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MEMORANDUM

DATE: October 4, 2018

TO: Pegi Ard, Owen Brown, Marshall Delk, David Heald, Michael Machado, Kelly Nesheim, Gun Ruder, Robert Shepherd, Steve Snodgrass

FROM: Alan Aman, Chief Financial Officer

GUESTS: Brian Sharpes, Consultant, Graystone Consulting

STAFF: Eileen Hill, Nancy Machado

SUBJECT: Finance and Investment Committee Meeting
Thursday, October 11, 2018
8:30 am – 10:00 am
Cabrillo College, Sesnon House, Room 1824
6500 Soquel Drive, Aptos, CA 95003

Item	Responsibility	Page
A. Regular Open Session		
1. Welcome and Call to Order	A. Aman	
2. Approval of Agenda	A. Aman	
<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
A. Regular Open Session (cont.)		
3. August 16, 2018 meeting minutes	A. Aman	5 - 8
B. Public Comment		
1. Public Comment Opportunity	A. Aman	
C. Reports		
1. Cabrillo College Report	E. Hill	9 - 10
2. Executive Director Report	E. Hill	11
2.1 2018-19 Fundraising Targets		12
2.2 Fundraising Totals and Goals		13
July 1, 2018 to September 25, 2018		
Outright Gifts:	\$708,055	
Unbooked Revocable Planned Gifts:	\$135,000	
Total:	\$843,055	
D. Action Items		
1. June 30, 2018 Financial Statements	A. Aman	Provided at meeting
1.1 June 30, 2018 Condensed Narrative		
1.2 Balance Sheet		
1.3 Income Statement by Fund		
1.4 Income Statement Budget-to-Actual		
2. July 31, 2018 Financial Statements	A. Aman	
2.1 July 31, 2018 Condensed Narrative		14 – 15
2.2 Balance Sheet		16 - 19
2.3 Income Statement by Fund		20 – 21
2.4 Income Statement Budget-to-Actual		22 - 23
3. August 31, 2018 Financial Statements	A. Aman	Provided at meeting
3.1 August 31, 2018 Condensed Narrative		
3.2 Balance Sheet		
3.3 Income Statement by Fund		
3.4 Income Statement Budget-to-Actual		
4. Select Banking Relationship for recommendation to Executive Committee	G. Ruder	24

Item	Responsibility	Page
E. Information Items		
1. Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of July 31, 2018	A. Aman	25
2. CCF Investments Report	B. Sharpes	Separate attachment
2.1 Market Commentary		
2.2 Investment Results		
2.3 Fee Analysis		
2.4 ESG Funds		
3. 10-year Scholarship Disbursements Report and 10-year Fundraising Totals	E. Hill	26 27
4. Committee Calendar and Roster	A. Aman	28 - 29
F. Adjournment		
1. Adjournment	A. Aman	

UPCOMING FINANCE MEETINGS:

January 3, 2019
8:30 – 9:30 a.m.
Sesnon House, Room 1824

March 28, 2019
8:30 – 9:30 a.m.
Sesnon House, Room 1824

Finance and Investment Committee 2018-19 Attendance Chart

Finance & Investment Committee Members	8/16/18	10/11/18	1/3/19	3/28/19
Alan Aman	P			
Pegi Ard	P			
Owen Brown	P			
Marshall Delk	P			
David Heald	P			
Mike Machado	P			
Kelly Nesheim	P			
Gun Ruder	P			
Robert Shepherd	P			
Stephen Snodgrass	P			

P=Present A=Absent N/A=Not Applicable

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

**Cabrillo College Foundation
Finance & Investment Committee Meeting Minutes
August 16, 2018**

Present: Alan Aman, Pegi Ard, Owen Brown, Marshall Delk, David Heald, Michael Machado, Kelly Nesheim, Gun Ruder, Robert Shepherd and Steve Snodgrass

Absent: All members were present

Staff: Eileen Hill, Nancy Machado

Call to Order – A. Aman called the meeting to order at 8:30 a.m.

Public Comment Opportunity

There were no members of the public in attendance.

Approval of Agenda

Motion: MSC: M. Delk/K. Nesheim to approve agenda.

