


Investment Policy Preferred Target Allocation



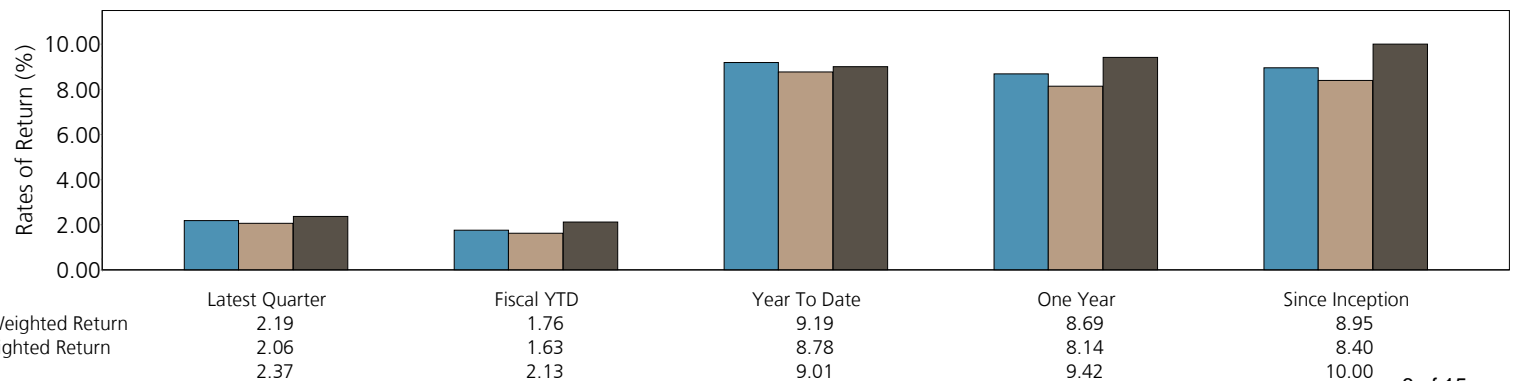
Portfolio Growth

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

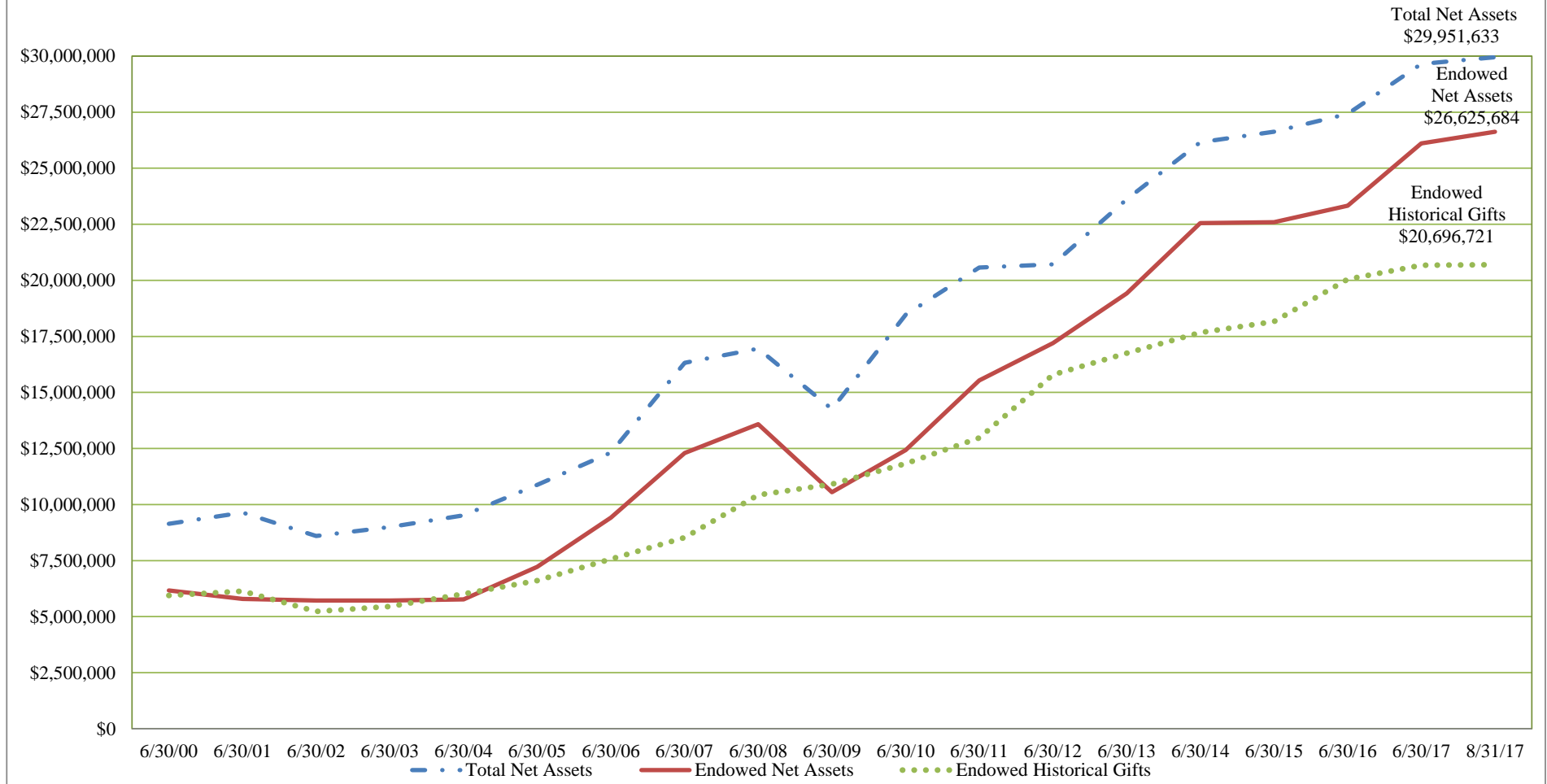


	Dollars	
	Since Inception	Since Inception
Beginning Value	198,742	198,742
Net Contribution	353,038	353,038
Investment Return	68,857	68,857
Ending Value	620,637	620,637

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	20.1%	2.60	1.42	9.67	13.07	13.89	S&P 500 Index	3.01	2.37	11.93	16.23	16.47
ESG Breckinridge Intm Fixed	05/19/16	41.0%	0.84	1.01	2.76	0.76	1.71	BB Int Gov/Cr	0.88	1.06	2.81	0.82	1.83
ESG Funds	05/18/16	38.9%	3.42	2.74	16.61	15.75	14.88	MSCI ACWI ESG	3.64	3.15	14.64	15.98	16.32
TOTAL FUND	05/18/16	100.0%	2.19	1.76	9.19	8.69	8.95	Composite Benchmark	2.37	2.13	9.01	9.42	10.00



Cabrillo College Foundation
Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts
June 30, 2000 to August 31, 2017



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

Endowed Net Assets highest level was \$26,625,684 as of August 31, 2017

Endowed Historical Gifts highest level was \$20,696,721 as of August 31, 2017



Foundation

MEMORANDUM

Officers

President
Leola Lapides

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

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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: October 10, 2017

TO: Executive Committee

FROM: Eileen Hill

SUBJECT: Moving investments with Brian Sharpes to Morgan Stanley

CONFIDENTIAL

Background

The foundation's investment consultant, Brian Sharpes will be moving from UBS to Morgan Stanley in a couple weeks. Attached is information from Brian Sharpes outlining the background, benefits, and process of moving to Morgan Stanley. The move to Morgan Stanley will provide approximately \$25,000 in savings annually for the foundation and efficiencies with streamlined technology. The foundation does not have a contract with UBS so there will not be any penalties to move foundation funds to Morgan Stanley.

