



# 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  
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Gary Reece  
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Victoria Lewis  
VP Administrative Services  
Kathleen Welch  
VP Instruction  
Suzanne Gochis  
VP Student Services  
Enrique Buelna  
Faculty Representative
- Executive Director**  
Eileen Hill

**DATE:** January 11, 2018

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

**FROM:** Leola Lapidés, CCF President

**STAFF:** Eileen Hill, Nancy Machado

**SUBJECT:** Executive Committee Meeting  
Thursday, January 18, 2018  
9:00 am – 10:00 am  
Cabrillo College, Sesnon House, Room 1824  
6500 Soquel Drive, Aptos, CA 95003

Item	Responsibility	Page
<b>A. Regular Open Session</b>		
1. Welcome and Call to Order	L. Lapidés	
2. Approval of Agenda	L. Lapidés	
<i>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.</i>		

*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
<b>A. Regular Open Session (cont.)</b>		
3. October 16, 2017 meeting minutes	L. Lapidés	4 - 7
<b>B. Public Comment</b>		
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<b>C. Reports</b>		
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2. Executive Director Report	E. Hill	9
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2.2 Fundraising Totals		11
July 1, 2017 to January 12, 2018		
Outright Gifts:	\$2,447,461	
Unbooked Revocable Planned Gifts:	\$ 50,000	
Total:	\$2,497,461	
<b>D. Action Items</b>		
1. November 30, 2017 Financial Statements	A. Aman	
1.1 November 30, 2017 Condensed Narrative		12 – 13
1.2 Balance Sheet		14 – 17
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1.4 Income Statement Budget-to-Actual		21 - 22
2. Authorized Signer Changes for Cabrillo College Foundation	L. Lapidés	23
<b>E. Informational Items</b>		
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3. Morgan Stanley Contract with Cabrillo College Foundation	A. Aman	27

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4. Evelyn Pelz Estate Gift	E. Hill	
5. 2018-19 Budget Timeline	N. Machado	28
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7. President's Circle Campaign Update	O. Brown	30 - 34
8. Cabrillo Advancement Program Update	L. Lapidés	35
9. Committee Calendar and Roster	L. Lapidés	36 -37
<b>F. Adjournment</b>		
1. Adjournment	L. Lapidés	

**UPCOMING EXECUTIVE MEETINGS**

9:00 – 10:00 a.m.  
 Thursday, April 19, 2018  
 Sesnon House, Room 1824

**Executive Committee 2017-18 Attendance Chart**

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

**Present:** Alan Aman, Claire Biancalana, Owen Brown, Laurel Jones, Leola Lapidés, William Ow, Steve Snodgrass, Rachael Spencer

**Absent:** Linda Burroughs, David Heald

**Staff:** Eileen Hill, Nancy Machado, Lori Hood

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Call to Order – L. Lapidés called the meeting to order at 9:08 a.m.

Approval of Agenda

**Motion: MSC: S. Snodgrass , R. Spencer.** The committee voted unanimously to approve the Executive Committee agenda.

Public Comment Opportunity

Bob Shepherd, a member of the Finance and Investments Committee, attended the meeting but had no comments.

Approve Executive Committee Minutes

**Motion: MSC: R. Spencer / C. Biancalana.** Alan Aman, Claire Biancalana, Laurel Jones, Steve Snodgrass and Rachael Spencer voted to approve the Executive Committee Minutes of August 30, 2017. Owen Brown and William Ow abstained. Linda Burroughs and David Heald were absent.

Cabrillo College Report

L. Jones outlined three initiatives of Cabrillo College. The first is to accelerate students' basic skills in the first year at Cabrillo. Basic skills will be improved through compressed, accelerated courses for specific subject modules that will be reinforced with peer tutoring and support systems. The second is the creation of a Freshman Experience class, which will include educating students on career opportunities, basic skills and independent learning. The third focus is developing multiple measures to assess rather than one assessment test. This might involve using high school GPA's and math level after sophomore year of high school.

Executive Director Report

E. Hill reported on the October 12 - 13 CASE Conference. The conference focused on fundraising in Community Colleges. Eileen described the diversity amongst community college foundations relating to the sizes of the organizations, the structures and involvement with the colleges and the amount of money being raised. She learned that other campuses have stronger programs targeting employees and retirees, which will be an increased focus for Cabrillo College Foundation. Streamlining database management was also a hot topic at the conference. Eileen reported that the Foundation is a quarter of the way towards its annual fundraising goal. She announced that we will be honoring the Monterey Peninsula Foundation at the December 1, 2017 Holiday Party.

Executive Director Goals

L. Lapidés summarized the 2017-18 Executive Director goals and asked for a motion to approve these goals.

**Motion: MSC: R. Spencer/S. Snodgrass.** The committee voted unanimously to approve the 2017-18 Executive Director goals.

Approve Financial Statements

The Executive Committee reviewed the June 30, 2017 Post Audit Financial Statements. Alan Aman that the total assets were \$31.7M, \$2.2M over prior year. Net assets were \$29.6M, \$2.2M 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 \$964K. The operating surplus was \$67,463 post-audit.

**Motion: MSC: L. Jones/R. Spencer.** The committee voted unanimously to approve the June 30, 2017 Post-Audit Financial Statements.

The Executive Committee received the July 31, 2017 Post-Audit Financial Statements and reviewed August 31, 2017 Post-Audit Financial Statement. Alan Aman reported as of August 31, 2017, the total assets were \$31.2M, \$2.1M over prior year. Net assets were \$30M, \$2M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was \$864K. Total expenses were \$542K with a net surplus for all funds of 322K. The total operating revenue was \$68K and expenses \$167K. The operating deficit was \$98K.

**Motion: MSC: O. Brown/C. Biancalana.** The committee voted unanimously to approve the July 31, 2017 – August 31, 2017 Post-Audit Financial Statements.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of August 31, 2017 was \$29,951,633. The highest net assets level was \$30,572,308 as of May 31, 2017. The endowed net assets balance was \$26,625,684, the highest net assets balance reported. The endowed historical gifts value was \$20,696,721, 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 September 30, 2017 (3 months) is as follows:

- Actual Return: 4.29%
- Benchmark Return 4.29%
- Difference 0.00%

The CCF return on investments for the UBS ESG Endowment pool return on investments fiscal year to date as of September 30, 2017 (3 months) is as follows:

- Actual Return: 2.69%
- Benchmark Return 3.18%
- Difference -0.49%

Brian Sharpes Moving to Morgan Stanley

A. Aman reported that the Finance Committee met before the Executive Committee meeting at 8:30 am, October 16, 2017 to discuss Brian Sharpe's move from UBS to Morgan Stanley. The Finance Committee approved maintaining the foundation's relationship with Brian Sharpes and moving funds to Morgan Stanley.

President's Circle

C. Biancalana reported that The President's Circle Kick-off Celebration was held on September 21<sup>st</sup>. \$50,000 has been raised towards the \$332,000 goal. She reported that Ted Burke has once again offered hosting a special reception for prospective President Circle members at the Shadowbrook on October 18<sup>th</sup>.

Women's Educational Success

R. Spencer reported that the WES luncheon was held on Friday, September 15<sup>th</sup>. As of October 9<sup>th</sup>, \$111,866 has been received from the annual appeal and donations received through December 31, 2017 will be included in the 2017 WES Campaign. The Wedeen Hammer Group and the Sharanam Foundation collaborated to offer matching grants to donors. \$10,000 has been matched. This year \$68,000 will be given out in emergency grants to students in need at Cabrillo through WES.

Faculty Grants

O. Brown reported that there is \$68,996 available to award faculty to increase student success, which is up from \$54,000 awarded last year. In November, a committee of Foundation Board members and Cabrillo faculty will review proposals and select projects to award. A reception will be held in January to celebrate the recipients and to learn about their projects.

Committee Calendar & Roster

Adjournment

The meeting was adjourned at 9:50 a.m.

Respectfully submitted,



Eileen Hill, Executive Director

**Next Meeting:**  
**Thursday, January 18, 2018**  
 9:00 – 10:00 am  
 Sesnon House, Room 1824

**Executive Committee 2017-18 Attendance Chart**

<b>Executive Committee Members</b>	<b>8/30/17</b>	<b>10/16/17</b>		
Alan Aman	P	P		
Claire Biancalana	P	P		
Owen Brown	P	P		
Linda Burroughs	P	A		
David Heald	P	A		
Laurel Jones	P	P		
Leola Lapidés	P	P		
William Ow	A	P		
Steve Snodgrass	P	P		
Rachael Spencer	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

## Foundation

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Enrique Buelna

Faculty Representative

**Executive Director**

Eileen Hill

**DATE:** January 11, 2018

**TO:** Executive Committee

**FROM:** Eileen Hill

**SUBJECT:** New Cabrillo College President, Matt Wetstein

Dr. Matthew Wetstein is currently the Assistant Superintendent and Vice President of Instruction and Planning at San Joaquin Delta College in Stockton, California, where, to date, he has participated in research funding and institutional grants totaling \$8 Million. Prior to that, he served as Interim Dean of the San Joaquin Delta College Agriculture, Science and Math Division, and before that, was the Dean of Planning, Research and Institutional Effectiveness for five years. He has served as the President of the Research and Planning Group of the California Community Colleges from 2014-2016. His research on the effects of the economic recession on California Community College Students has won national and state awards.