Approve Finance Committee Minutes

Motion: MSC: M. Machado/O. Brown Alan Aman, Owen Brown, David Heald, Michael Machado, Kelly Nesheim and Robert Shepherd to approve the Finance & Investment Committee minutes of March 29, 2018. Pegi Ard, Marshall Delk, Gun Ruder and Stephen Snodgrass abstained.

Cabrillo College Report

Eileen Hill updated the Finance & Investment Committee members on the new funding formula for California Community Colleges in 2018-19. The legislation alters the way funds are distributed from an enrollment formula to an enrollment, performance-based, and aid based formula and if enacted would decrease funding. Cabrillo College would receive the 5th lowest funding of all the California Community Colleges. Cabrillo College is having All College Day on August 20, 2018 and Eileen invited the Finance & Investments Committee members to join. School starts August 27, 2018.

Executive Director Report:

Eileen Hill reported that the Cabrillo College Foundation raised \$4,324,750 in 2017-18 and was able to provide cash disbursements of \$2,359,898.20 to Cabrillo College and its students. \$1,817,893 for scholarships (45%) \$753,264 to benefit Student Services (32%) and \$542,032 for Faculty/Department support (23%). As of August 8, 2018, the Cabrillo College Foundation has raised \$452,130 towards its \$3,000,000 goal.

Approve Financial Statements

Finance Committee members received the April, 30, 2018, May 31, 2018 and reviewed the June 30, 2018 Pre-Audit Financial Statements. A. Aman reported as of June 30, 2018 the total assets were \$34.8M, \$3.1M over prior year. Net assets were \$33M, \$3.0M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was \$7.0M. Total expenses

were \$3.7M with a net surplus for all funds of \$3.3M. The total operating revenue was \$1.2M and expenses \$1.0M. The operating surplus was \$183K. **Motion: MSC: S. Snodgrass/G. Ruder.** The committee voted unanimously to accept the April 30, 2018, May 31, 2018 and June 30, 2018 (Pre-Audit) Financial Statements.

Banking Services Selection Timeline and Process

Gun Ruder reported that the Ad-Hoc Banking Evaluation Committee was formed to develop a process to review every 5 years, or earlier, the Foundation's banking services provider. The Finance & Investments Committee reviewed the RFI, timeline and process. Marshall Delk and David Heald were excused from the meeting during the discussion. **MSC: P. Ard/S. Snodgrass** to approve the banking selection RFI, timeline and process.

Investment Activity Review

The Cabrillo College Foundation Traditional Endowment pool return on investments fiscal year to date as of June 30, 2018 (12 months) is as follows:

- Actual Return: 8.58%
- Benchmark Return 8.50%
- Difference 0.08%

The CCF return on investments for the UBS ESG Endowment pool return on investments fiscal year to date as of June 30, 2018 (12 months) is as follows:

- Actual Return: 3.41%
- Benchmark Return 4.87%
- Difference -1.46%

Investment Consultant Fee Comparison and Itemized Manager Fees

The Investment Consultant checklist requires a one-time per year fee comparison review of Investment Consultant Fees. Brian Sharpes will explain his fee comparison reports at the October 11, 2018 Finance Committee meeting.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of June 30, 2018 was \$32,956,550. The endowed net assets balance was \$29,252,289. The endowed historical gifts value was \$22,906,507.

Committee Calendar & Roster

A. Aman reviewed the Committee Calendar and Roster.

Adjournment

The meeting adjourned at 9:28 a.m.

Respectfully submitted,



Nancy Machado
Accounting & Human Resources Manager

2018-19 Upcoming Meetings:

Cabrillo College, Sesnon House room 1824

Thursday, October 11, 2018 (8:30 to 10:00)

Thursday, January 3, 2019

Thursday, March 28, 2019

8:30 a.m. to 9:30 a.m.