The foundation may maintain its relationship with Brian Sharpes and move funds to Morgan Stanley or keep funds with UBS and be reassigned to a new consultant.

Eileen Hill is in full support of maintaining the foundation's relationship with Brian Sharpes and moving foundation funds to Morgan Stanley. Additionally, Brian Sharpes serves as the investment consultant for the Community Foundation of Santa Cruz County, which will be moving with Brian Sharpes to Morgan Stanley.

Review recommendation of the Finance and Investments Committee.

Transition Overview

Why We Are Changing Custodian Firms

1. Our entire group voted in favor of the move
 - The group will stay intact – Justin, Dan, Carrie, Ally, Luke, and Rory
2. Lower cost to access the same managers
3. More discretionary options – Clients co-create the consulting and administrative experience
4. Significant increase in Alternative Investment due diligence and options
5. More peer sharing opportunities with dozens of teams like ours throughout the country
6. Additional resources and emphasis on ESG and Sustainable Investments
7. Full senior management support for Institutional Consulting
8. Better culture for our entire team
9. Better technology
10. Fee reduction is 9 basis points or about \$25,000 per year

What Is The Process To Transfer?

1. This is a custody change. Accounts transfer via a 5-day electronic transfer process.
2. Accounts and money managers all stay the same with lower overall cost.
3. Performance reporting remains unchanged with all historical data

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Faculty Representative

Executive Director
Eileen Hill

MEMORANDUM

DATE: October 10, 2017
TO: Executive Committee
FROM: Claire Biancalana
SUBJECT: President's Circle Campaign

2017-18 President's Circle Committee

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 have joined the committee as new members. The President's Circle Kick-off was held on September 21st at the Sesnon House and now committee members are working to review their prospect lists.