Matt began his academic career as a Political Science Instructor, with more than a dozen years of postsecondary teaching experience at colleges and universities in California and Indiana. He received a Ph.D. in Political Science and an M.A. in Political Science from Northern Illinois University, and he holds a B.A. in Political Science from the University of St. Francis, in Joliet, Illinois.

Matt will begin at Cabrillo College on February 1.

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[www.cabrillo.edu/associations/foundation](http://www.cabrillo.edu/associations/foundation)

*Please remember Cabrillo College Foundation in your will*



# Executive Director Report: December 2017

## Administration

- New President Onboarding Plan
- Transition to Morgan Stanley and Contract
- Annual Report and Website Reconstruction
- Succession Planning
- 3-year review of Bylaws, Master Agreement and Articles of Incorporation



## Fundraising

- 2017-18 fundraising goal is \$3M and \$2,497,461 has been raised so far
- Women's Educational Success: \$68,000 in emergency grants awarded this year, new campaign launching in February
- President's Circle: \$320,425 has been raised towards the \$332,000 goal
- Scholarships: fundraising for existing and new scholarships is ongoing
- Proposals/Solicitation meetings for Foster Youth, Scholarships, President's Circle, CAP, etc. (\$10,000 - \$200,000 solicitations)
- 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
- Appeal letters to over 2,000 donors and prospects (Cabrillo Stage and Stroke Center)



## Upcoming Events

- Cabrillo College Athletics Hall of Fame Induction Ceremony:  
January 20, 2018, 5:00 pm, Seascape Beach Resort
- Faculty and Staff Grants Reception:  
January 22, 2018, 4:00 – 6:00 pm, Sesnon House
- Guest Speaker Kimberly Papillon - The Brain Science of Decision Making:  
January 25, 8:00 am -12:00 pm OR 1:00 -5:00 pm, Cabrillo College
- President's Circle Reception for new PC Prospects:  
January 30, 2018, 5:30 – 7:30 pm, Ella's at the Airport
- Board of Directors Meeting: Tuesday, February 13, 2018
- Welcome Reception for the new President, Matt Wetstein: February, TBD, Sesnon House





# Foundation

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Faculty Representative  
**Executive Director**  
Eileen Hill

**Date:** January 11, 2018  
**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.

Amount Raised 7/1/17 - 1/12/18	2017-18 Target	
<b>ANNUAL APPEALS</b>		
\$320,425	\$333,000	President's Circle
\$0	\$95,000	Annual Fund
\$110,075	\$170,000	Women's Educational Success
\$12,720	\$197,000	Cabrillo Advancement Program (Endowed)
\$152,926	\$500,000	Scholarships (Endowed)
\$38,134	\$250,000	Scholarships (Nonendowed)
<b>SPECIAL INITIATIVES</b>		
\$250,500	\$250,000	Guided Pathways
\$0	\$100,000	Guardian Scholars (Foster Youth)
\$23,650	\$50,000	Cabrillo Stage
\$50,167	\$50,000	Stroke Center
\$152,034	\$50,000	Tutoring Support
\$0	\$25,000	Samper 4 <sup>th</sup> Grade Experience
\$20,000	\$20,000	Makers Space Internships
\$0	\$10,000	Cabrillo Youth Chorus
\$198,620	\$300,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, SBDC, Engineering, etc)
\$1,118,210	\$100,000	Donor directed interests
\$50,000	\$500,000	Unbooked Planned Gifts
<b>\$2,497,461</b>	<b>\$3,000,000</b>	<b>TOTAL</b>

# Cabrillo College

## Foundation

DATE: January 11, 2018

TO: Executive Committee

FROM: Eileen Hill

July 1, 2017 to January 12, 2018

2017-18 Outright Gifts Fundraising Total \$2,447,461

2017-18 Unbooked Revocable Planned Gifts \$ 50,000

**Total \$2,497,461**

### Officers

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VP Instruction

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VP Student Services

Enrique Buena

Faculty Representative

#### Executive Director

Eileen Hill

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

Recorded Gifts 7-1-17 to 1-12-18:

Evelyn Pelz Estate \$ 1,000,000

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

Mary Polo Estate (STEM Tutoring & Internships) \$ 172,034

Anonymous (President's Circle) \$ 100,000

Joan Griffiths (President's Circle) \$ 61,051

Kathryn Shephard (Scholarship) \$ 40,653

Dominican Santa Cruz Hospital (Scholarship) \$ 22,000

Muriel Prolo (Piano Nonendowed & President's Circle) \$ 21,480

Brian & Patti Herman (Guided Pathways, President Circle) \$ 20,000

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

Joyce Wrenn (Scholarship) \$ 15,100

Esther & Gerry Levandoski (CAP & President's Circle) \$ 15,000

Jocelyn Levy (Scholarship) \$ 15,000

Snap-Raise (Baseball) \$ 13,256

Bill & Brigid Simpkins (Stroke Center, CAP, Men's Water Polo) \$ 12,500

Jim & Lynda Gentry Estate (Stroke Center) \$ 12,376

Rachel Weeden (WES, Scholarship, President's Circle) \$ 11,998

Claire Biancalana & William Kelsay (President's Circle, Stroke Center

& Scholarship) \$ 10,481

Thomas Sourisseau (President's Circle, Stroke Center & Scholarship) \$ 10,243

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

Carol Moore Notaras (Dental Hygiene) \$ 10,000

Jo-Ann Panzardi (Scholarship) \$ 7,500

Ziggy & Sylvia Cierkosz (Engineering) \$ 7,000

Harry & Mary Blanchard (WES, President's Circle & Scholarship) \$ 6,500

Phyllis Rosenblum (Physics, Music, President's Circle & WES) \$ 6,250

Susan & Richard Beach (Scholarship) \$ 6,000

Finkelman Family Charitable Foundation (CAP, President's Circle,

Faculty Grants, MESA & WES) \$ 5,300

Gifts under \$5,300 (1,188 of 1,215 total donors) \$ 577,311

Total Outright Gifts \$ 2,447,461

Total Unbooked Revocable Planned Gifts \$ 50,000

**TOTAL \$2,497,461**

**Notes:** 1. For 2017-18, the Cabrillo College Foundation has been notified of one planned gift of \$50,000.  
The cumulative unbooked revocable planned gifts total is \$24,595,000

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[www.cabrillo.edu/associations/foundation](http://www.cabrillo.edu/associations/foundation)

*Please remember Cabrillo College Foundation in your will*

**CABRILLO COLLEGE FOUNDATION**  
**November 30, 2017 Condensed Narrative**  
**Updated December 19, 2017**

**(1) Balance Sheet**

- **Total Assets:**  
Total assets of \$32.4M are \$2.9M over prior year due to positive investment results, receipt of pledge payments and higher contributed income.
- **Receivables:**  
Total pledges receivable are \$641K less than prior 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 \$31.2M are \$3.1M over prior year.

**(2) Income Statement**

- **Revenue:**  
Earned income as of November 30, 2017 of \$1.8M is \$600K over the prior year balance of \$1.2M. Contributed income of \$1.1M is comparable to last year.
- **Surplus/Deficit:**  
As of November 30, 2017, the Cabrillo College Foundation has a \$1.6M surplus; \$883K higher than prior year.

**(3) Operational Budget to Actual**

- **Revenue:**  
Operating revenue of \$330k is \$5K unfavorable vs budget. This is due to the timing of President's Circle donations.
- **Expenses:**  
Operating expenses of \$379,452 are \$41K favorable vs projection. The largest variance is \$11K under projection for Consultants expense.
- **Surplus/Deficit:**  
The operating fund deficit is \$49K. This is \$35K better than projected primarily due to \$24K in earned income variances.

#### **(4) Investment Report**

The November 30, 2017 investment performance report was not available from Morgan Stanley at the time this packet was e-mailed. Brian Sharpes will provide a report prior to the January 4, 2018 Finance Committee meeting.