Finance & Investment Committee 2017-18 Attendance Chart

Finance & Investment Committee Members	10/16/17	1/4/18	3/29/18	8/16/18
Alan Aman	P	P	P	P
Pegi Ard	P	A	A	P
Owen Brown	P	P	P	P
Marshall Delk	P	P	A	P
David Heald	A	A	P	P
Michael Machado	A	A	P	P
Gun Ruder	A	A	P	P
Robert Shepherd	P	P	P	P
Stephen Snodgrass	P	P	P	P

P=Present

A=Absent

N/A=Not Applicable

Attendance is based on the Finance & Investment Committee meeting minutes.

Please call the Cabrillo College Foundation office if you believe this chart is in error.

Next Steps:

1. Staff to prepare a disbursements report going back 10 years to show support trends for % of scholarships paid to students, % of disbursements for student services and % of disbursements for staff/faculty.

2. Brian Sharpes report for October 11, 2018:

- Explain fees and Greenwich comparison
- Re-forecast 2018 in light of tariff issues and GDP

- Discuss the ESG funds and find out the amount required in the account to close the gap between the ESG and Long Term Pool returns.



Board of Trustees Report, October 1, 2018

President/Superintendent, Matt Wetstein

Guided Pathways and the CSU Connection

One of the most exciting things that happened in the month of September was the announcement of the **Monterey Bay College Pathways Partnership (MBCPP)**, in conjunction with CSU-Monterey Bay, Hartnell College, MPC, and Cabrillo. This follows on an agreement that was signed Laurel Jones, retired Cabrillo President, last year that will seek to deepen the articulation agreements and program scheduling practices that lead directly to 4-year degree programs at CSU-MB. Our first programs of interest are the teacher prep pathway that is planned for Watsonville, a second one in Kinesiology and pre-Nursing, and future pathway programs in Business, Computer Science, and Marine Science. The idea is to ensure students can complete a bachelor's degree in 4 years -- 2 at our institutions and 2 at CSU-MB. Our role will be to foster continuing faculty-to-faculty and dean-to-dean dialogue that promotes these practices and delivers on the promise of an expanded vision of Guided Pathways. In essence, CSU-MB is embracing the concept of Guided Pathways and seeking to integrate with our implementation of Guided Pathways principles. There is also a fantastic economic payoff from our collaborative efforts. As I said in the media release about the partnership, "regional collaboration across our colleges is important for our students and our local economy. I am pleased that we are partnering with CSU Monterey Bay and our peer institutions to ensure that we have seamless pathways for our students to complete bachelor's degrees that will lead to living wage jobs."

Affordability, Food, and Housing Access Task Force

I've attended two meetings of the CCC CEO Task Force that is studying solutions, analyzing effective practices, and considering policy approaches to help students deal with housing and food insecurity concerns. One of the main concerns is that CCC students receive limited Cal-Grant funding under the current model of financial aid in this state. A major point of advocacy for the system's students is to reform the approach to include the net cost of attending college as the barometer for Cal-Grants, rather than tuition-based mechanisms. Materials related to the task force can be found at the CCLC website link provided [here](https://www.ccleague.org/resources/focus-areas/affordability-taskforce). [https://www.ccleague.org/resources/focus-areas/affordability-taskforce].

Meanwhile, I just returned from a national conference on college affordability issues, the #Real College 2018 Conference at Temple University. Cabrillo was well represented at the meeting and we have great ideas to bring back for possible implementation. Many thanks to Robin West, Karen Reyes, and Holly Goodman for travelling with me to Philadelphia for the conference.

Advocacy at the Board of Governors Meeting

I spent time on September 17, 2018 attending the Board of Governors meeting in San Diego to advocate on behalf of Cabrillo students on the funding formula. The trip actually had two purposes. First, I wanted to applaud the Chancellor and his staff for developing legislative and budget priorities for next year that place a top priority on COLA + 5 percent for the system's base budget. I also thanked the Chancellor for his advocacy for financial aid reforms that would direct more Cal-Grant dollars to community college students. Second, and more importantly, I wanted the board of governors to hear directly from me the flaws that need to be corrected in the student centered funding formula. My three minute speech was accompanied by written remarks, graphs of the negative impacts of the funding formula, and copies of the Cabrillo Board of Trustees resolution calling for reforms.

I have not heard how Chancellor Oakley reacted to my presentation, but I felt it was important to be both supportive of the work done in his office while maintaining the drumbeat for reform at the same time.