The 2017-18 campaign goal is \$332,000, and \$40,946 has been raised to date for the President's Circle.

Invitations to join the President's Circle will be personalized by committee members and mailed the first week of November. We will be inviting new President's Circle members and prospective President's Circle members on October 18th, 5:30 – 7:30 pm to a special reception at Shadowbrook hosted by President's Circle Committee member Ted Burke.

President's Circle Benefits

Luminary Level \$15,000+

- Homemade pizza party at the home of Claire Biancalana and Bill Kelsay

Benefactor Level \$10,000+

- Feasting with Faculty: an elegant dinner party with short presentations from leading Cabrillo College instructors

Trustee Level \$5,000+

- Intimate round table luncheon with Cabrillo College President

Director Level \$2,500+

- Magnificent five-course Winemaker's gourmet dinner created and served by Cabrillo culinary students

President's Plus \$1,500+

- Special event at the home of William and Erica Ow
- All benefits listed below

President Level \$1,000+

- President's Holiday Party, December 1, 2017
- President's Circle Reception and tickets to Cabrillo Stage Summer Musical
- Historical Tour led by Sandy Lydon

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



Foundation

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VP Administrative Services

Kathleen Welch

VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

Executive Director

Eileen Hill

DATE: October 10, 2017

TO: Executive Committee

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, inviting them to support the program and attend the WES Luncheon with a gift of \$100 or more.

The WES Luncheon was held on Friday, September 15, 2017 and a total of 113 guests joined us to show their support for the WES program. Five young women were honored at the lunch and shared their touching stories about how receiving an emergency grant through WES had impacted their lives.

As of October 9th, \$111,866 has been received from the appeal and donations are still arriving periodically. WES donations made through December 31, 2017 will be included in the 2017 WES Campaign. The Wedeen Hammer Group at Morgan Stanley partnered with the Sharanam Foundation to give a matching grant to inspire donors to potentially increase their support and give gifts of \$250 or more. We are pleased to report that the entire amount of \$10,000 from the Wedeen Hammer Group and Sharanam Foundation has been matched.

This year a total of \$68,000 has been 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

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VP Instruction
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VP Student Services
Enrique Buelna
Faculty Representative
Executive Director
Eileen Hill

DATE: October 10, 2017
TO: Executive Committee
FROM: Owen Brown
SUBJECT: Faculty and Staff Grants

2017-18 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 \$68,996 available to award** to faculty to increase student success. In November, a committee of six Foundation Board Members and seven Cabrillo faculty will review proposals and select projects to award.

Faculty Grants guidelines and application have been posted online and all faculty and staff have been notified about the opportunities via email. As of October 6th, we have received 13 proposal submissions and will receive many more this week. The deadline to submit a proposal is October 13th.

Current committee members include: Cherie Barkey, Owen Brown, Ted Burke, Ceil Cirillo, Lee Duffus, Tobin Keller, Amy Newell, Patty Quillin, and David Schwartz. We are also recruiting faculty representation from BELA, Athletics, CTE and Allied Health to join the committee.

Upcoming Dates for Committee Members:

- **November 3rd:** Committee members will receive a roster of proposals (approximately 50) and full narratives for scoring on their own (2-4 hours)
- **Week of Nov. 13th or 20th:** Committee members will meet together determine which proposals will be funded (3 hour meeting)
- **January 2018 (TBD):** There will be an event that committee members are invited to attend (but not required) to be recognized for their work. We will also celebrate all the wonderful project that we were able to fund.

2017-18 Cabrillo College Foundation Committee Meetings and Events

Updated 10/10/2017

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 21, 2018

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

Alumni Event

September 23, 2017

5:30 pm - Cabrillo Cafeteria

7:00 - Carl Connelly Stadium

**Shadowbrook Reception
(PC Prospects)**

October 18, 2017

5:30 – 7:00 pm

Shadowbrook Restaurant

Heritage Club Lunch

*November 8, 2017

12:00 – 1:30 pm

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/Cancelled

* New Event/Date change

2017-18 Cabrillo College Foundation Committee Roster – Updated 10/9/2017

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 Lapidés, 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 Lapidés, President
William Ow, Vice President
Steve Snodgrass, Past President
Rachael Spencer
Staff: Eileen Hill
Nancy Machado

FINANCE & INVESTMENTS

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

CABRILLO ADVANCEMENT PROGRAM (CAP)

Chair: Carrie Birkhofer
Enrique Buelna
Sesario Escoto
Leola Lapidés
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 Lapidés
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 Lapidés
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