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

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
<b>ASSETS</b>					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$38,899	(\$41,539)	\$292,688	\$290,048	\$369,796
BAY FEDERAL	\$6,157	\$0	\$1,290	\$7,446	\$7,445
SANTA CRUZ COUNTY BANK	\$10,620	\$196,364	\$0	\$206,984	\$206,794
MORGAN STANLEY NONENDOWED	\$771,662	\$2,069,921	\$73,142	\$2,914,725	\$2,854,092
BAY FEDERAL CREDIT UNION	\$22,700	\$150,000	\$0	\$172,700	\$172,269
MORGAN STANLEY GIFT RECEIPT	\$1,010	\$1,646	\$0	\$2,657	\$0
LIGHTHOUSE BANK	\$17,064	\$233,000	\$0	\$250,064	\$250,601
MORGAN STANLEY GATES	\$15,249	\$15,207	\$0	\$30,456	\$67,131
SUBTOTAL CASH	<u>\$883,362</u>	<u>\$2,624,599</u>	<u>\$367,119</u>	<u>\$3,875,080</u>	<u>\$3,928,127</u>
INVESTMENTS					
MORGAN STANLEY TITLE V HOLDING	\$0	\$0	\$0	\$0	\$21,004
MORGAN STANLEY LONG TERM POOL	\$0	\$0	\$25,817,720	\$25,817,720	\$22,684,617
MORGAN STANLEY TITLE V	\$0	\$0	\$1,125,819	\$1,125,819	\$970,969
MORGAN STANLEY TITLE III	\$0	\$0	\$183,983	\$183,983	\$164,617
MORGAN STANLEY ESG	\$2,313	\$0	\$875,702	\$878,015	\$577,718
SUBTOTAL INVESTMENTS	<u>\$2,313</u>	<u>\$0</u>	<u>\$28,003,224</u>	<u>\$28,005,538</u>	<u>\$24,418,924</u>
TOTAL CASH AND INVESTMENTS	<u>\$885,675</u>	<u>\$2,624,599</u>	<u>\$28,370,344</u>	<u>\$31,880,618</u>	<u>\$28,347,050</u>
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$6,111	\$0	\$0	\$6,111	\$14,822
PLEDGES - ANNUAL FUND	\$24,672	\$0	\$0	\$24,672	\$26,030
PLEDGES - RESTRICTED	\$0	\$142,602	\$21,630	\$164,232	\$795,776
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$8,704)	\$0	\$0	(\$8,704)	(\$9,143)
SUBTOTAL PLEDGES	<u>\$22,080</u>	<u>\$142,602</u>	<u>\$21,630</u>	<u>\$186,311</u>	<u>\$827,485</u>
ACCOUNTS RECEIVABLE					
ACCOUNTS RECEIVABLE	\$250	\$1,043	\$0	\$1,293	\$723

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

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
TOTAL ACCOUNTS RECEIVABLE	\$250	\$1,043	\$0	\$1,293	\$723
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	\$85,583	\$13,139	\$137,496	\$337,656
SUBTOTAL OTHER RECEIVABLES	\$52,320	\$85,583	\$13,139	\$151,042	\$337,656
TOTAL RECEIVABLES	\$74,650	\$229,229	\$34,769	\$338,647	\$1,165,864
FIXED ASSETS					
OFFICE EQUIPMENT	\$75,944	\$0	\$0	\$75,944	\$70,092
ACCUMULATED DEPRECIATION	(\$70,092)	\$0	\$0	(\$70,092)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$5,853	\$0	\$0	\$5,853	\$0
PREPAID EXPENSES	\$6,585	\$0	\$0	\$6,585	\$2,122
PREPAID RETIREMENT EXPENSE	\$29,147	\$0	\$0	\$29,147	\$26,145
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$44,977	\$0	\$0	\$44,977	\$0
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$81,394	\$0	\$0	\$81,394	\$0
<b>TOTAL ASSETS</b>	<b>\$1,128,280</b>	<b>\$2,853,828</b>	<b>\$28,405,113</b>	<b>\$32,387,220</b>	<b>\$29,541,182</b>

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

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
<b>LIABILITIES AND NET ASSETS</b>					
<b>LIABILITIES</b>					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$7,096	\$13,119	\$0	\$20,215	\$433,002
ACCRUED PTO	\$34,932	\$0	\$0	\$34,932	\$18,097
ACCRUED EXPENSES	\$51,344	\$0	\$0	\$51,344	\$39,117
PAYROLL WITHHOLDINGS	\$0	\$0	\$0	\$0	\$2,017
SECTION 125 WITHHOLDINGS	\$1,025	\$0	\$0	\$1,025	\$699
ACCRUED RETIREE MEDICAL BENEFITS	\$59,305	\$0	\$0	\$59,305	\$54,850
<b>SUBTOTAL PAYABLES, ACCRUED EXPENSES</b>	<b>\$153,701</b>	<b>\$13,119</b>	<b>\$0</b>	<b>\$166,820</b>	<b>\$547,783</b>
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$31,997	\$463,177	\$495,174	\$501,350
ENDOWED SCHOLARSHIPS	\$0	\$0	\$0	\$0	\$1,534
ANNUAL SCHOLARSHIPS	\$0	\$84,252	\$0	\$84,252	\$95,021
<b>SUBTOTAL SCHOLARSHIPS AWARDED</b>	<b>\$0</b>	<b>\$116,249</b>	<b>\$463,177</b>	<b>\$579,426</b>	<b>\$597,906</b>
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$35,010	\$35,010	\$29,236
<b>SUBTOTAL WES GRANTS PAYABLE</b>	<b>\$0</b>	<b>\$0</b>	<b>\$35,010</b>	<b>\$35,010</b>	<b>\$29,236</b>
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)
<b>SUBTOTAL OTHER LIABILITIES</b>	<b>\$377,260</b>	<b>\$0</b>	<b>\$0</b>	<b>\$377,260</b>	<b>\$224,739</b>
<b>TOTAL LIABILITIES</b>	<b>\$530,961</b>	<b>\$129,368</b>	<b>\$498,187</b>	<b>\$1,158,515</b>	<b>\$1,399,664</b>
<b>NET ASSETS</b>					
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 November 30, 2017**  
 With Comparative Totals as of November 30, 2016

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
UNDESIGNATED	(\$49,623)	\$0	\$0	(\$49,623)	(\$167,826)
NET ASSETS - NONENDOWED	\$0	\$2,724,460	\$0	\$2,724,460	\$3,302,027
NET ASSETS - ENDOWED	\$0	\$0	\$27,906,428	\$27,906,428	\$24,360,746
<b>TOTAL NET ASSETS</b>	<b>\$597,230</b>	<b>\$2,724,460</b>	<b>\$27,906,428</b>	<b>\$31,228,207</b>	<b>\$28,074,426</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$1,128,280</b>	<b>\$2,853,828</b>	<b>\$28,404,615</b>	<b>\$32,387,220</b>	<b>\$29,474,090</b>
<b>BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS</b>	<b>646,942</b>	<b>\$2,894,942</b>	<b>\$26,087,469</b>	<b>\$29,629,353</b>	<b>\$27,358,994</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(\$49,623)</b>	<b>(\$170,482)</b>	<b>\$1,818,958</b>	<b>\$1,598,854</b>	<b>\$715,432</b>
<b>ENDING NET ASSETS</b>	<b>\$597,230</b>	<b>\$2,724,460</b>	<b>\$27,906,428</b>	<b>\$31,228,207</b>	<b>\$28,074,426</b>

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

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
<b>REVENUE</b>					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$12,748	\$162	\$190,455	\$203,365	\$205,297
UNREALIZED GAIN/LOSS ON SECURITIES	\$39	\$0	\$1,225,877	\$1,225,915	\$570,061
REALIZED GAINS/LOSSES	\$0	\$0	\$212,087	\$212,087	\$234,640
FEE INCOME	\$50,412	\$0	\$0	\$50,412	\$48,949
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$0	\$0	\$14,057	\$14,030
ENDOWMENT MANAGEMENT FEE	\$96,277	\$0	\$0	\$96,277	\$82,152
<b>TOTAL EARNED INCOME</b>	<b>\$173,533</b>	<b>\$162</b>	<b>\$1,628,419</b>	<b>\$1,802,115</b>	<b>\$1,155,129</b>
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$495,976	\$471,455	\$967,431	\$725,968
ANNUAL FUND	\$1,968	\$0	\$0	\$1,968	\$18,205
PRESIDENT'S CIRCLE GIFTS	\$146,356	\$0	\$0	\$146,356	\$136,060
CAR DONATION PROGRAM	\$0	\$0	\$0	\$0	\$0
UNRESTRICTED GIFTS	\$2,423	\$0	\$0	\$2,423	\$2,128
INTERFUND CONTRIBUTIONS	\$0	(\$451)	\$451	\$0	\$0
IN KIND REVENUE	\$0	\$24,386	\$0	\$24,386	\$16,751
IN KIND REVENUE-RENT	\$5,550	\$0	\$0	\$5,550	\$6,810
<b>TOTAL CONTRIBUTED INCOME</b>	<b>\$156,297</b>	<b>\$519,911</b>	<b>\$471,906</b>	<b>\$1,148,114</b>	<b>\$905,923</b>
<b>TOTAL REVENUE</b>	<b>\$329,830</b>	<b>\$520,073</b>	<b>\$2,100,325</b>	<b>\$2,950,228</b>	<b>\$2,061,051</b>
<b>EXPENSES</b>					
SALARIES & WAGES					
SALARIES & WAGES	\$181,893	\$2,703	\$0	\$184,596	\$208,688
<b>TOTAL SALARIES &amp; WAGES</b>	<b>\$181,893</b>	<b>\$2,703</b>	<b>\$0</b>	<b>\$184,596</b>	<b>\$208,688</b>
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$92,338	\$358	\$0	\$92,696	\$93,133
<b>TOTAL PAYROLL TAXES, BENEFITS</b>	<b>\$92,338</b>	<b>\$358</b>	<b>\$0</b>	<b>\$92,696</b>	<b>\$93,133</b>
ADVERTISING	\$0	\$0	\$0	\$0	\$712
PRINTING	\$16,430	\$0	\$0	\$16,430	\$16,488
PHOTOS	\$1,575	\$0	\$0	\$1,575	\$1,600