Last week, the Santa Cruz County Business Council (SCCBC) voted unanimously to support Cabrillo's call for funding formula changes. The SCCBC sent a letter to the Chancellor and copies to state legislators advocating on our behalf. I'm grateful for the support the college has received from the local business community on this issue.

Below are some of the events and activities I have been involved with over the last month (since September 10).

College Events, Meetings and Visits	Community Events and Visits
Meetings with Board candidates, 9/11	Foundation Board of Directors, 9/11
Women's Volleyball v. MPC, 9/12	Santa Cruz County Bus. Council Committee, 9/12
Student Services Showcase, Aptos, 9/18	Lunch with Monterey Bay Foundation, 9/12
Office of Equity 1 st Gen Student Welcome, 9/18	Aptos Chamber breakfast, 9/13
Faculty Senate, 9/18	PAMF/Sutter Community Board Orientation, 9/13
Coffee with Trustee Mendoza, 9/19	Lunch with Tom Sourisseau & Eileen Hill, 9/14
Student Services Showcase Watsonville, 9/19	Sutter Health Toast of Town Fundraiser, 9/15
Visit to English Class of Gayle McCallum, 9/19	CCC Board of Governors, San Diego, 9/17
Undocumented Week of Action Webinar, 9/19	Santa Cruz County Business Council, 9/20
College Planning Committee, 9/19	Aptos/Capitola Rotary, Assemblyman Stone, 9/20
Dinner with Trustee Cuevas, 9/19	Meeting with Lobbyist Patrick McCallum, 9/20
Meeting with Matt Weis, MBEP, 9/24	Community TV w/Bruce McPherson, 9/20
Review of Basic Skills Grant, 9/24	CCC Task Force Meeting, 9/21
Monthly Meeting with GP Leaders, 9/24	Monterey Bus. Council Higher Ed Summit, 9/25
Lunch with Trustee Smith, 9/25	SC Symphony Committee Meeting, 9/25
Coffee with Trustee Banks, 9/25	Foundation President's Circle, 9/26
GP PIT Crew Meeting, 9/25	Aptos/Capitola Rotary, 9/27
Inside Education Tour Prep Meeting, 9/26	SCCOE Inside Education Tour of CDC, 9/27
Open Office Hours Watsonville, 9/26	SC Manufacturers Roundtable, 9/27
Open Office Hours Aptos, 9/26	SC Chamber of Commerce Meeting, 9/28
Cabrillo Leadership Academy, 9/28	#Real College Conference, Philadelphia, 9/29-30

Executive Director Report: October 2018

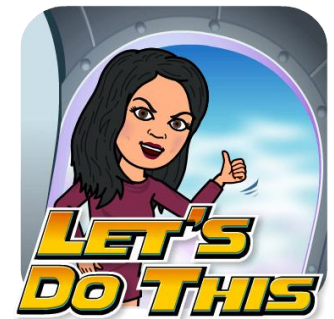
Administration

- 2017-18 Audit
- Banking RFI
- CASE Conference for Community College Advancement



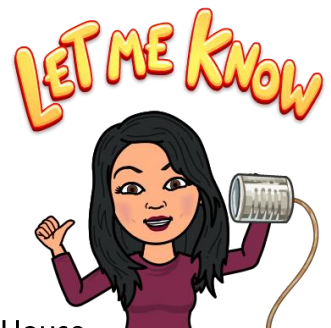
Fundraising

- 2018-19 fundraising goal is \$3M and \$843,055 has been raised
- President's Circle: Committee Kick-off September 26 with 9 new committee members. \$53,837 raised towards \$380K goal.
- Women's Educational Success: \$75,000 is allocated this year in emergency grants for students. \$34,256 has been awarded as of October 2.
- Scholarships: fundraising for existing and new scholarships is ongoing
 - established new scholarships for first generation students
 - stewardship: scholarship recipient notification sent to donors
- Donor Stewardship: one on one thank you lunches
- Legacy Giving: gift annuity and MOCI