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

	Operating 11/30/17 A	Nonendowed 11/30/17 B	Endowed 11/30/17 C	Total 11/30/17 D	Total 11/30/16 E
CONSULTANTS	\$33,615	\$0	\$0	\$33,615	\$28,500
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$17,170	\$0	\$0	\$17,170	\$18,344
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$474	\$0	\$0	\$474	\$100
DEPRECIATION EXPENSE	\$101	\$0	\$0	\$101	\$0
SOFTWARE MAINTENANCE	\$10,953	\$0	\$0	\$10,953	\$10,236
TOTAL OFFICE EQUIP & MAINTENANCE	\$11,529	\$0	\$0	\$11,529	\$10,336
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$147	\$0	\$0	\$147	\$1,075
OFFICE SUPPLIES	\$3,621	\$0	\$0	\$3,621	\$3,766
POSTAGE & MAILING SERVICE	\$2,708	\$0	\$0	\$2,708	\$1,941
BOARD EXPENSES	(\$610)	\$0	\$0	(\$610)	(\$240)
OTHER EXPENSES					
MISCELLANEOUS	\$234	\$0	\$0	\$234	\$83
UNCOLLECTIBLE PLEDGES	\$6,920	\$5,325	\$260	\$12,505	\$23,673
MILEAGE & PARKING	\$192	\$0	\$0	\$192	\$96
INTERNET SERVICE	\$492	\$0	\$0	\$492	\$436
IT HOSTING SERVICE	\$290	\$0	\$0	\$290	\$0
BANK CHARGES	\$1,940	\$330	\$0	\$2,270	\$1,349
INVESTMENT FEES	\$0	\$0	\$62,548	\$62,548	\$76,832
MANAGEMENT FEES	\$0	\$0	\$96,277	\$96,277	\$79,998
DIRECTOR/OFFICER LIABILITY INS	\$1,803	\$0	\$0	\$1,803	\$1,857
LIABILITY AND PROPERTY INSURANCE	\$1,617	\$0	\$0	\$1,617	\$1,681
TOTAL OTHER EXPENSES	\$13,487	\$5,655	\$159,085	\$178,227	\$186,004
IN KIND EXPENSE	\$0	\$24,386	\$0	\$24,386	\$16,751
IN KIND EXPENSE - RENT	\$5,550	\$0	\$0	\$5,550	\$6,810
PROJECT EXPENSES	\$0	\$580,979	\$0	\$580,979	\$668,581
CAF EXPENSES	\$0	\$0	\$119,182	\$119,182	\$18,030
SCHOLARSHIPS	\$0	\$76,474	\$3,100	\$79,574	\$65,100
<b>TOTAL EXPENSES</b>	<b>\$379,452</b>	<b>\$690,555</b>	<b>\$281,367</b>	<b>\$1,351,375</b>	<b>\$1,345,619</b>

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

NET SURPLUS/(DEFICIT)

<u>(\$49,623)</u>	<u>(\$170,482)</u>	<u>\$1,818,958</u>	<u>\$1,598,854</u>	<u>\$715,432</u>
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**Cabrillo College Foundation**  
**Income Statement - Operating Budget as of 11/30/17**  
 With Comparative Totals as of 11/30/16

	16-17 Actual 5 Months A	17-18 Actual 5 Months B	17-18 Budget 5 Months C	17-18 Actual To 17-18 Budget D	17-18 5 Mo. Actual and 7 Mos. Projected E	17-18 Annual Budget (Approved 5/10/16) F	Variance 17-18 4 Mos. Actual & 8 Mos. Projected to 17-18 Budget G
<b>REVENUE</b>							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$11,835	\$12,748	\$9,750	\$2,998	\$23,400	\$23,400	\$0
UNREALIZED GAIN/LOSS ON SECURITIES	(\$3,495)	\$39	\$0	\$39	\$0	\$0	\$0
REALIZED GAINS/LOSSES	(\$82)	\$0	\$0	\$0	\$0	\$0	\$0
FEE INCOME	\$48,949	\$50,412	\$34,680	\$15,732	\$138,331	\$119,101	\$19,230
OPERATIONAL ENDOWMENT PAYOUT	\$14,030	\$14,057	\$14,232	(\$175)	\$14,057	\$14,232	(\$175)
ENDOWMENT MANAGEMENT FEE	\$82,152	\$96,277	\$90,970	\$5,308	\$363,879	\$363,879	\$0
<b>TOTAL EARNED INCOME</b>	<b>\$153,389</b>	<b>\$173,533</b>	<b>\$149,632</b>	<b>\$23,901</b>	<b>\$539,667</b>	<b>\$520,612</b>	<b>\$19,055</b>
CONTRIBUTED INCOME							
ANNUAL FUND	\$18,205	\$1,968	\$0	\$1,968	\$95,000	\$95,000	\$0
PRESIDENT'S CIRCLE GIFTS	\$136,060	\$146,356	\$171,000	(\$24,645)	\$321,000	\$321,000	\$0
UNRESTRICTED GIFTS	\$2,128	\$2,423	\$7,695	(\$5,271)	\$18,467	\$18,467	\$0
INTERFUND CONTRIBUTIONS	(\$141)	\$0	\$0	\$0	\$0	\$0	\$0
IN KIND REVENUE-RENT	\$6,810	\$5,550	\$6,810	(\$1,260)	\$13,320	\$16,344	(\$3,024)
<b>TOTAL CONTRIBUTED INCOME</b>	<b>\$163,063</b>	<b>\$156,297</b>	<b>\$185,505</b>	<b>(\$29,208)</b>	<b>\$447,787</b>	<b>\$450,811</b>	<b>(\$3,024)</b>
<b>TOTAL REVENUE</b>	<b>\$316,452</b>	<b>\$329,830</b>	<b>\$335,137</b>	<b>(\$5,307)</b>	<b>\$987,454</b>	<b>\$971,423</b>	<b>\$16,031</b>
<b>EXPENSES</b>							
SALARIES & WAGES							
SALARIES & WAGES	\$205,974	\$181,893	\$187,274	\$5,381	\$493,459	\$493,459	\$0
<b>TOTAL SALARIES &amp; WAGES</b>	<b>\$205,974</b>	<b>\$181,893</b>	<b>\$187,274</b>	<b>\$5,381</b>	<b>\$493,459</b>	<b>\$493,459</b>	<b>\$0</b>
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$92,757	\$92,338	\$99,985	\$7,648	\$237,965	\$237,965	\$0
<b>TOTAL PAYROLL TAXES, BENEFITS</b>	<b>\$92,757</b>	<b>\$92,338</b>	<b>\$99,985</b>	<b>\$7,648</b>	<b>\$237,965</b>	<b>\$237,965</b>	<b>\$0</b>
ADVERTISING	\$712	\$0	\$0	\$0	\$1,000	\$1,000	\$0
PRINTING	\$16,488	\$16,430	\$17,900	\$1,470	\$19,100	\$19,100	\$0
PHOTOS	\$1,600	\$1,575	\$2,000	\$425	\$3,400	\$3,400	\$0
CONSULTANTS	\$28,500	\$33,615	\$44,733	\$11,118	\$71,950	\$71,950	\$0
FOOD	\$0	\$0	\$125	\$125	\$300	\$300	\$0

**Cabrillo College Foundation**  
**Income Statement - Operating Budget as of 11/30/17**  
 With Comparative Totals as of 11/30/16

	16-17 Actual 5 Months A	17-18 Actual 5 Months B	17-18 Budget 5 Months C	17-18 Actual To 17-18 Budget D	17-18 5 Mo. Actual and 7 Mos. Projected E	17-18 Annual Budget (Approved 5/10/16) F	Variance 17-18 4 Mos. Actual & 8 Mos. Projected to 17-18 Budget G
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$18,344	\$17,170	\$20,347	\$3,177	\$50,026	\$50,026	\$0
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$100	\$474	\$492	\$17	\$1,180	\$1,180	\$0
DEPRECIATION EXPENSE	\$0	\$101	\$0	(\$101)	\$0	\$0	\$0
SOFTWARE MAINTENANCE	\$10,236	\$10,953	\$10,986	\$33	\$10,953	\$10,986	\$33
TOTAL OFFICE EQUIP & MAINTENANCE	\$10,336	\$11,529	\$11,478	(\$51)	\$12,133	\$12,166	\$33
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,075	\$147	\$625	\$478	\$1,501	\$1,501	\$0
OFFICE SUPPLIES	\$3,766	\$3,621	\$2,658	(\$963)	\$6,379	\$6,379	\$0
POSTAGE & MAILING SERVICE	\$1,941	\$2,708	\$4,176	\$1,468	\$10,023	\$10,023	\$0
BOARD EXPENSES	(\$240)	(\$610)	\$904	\$1,514	\$2,170	\$2,170	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$83	\$234	\$188	(\$46)	\$450	\$450	\$0
UNCOLLECTIBLE PLEDGES	\$23,573	\$6,920	\$13,854	\$6,934	\$33,250	\$33,250	\$0
MILEAGE & PARKING	\$96	\$192	\$227	\$35	\$545	\$545	\$0
INTERNET SERVICE	\$436	\$492	\$450	(\$41)	\$1,081	\$1,081	\$0
IT HOSTING SERVICE	\$0	\$290	\$0	(\$290)	\$9,005	\$4,602	(\$4,403)
BANK CHARGES	\$1,349	\$1,940	\$3,125	\$1,185	\$7,500	\$7,500	\$0
INVESTMENT FEES	\$49	\$0	\$0	\$0	\$0	\$0	\$0
DIRECTOR/OFFICER LIABILITY INS	\$1,857	\$1,803	\$1,803	\$0	\$4,327	\$4,327	\$0
LIABILITY AND PROPERTY INSURANCE	\$1,681	\$1,617	\$1,619	\$2	\$3,885	\$3,885	\$0
TOTAL OTHER EXPENSES	\$29,124	\$13,487	\$21,266	\$7,779	\$60,043	\$55,640	(\$4,403)
IN KIND EXPENSE - RENT	\$6,810	\$5,550	\$6,810	\$1,260	\$16,344	\$16,344	\$0
<b>TOTAL EXPENSES</b>	<b>\$417,185</b>	<b>\$379,452</b>	<b>\$420,282</b>	<b>\$40,830</b>	<b>\$985,793</b>	<b>\$981,423</b>	<b>(\$4,370)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(\$100,733)</b>	<b>(\$49,623)</b>	<b>(\$85,146)</b>	<b>\$35,523</b>	<b>\$1,661</b>	<b>(\$10,000)</b>	<b>\$11,661</b>



# 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: January 11, 2018

To: Executive Committee

From: Leola Lapidés, President

Subject: Authorized Signer Changes for Cabrillo College Foundation

**Background**

Laurel Jones, the past President of Cabrillo College has retired effective January 2, 2018. Laurel Jones was one of the signers on the Cabrillo College Foundation banking and investment accounts.

Effective February 1, 2018, Matthew Wetstein will become President of Cabrillo College and Assistant Secretary for the Cabrillo College Foundation.

**RECOMMENDED MOTIONS:**

**Approve removing Laurel Jones and adding Matthew Wetstein as an authorized signer for the Cabrillo College Foundation banking and investment accounts.**

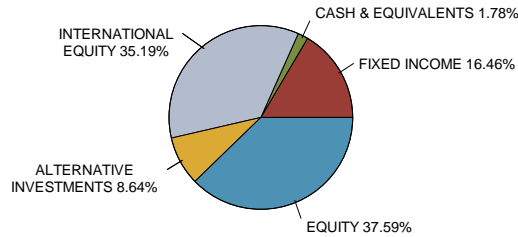
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www.cabrillo.edu/associations/foundation

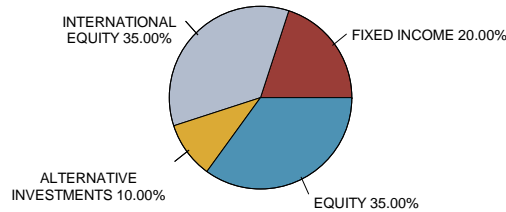
*Please remember Cabrillo College Foundation in your will*

### Asset Allocation Analysis

Asset Allocation as of November 30, 2017

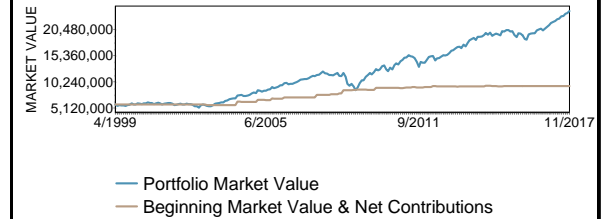


Target Asset Allocation



### Portfolio Growth

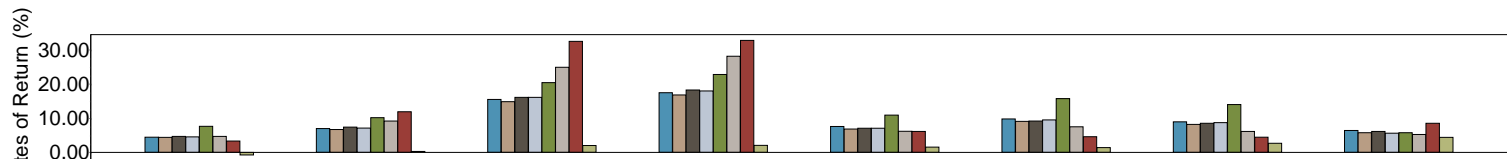
Source of Portfolio Growth  
April 30, 1999 Through November 30, 2017



	Dollars	
	Latest Quarter	Since Inception
Beginning Value	23,068,459	5,808,118
Net Contribution	-5,536	3,565,171
Investment Return	1,014,179	14,703,813
Ending Value	24,077,102	24,077,102

### Portfolio Returns

Name	Incept. Date	Current Allocation	Latest Quarter	Portfolio Returns							Comparative Index	Latest Quarter	Fiscal Year	Year	One Year	Three Years	Five Years	Eight Years	Since Incept
				Fiscal YTD To Date	Year	One Year	Three Years	Five Years	Eight Years	Since Incept									
<b>TOTAL FUND</b>				4.51	7.04	15.55	17.51	7.59	9.83	8.98	Composite Benchmark	4.71	7.42	16.11	18.32	7.10	9.18	8.54	6.15
Parametric R3000	04/26/99	37.8%	8.18	10.17	19.93	22.39	10.56	15.48	14.00	6.43	Russell 3000	7.85	10.10	19.93	22.27	10.75	15.63	14.18	6.24
Breckinridge Intm Fixed	05/31/06	16.7%	0.10	1.19	2.92	3.02	2.27	1.84	3.55	5.30	Barclays Int Gov/Cr *	(0.77)	0.28	2.02	2.09	1.62	1.59	2.76	4.06
Brandes Intl	04/30/99	11.8%	1.86	3.94	12.18	16.16	4.77	9.22	6.06	6.61	MSCI ACWI x US Value	3.95	8.14	20.51	24.90	4.73	6.54	5.14	5.82
Hansberger Intl	01/31/05	9.1%	6.93	14.64	37.21	39.07	10.56	10.72	7.99	7.41	MSCI ACWI x US Growth	5.40	10.17	29.65	31.58	7.66	8.48	7.11	6.74
Brandes Global MidCap	12/22/08	0.6%	(0.10)	0.95	6.79	11.07	10.13	14.97	12.22	17.97	MSCI World Index	6.55	9.35	21.39	24.34	8.81	12.38	10.52	12.51
Accuvest Intl	11/30/11	5.3%	3.85	8.39	25.99	26.05	5.34	6.63	-	6.73	MSCI ACWI x US	4.62	9.04	24.40	27.59	5.73	7.06	5.67	7.81
Intl Small Cap	10/24/16	10.0%	3.41	7.07	24.59	26.01	-	-	-	21.28	SP Developed ExUS SC	5.96	10.35	28.54	32.06	11.88	12.24	10.10	26.17
Liquid Alternatives	04/30/13	8.7%	1.23	2.35	5.40	6.80	2.98	-	-	2.00	HFRX Global Hedge	1.36	2.60	5.22	6.12	1.04	2.16	1.20	1.33



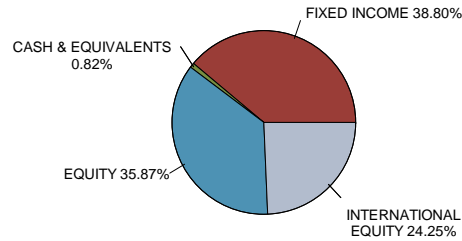
	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Inception
TOTAL FUND Gross Time Weighted Return	4.51	7.04	15.55	17.51	7.59	9.83	8.98	6.46
TOTAL FUND Net Time Weighted Return	4.40	6.74	14.91	16.85	6.90	9.09	8.23	5.80
Composite Benchmark	4.71	7.42	16.11	18.32	7.10	9.18	8.54	6.15
45%SP500/25%ACWI/20%BCIGC/20%HFRX	4.56	7.15	16.12	18.03	7.08	9.55	8.74	5.67
S&P 500 Index	7.65	10.20	20.49	22.87	10.91	15.74	14.04	5.76
MSCI ACWI x US	4.68	9.16	24.94	28.18	6.23	7.54	6.15	5.30
MSCI Net EM	3.30	11.90	32.53	32.82	6.15	4.61	4.51	8.54
BB Int Gov/Cr	-0.77	0.28	2.02	2.09	1.62	1.46	2.67	4.42

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

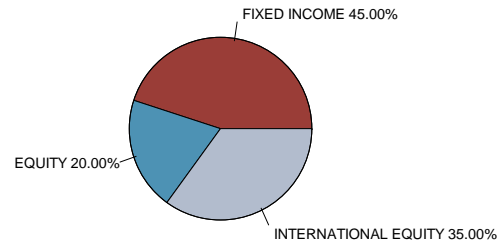


### Asset Allocation Analysis

Asset Allocation as of November 30, 2017

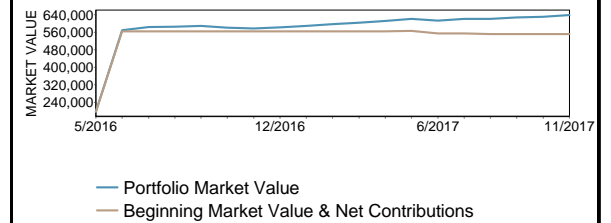


Target Asset Allocation



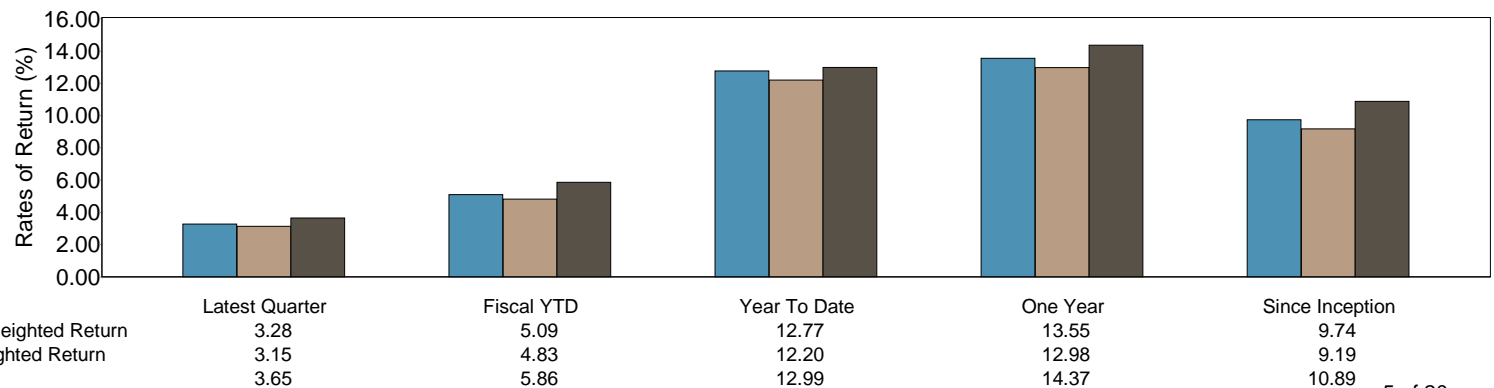
### Portfolio Growth

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

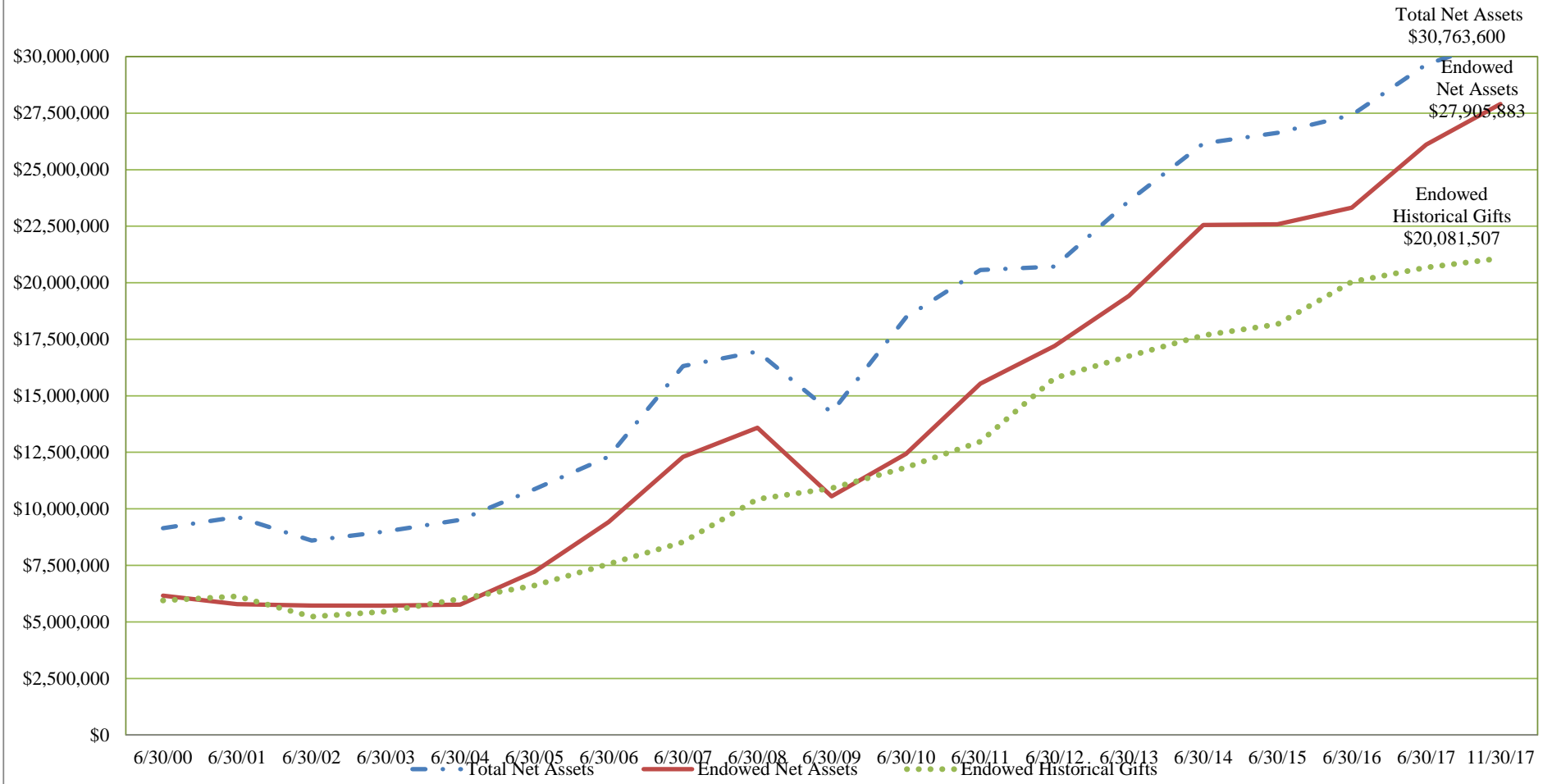


	Dollars	
	Since Inception	Since Inception
Beginning Value	198,742	198,742
Net Contribution	352,521	352,521
Investment Return	87,618	87,618
Ending Value	638,881	638,881

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						
<b>TOTAL FUND</b>													
ESG Trillium Lg Cap Core	05/19/16	20.7%	7.08	8.61	17.44	18.81	16.66	S&P 500 Index	7.65	10.20	20.49	22.87	19.27
ESG Breckinridge Intm Fixed	05/19/16	39.8%	0.05	1.06	2.81	2.94	1.46	BB Int Gov/Cr	(0.77)	0.28	2.02	2.09	1.00
ESG Funds	05/18/16	39.5%	4.64	7.51	22.02	23.33	15.70	MSCI ACWI ESG	6.17	9.51	21.71	24.32	18.04
<b>TOTAL FUND</b>	05/18/16	100.0%	3.28	5.09	12.77	13.55	9.74	Composite Benchmark	3.65	5.86	12.99	14.37	10.89



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



Total Net Assets highest level was \$30,763,600 as of November 30, 2017

Endowed Net Assets highest level was \$27,905,883 as of November 30, 2017

Endowed Historical Gifts highest level was \$21,081,507 as of November 30, 2017

# 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:** January 11, 2018  
**TO:** Executive Committee  
**FROM:** Alan Aman  
**SUBJECT:** Morgan Stanley Graystone Consulting Contract

The Finance Committee members reviewed the Graystone Consulting contract previously reviewed by Erin Stagg, Attorney for School and College Legal Services of California and Michael Robins, Cabrillo's Director of Purchasing, Contracts, Risk Management & Auxiliary Services. It was agreed that the content is standard for the industry but there should be a list of questions we periodically ask investment consultant Brian Sharpes in order to fulfill our fiduciary responsibility. The Finance Committee members agreed to sign the contract to provide recourse in the event of disputes and to lock in the investment consulting fee.



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Faculty Representative

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Eileen Hill

**DATE:** January 11, 2018  
**TO:** Executive Committee  
**FROM:** Nancy Machado  
**SUBJECT:** 2018-19 Budget Timeline

The following is the schedule for the 2018-19 Cabrillo College Foundation budget process:

- Week of January 8, 2018      Nancy Machado requests information required for starting the budget process
- Week of January 22, 2018      Eileen Hill and Nancy Machado to review information and determine if further information is needed
- Week of January 29, 2018      Eileen Hill and Nancy Machado to compare prior year trends to 2018-19 plan
- Week of February 19, 2018      Nancy Machado provides Eileen Hill with draft of 2018-19 Budget. Eileen Hill reviews, recommends changes and approves final 2018-19 Budget
- March 15, 2018      Send recommended Budget to Finance Committee
- March 29, 2018      Finance Committee reviews 2018-19 Budget and makes recommendation to Executive Committee
- April 12, 2018      Send recommended Budget to Executive Committee
- April 19, 2018      Executive Committee reviews 2018-19 Budget and makes recommendations to Board of Directors
- April 26, 2018      Send recommended Budget to Board of Directors
- May 8, 2018      Board of Directors approve 2018-19 Budget
- July 2, 2017      Nancy Machado enters approved 2018-19 Budget into accounting database

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[www.cabrillo.edu/associations/foundation](http://www.cabrillo.edu/associations/foundation)

*Please remember Cabrillo College Foundation in your will*



# Foundation

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Enrique Buelna  
Faculty Representative

**Executive Director**  
Eileen Hill

**DATE:** January 11, 2018  
**TO:** Executive Committee  
**FROM:** Nancy Machado  
**SUBJECT:** 2016-17 990 Schedule

The following is a projection for the 2016-17 Cabrillo College Foundation federal Form 990 process:

- Week of April 2, 2018** Cabrillo College Foundation staff completes Form 990 and submits to Auditor Terri Montgomery
- Week of April 16, 2018** Terri Montgomery completes Form 990 and e-mails draft to Nancy Machado.
- April 19, 2018** Cabrillo College Foundation Executive Director reviews draft Form 990
- April 20, 2018** Draft Federal Form 990 e-mailed to the Board of Directors with an overview and instructions for review.
- April 24, 2018** Cabrillo College Foundation Board of Directors responds to Nancy Machado with any suggestions/changes to draft Federal Form 990.
- April 26, 2018** Final Federal Form 990 is e-mailed to the Board of Directors for final review.
- May 8, 2018** At the Cabrillo College Foundation Board meeting, final Federal form 990 is approved and signed by a Board Officer.
- May 15, 2018** Cabrillo College Foundation mails final Federal Form 990 to the Internal Revenue Service

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# Foundation

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VP Instruction

Suzanne Gochis

VP Student Services

Enrique Buelna

Faculty Representative

#### Executive Director

Eileen Hill

**DATE:** January 11, 2018  
**TO:** Executive Committee  
**FROM:** Claire Biancalana  
**SUBJECT:** President's Circle Campaign

### 2017-18 President's Circle Campaign

Mahlon Foote and Ceil Cirillo are co-chairs of the 2017-18 President's Circle Committee. As of January 9, 2017:

- \$320,425 has been raised toward our goal of \$332,000
- 174 members have joined
- 26 NEW members have joined

*A 2017-18 member list and history report are attached*

We have invited new and prospective President's Circle members from the South County areas to join us for an information reception at Ella's at the Airport on **January 30<sup>th</sup>, from 5:30 – 7:00 pm**. Thanks to Michele Bassi's connection, owner Ella King, has graciously offered to host our group and provide refreshments for this special evening.

### 2018 President's Circle Events

#### President Level (\$1,000+)

- Sandy Lydon Historical Tour.....April 21
- Summer Musical and Reception: *Rent*.....July 13
- President's Holiday Party.....Dec TBD

#### President's Plus Level (\$1,500+)

- Party at the home of William and Erica Ow.....June TBD

#### Director Level (\$2,500+)

- Winemaker's Dinner at the Sesnon House.....May 17

#### Trustee Level (\$5,000+)

- Lunch with Matt.....March 2

#### Benefactor Level (\$10,000+)

- Feasting with Faculty.....Spring (TBD)

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[www.cabrillo.edu/associations/foundation](http://www.cabrillo.edu/associations/foundation)

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**CABRILLO COLLEGE FOUNDATION  
PRESIDENT'S CIRCLE HISTORY REPORT  
Updated 1/9/2018**

	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
<b>Committee Chair</b>	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	Mahlon Foote & Ceil Cirillo
<b># of Committee Members</b>	35	37	37	36	29	36	33	37
<b># of Annual Members (\$1,000+)</b>	169	176	192	190	189	206	214	200
<b># of Annual Members solicited for the first time through Annual Fund (\$1,000+)</b>	6	3	2	1	1	2	3	
<b># of New Annual Members (\$1,000+)</b>	23	26	30	20	16	23	19	26
<b># of Rejoining Annual Members (\$1,000+)</b>	146	150	162	170	179	183	192	174
<b>% of Rejoining Members</b>	88%	88%	92%	88%	94%	97%	93%	81%
<b># of \$15,000+</b>							1	
<b># of \$10,000+</b>	0	0	0	2	3	3	2	3
<b># of \$5,000-\$9,999</b>	8	8	10	7	7	8	7	9
<b># of \$2,500-\$4,999</b>	17	16	13	13	13	14	15	18
<b># of \$1,500-\$2,499 (Starting 2011-2012)*</b>	n/a	37	38	45	52	54	56	48
<b># of \$1,001-\$1,499 (Prior to 2011-12 included up to \$2,499)</b>	6	3	5	4	2	5		
<b># of \$1,000 Donations</b>	138	112	126	119	114	127	133	122
<b># of Donors Who Gave &lt; \$1,000</b>	8	8	9	7	8	9	8	3
<b># of Prospects Solicited</b>	1,137	1,168	1,085	1,063	1,011	1,045	1,041	1,031
<b>Donations from Annual Fund</b>	\$7,500	\$3,000	\$3,500	\$1,000	\$1,000	\$1,000	\$3,000	
<b>Operational Budget Goal</b>	\$218,000	\$225,000	\$250,000	\$280,000	\$285,000	\$317,000	\$318,000	\$332,000
<b>Total Funds Raised</b>	\$225,095	\$250,616	\$271,652	\$282,774	\$311,406	\$318,074	\$330,908	\$320,425
<b>Percent Increase/ Decrease Over Previous Year</b>	3%	11%	8%	4%	10%	2%	4%	-3%

**CABRILLO COLLEGE FOUNDATION**  
**President's Circle Members 2016-2017**

Updated 01/09/18

**\$10,000+**

Brian and Patti Herman  
Esther and Gerry Levandoski  
Thomas Sourisseau

**\$5,000+**

Applewood Fund  
Claire Biancalana and William Kelsay  
Harry and Mary Blanchard  
Barbara Canfield  
John and Judy Eiskamp  
Edward Newman  
Julie Packard  
Elio and Joy Rodoni  
The Richard and Mary Solari Charitable Trust

**\$2,500+**

Phillip and Robin Adkins  
Owen Brown and Mary Akin  
Lee and Emily Duffus  
Jack Farr  
Mahlon and Joel-Ann Foote  
Joan Griffiths  
Kimberly Hallinan and Ken Helms  
Therese Johnson  
Trisha and Brandon Kett  
Leola Lapides and Bob Katz  
Robert Millslagle  
Ned and Dinny Nemacheck  
Amy Newell  
Shadowbrook and Crow's Nest Restaurants  
Gayle and Joseph Ortiz  
Ginny Solari Mazry  
Stephen and Gail Snodgrass  
Rachel Wedeen  
W. Todd and Corinne Wipke

**\$1,500+**

Kit Anderton  
Richard Baer and Bella Babot  
Jim Baker and Nancy Millslagle  
Edward and Kathleen Banks  
Tila Bañuelos  
Judy Boemer  
Blaine and Connie Brokaw  
John and Sydney Brokaw

Bright Horizon Fund  
John and Linda Burroughs  
Andrew and Marilyn Calciano  
Santa Cruz County Bank  
Linda Charman  
Ceil Cirillo  
Susan Cony  
Diane Craddock and David Hogue

Dwayne and Linda Downing  
Edward and Janas Durkee  
Charles and Sandra Eldridge  
Esch Family  
Duf and Paula Fischer  
Joe Graney/Santa Cruz Bicycles  
Nancy Gregg



**CABRILLO COLLEGE FOUNDATION**  
**President's Circle Members 2017-2018**

Updated 01/09/18

Ken Haber  
David and Jacqueline Heald  
Harold and Dorothy Hyde  
Kent and Marie Imai  
Erik and Judy Johnson  
Judy B. Jones  
Julie and Ralph Kimball  
Vance Landis-Carey and Robert Carey  
Linda Larkin and Harold Widom

Karen and Charles Leigh-Wood  
Marilyn Manning Lonergan and  
Richard Lonergan  
Dominic and Karen Massaro  
Joan Mertz  
Joe and Susan Mingione  
Earleen Overend and Wayne Palmer  
Pat and Rowland Rebele  
Rachael Spencer and Kevin Rooney  
Carol and Kirk Schmidt

Robert Scott  
James Thompson  
Evans Whitaker and Deborah  
Bronstein  
Theo Wierdsma and Julie Hamilton  
Wierdsma  
Geo. H. Wilson, Inc.  
Sue Wilson

**\$1,000+**

Michael and Toby Alexander  
Walter and Janet Alexander  
Michael and Kalena Allard  
Alan and Wendy Aman  
Lowell and Ernestine Anderson  
Joe and Kathy Appenrodt  
Ann Asche/Locatelli Moving and  
Storage  
Carolyn Baie and Howard Susman  
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  
Bob and Susan Bosso  
Rosemary Brogan  
Alan and Gweneth Brown  
George and Elizabeth Bunch  
Thomas Bush and Grace Sanchez  
Nancy Campeau  
Charles Canfield and Betty Danner  
Frederick and Kate Chen  
Al Cheney  
Sara Clarenbach  
Michael and Barbara Clark  
Joanne Clever  
Bill and Cloy Codiga  
The Colligan Family Charitable Trust  
Diane and Donald Cooley  
Margaret Cottle  
Richard and Theresa Crocker  
Joan Culver  
Bud and Martina Cummings  
Wally Dale  
Roberta Dunton  
Geoff and Sandy Eisenberg  
Edna Elkins  
Kristin Fabos and Rye Livingston  
Michele Finch

Finkelman Family Foundation/Herb  
Finkelman and Edda Tusinac  
Peggy Flynn  
Rocky and Judy Franich  
Lesley Franz  
Mary Gaukel and Les Forster  
Susana and John Glina  
Diane and Conrad Hamako  
Richard and DeAnne Hart  
Masaru and Marcia Hashimoto  
Janet Heien  
Donald and Diana Henrichsen  
Eileen and Dave Hill  
Joseph and Bette Hirsch  
Russ and Mary Ann Hobbs  
Carolyn Hyatt  
Ron Indra  
Ronald and Linda Israel  
Helen B. Jones  
Laurel and Richard Jones  
Ton and Thelma Jue  
Frances and Dean Kashino  
Tom and Nanette Kelsey  
George and Diane Koenig  
Agata Konopka and Flavio Cheng  
Patricia Kubo  
Ron Kusel and Carolyn Gong-Guy  
John Laird and John Flores  
Thomas Lehrer  
Nancy Lenox  
Pamela Lowry and Allen Rozelle  
Michael and Nancy Machado  
Laura Marcus and Johan Rubens  
Joseph and Lila Jean Marvin  
Mike and Bertie McElroy  
Paul Meltzer  
Mark Mesitimiller  
Kerri Miljanich  
Peter and Debbie Nelson  
George Newell  
Linda and Bruce Nicholson

Harvey and Judy Nickelson  
Fane and Corie Opperman  
Rock Pfothhauer and Linda Wilshusen  
Peggy Poindexter and Jay Poindexter  
James and Mary Ellen Poth  
Muriel Prolo and Jack Samuelson  
Kenneth and Barbara Reed  
Jenifer A. Renzel  
Randy Repass and Sally-Christine  
Rodgers  
Karl and Lindsey Rice/Santa Cruz  
Seaside Company  
Phyllis Rosenblum  
Craig Rowell and Corinda Ray  
Cherri Rupert-Canfield  
Mark Sachau and Bill Gielow  
Barbara and William Scherer  
Norman Schwartz and Mary Ellen  
Sullivan  
Mark and Laura Scurich  
Ronald and Cynthia Sekkel  
Martha Shedden and John Buchanan  
Robert and Helen Shepherd  
Melinda and Thomas Silverstein  
Greg and Robin Sirakides  
Carol and Stephen Spragens  
Gabrielle Stocker  
Bruce and Barbara Swenson  
Debra Szecesei  
Kate Terrell and David Ryan  
Julie Thiebaut  
William and Madaline Tomlinson  
Susan True  
Jerry and Robynn Walters  
Susan and Nels Westman  
Brad and Linda Wiles  
Terrence Willett and Jennifer Cross  
Patricia Wolf  
Neal and Paula Woods

**CABRILLO COLLEGE FOUNDATION  
President's Circle Members 2017-2018**

Updated 01/09/18

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

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

# Cabrillo College

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## Foundation

### MEMORANDUM

**DATE:** January 11, 2018  
**TO:** Executive Committee  
**FROM:** Leola Lapidés  
**SUBJECT:** Cabrillo Advancement Program (CAP) Update

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#### Officers

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Leola Lapidés

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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

#### Description

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. CAP includes 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. Beginning with the first year of middle school and continuing through high school, CAP 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.

#### Results

CAP has shown amazing success in high school graduation and college-going rates compared to similar population. Last year, 77% of CAP high school seniors reported going to college—either Cabrillo or directly to a four-year university, exceeding the college enrollment benchmark of 49% by 36%.

#### CAP Funding

In 2016-17 a total of \$67,643 was raised for CAP. A solicitation will be sent at the beginning of February to help us raise \$16,586 needed to reach our budget of \$355,989 for CAP.

**Cabrillo Advancement Program Ceremony**  
**March 6, 2018, 6:00 p.m. at the Crocker Theater**

*Invitations will be sent at the end of January*

6500 Soquel Drive • Aptos • CA • 95003 • 831-479-6338 • [foundation@cabrillo.edu](mailto:foundation@cabrillo.edu)  
[www.cabrillo.edu/associations/foundation](http://www.cabrillo.edu/associations/foundation)

*Please remember Cabrillo College Foundation in your will*

# 2017-18 Cabrillo College Foundation Committee Meetings and Events

Updated 1/11/2018

## BOARD OF DIRECTORS

*Tuesdays, 12:00-2:00 pm*

*Sesnon House Room 1804*

**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 15, 2018

10:30 – 11:30 am

May 2018 TBD

## EXCLUSIVE EVENTS FOR PRESIDENT'S CIRCLE MEMBERS

**Cabrillo Stage Play, Rent, 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 17, 2018

6:00 – 9:00 pm

## FACULTY GRANTS

*Sesnon House Room 1824*

November 15, 2017

## NOMINATING

*Sesnon House Room 1824*

February 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

Rescheduled/Cancelled

\* New Event/Date change

## 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 8, 2017

12:00 – 1:30 pm

Sesnon House

**President's Holiday Party**

December 1, 2017

5:30 pm

Sesnon House

**President's Circle**

**New Prospects Reception**

January 30, 2018

5:30 – 7:30 pm

Ella's at the Airport

**Faculty and Staff Grants Reception**

January 22, 2018

4:00-6:00pm

Sesnon House

**Samper 4<sup>th</sup> Grade Experience**

March, 2018 TBD

**Cabrillo Advancement Program**

**(CAP) Ceremony**

March 6, 2018

6:00 – 8:00 pm

Crocker Theater

**High Achiever Scholarship**

**Ceremony**

April, 2018 TBD

Sesnon House

**American Dream Scholarship**

**Ceremony**

May/June 2018 TBD

Samper Recital Hall

# 2017-18 Cabrillo College Foundation Committee Roster – Updated 11/9/2017

## BOARD OF DIRECTORS

Alan Aman, CFO  
Claire Biancalana  
Carrie Birkhofer  
Owen Brown, Secretary  
Linda Burroughs  
Ceil Cirillo  
Linda Downing  
Lee Duffus  
Enrique Buelna, Faculty Representative  
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  
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  
Kelly Nesheim  
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  
Brooke Casipit  
Ceil Cirillo  
Lee Duffus  
Anne Freiwald  
Francisco Íñiguez  
Tobin Keller  
Amy Newell  
Patty Quillin  
Gary Reece  
Gun Ruder  
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  
Ed Banks  
Pat Barton  
Michele Bassi  
Claire Biancalana  
Mary Blanchard  
Owen Brown  
Ted Burke  
Linda Burroughs  
Kathy Cowan  
Wally Dale  
Linda Downing  
Lee Duffus  
John Eiskamp  
Joel-Ann Foote  
DeAnne Hart  
Rich Hart  
Jackie Heald  
Hal Hyde  
Kent Imai  
Laurel Jones  
Vance Landis-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 Tzimal  
*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 Alan Craig  
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