Upcoming Events

- Seahawk Social: Flash Lecture Happy Hour:
Saturday, November 3, 5:00 pm – 7:00 pm, Horticulture Center
- President's Circle Receptions for new PC Prospects:
Tuesday, October 30, 5:30 pm – 7:30 pm, Ella's at the Airport
Wednesday, November 28, 5:30 pm – 7:30 pm, Shadowbrook
- Heritage Club Luncheon: Tuesday, November 6, 12:00 pm – 1:30 pm, Sesnon House
- November 30: President's Holiday Party honoring Cabrillo College Trustees



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MEMORANDUM

Date: October 4, 2018
To: Finance and Investment Committee
From: Eileen Hill
Subject: 2018-19 Fundraising Targets

The Board approved a \$3M fundraising goal in outright and unbooked planned gifts. 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 7/1/18 - 9/25/18	2018-19 Target	
	ANNUAL APPEALS	
\$53,387	\$363,000	President's Circle
\$0	\$50,000	Annual Fund
\$140,988	\$170,000	Women's Educational Success
\$2,970	\$100,000	Cabrillo Advancement Program (Endowed)
\$70,933	\$500,000	Scholarships (Endowed)
\$371,436	\$250,000	Scholarships (Nonendowed)
	SPECIAL INITIATIVES	
\$3,133	\$50,000	Cabrillo Stage
\$1,175	\$50,000	Stroke Center
\$0	\$50,000	Tutoring Support
\$0	\$10,000	Cabrillo Youth Chorus
\$63,983	\$657,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, SBDC, Engineering, etc)
\$0	\$250,000	Donor directed interests
\$135,000	\$500,000	Unbooked Planned Gifts
\$843,055	\$3,000,000	TOTAL

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Cabrillo College

FOUNDATION

DATE: October 4, 2018

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William Ow

TO: Finance and Investment Committee

VICE PRESIDENT

Owen Brown

FROM: Eileen Hill

SECRETARY

Claire Biancalana

July 1, 2018 to September 25, 2018

2018-19 Outright Gifts Fundraising Total

\$ 708,055

2018-19 Unbooked Revocable Planned Gifts

\$ 135,000

Total

\$ 843,055

CHIEF FINANCIAL OFFICER

Alan Aman

2018-19 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 07-01-18 to 09-25-18:

PAST PRESIDENT

Leola Lapidés

The Richard & Mary Solari Charitable Trust (Scholarship)

\$ 350,000

Kathryn Shephard (Scholarships)

\$ 43,300

The Peggy & Jack Baskin Foundation (WES)

\$ 30,000

Community Foundation Santa Cruz County (Makerspace Internships)

\$ 20,000

Kerr Corporation (Dental Hygiene)

\$ 17,300

Claire Witherspoon and Jim Engelman (Scholarship)

\$ 15,204

Claire Biancalana & William Kelsay (President's Circle & Scholarship)

\$ 10,000

Brian & Patti Herman (WES)

\$ 10,000

Thomas Sourisseau (President's Circle)

\$ 10,000

Jane Walton (Unrestricted)

\$ 10,000

Foundation for California Community Colleges (Scholarship)

\$ 6,050

Rae Victor (Scholarship)

\$ 6,000

Harry & Mary Blanchard (President's Circle; WES)

\$ 5,500

Susan & Richard Beach (Scholarship)

\$ 5,000

Janet Hein (WES)

\$ 5,000

Julie Packard (WES)

\$ 5,000

Penelope Rich & William Hill (WES)

\$ 5,000

Sharanam Foundation (WES)

\$ 5,000

Norman Lezin (Music)

\$ 3,500

William & Joan Rentz (Music)

\$ 3,000

Joyce Wrenn (Scholarship)

\$ 2,600

Roberta Hunter & Donna Meyers (WES)

\$ 2,500

Amy Newell (WES)

\$ 2,500

Mazal Fund (WES)

\$ 2,500

William & Erica Ow (President's Circle)

\$ 2,500

Carolyn Parham (WES)

\$ 2,500

Mark Cowell (Engineering)

\$ 2,000

The Dante Alighieri Society of Santa Cruz (Scholarship)

\$ 2,000

Big Sur International Marathon (Dental Hygiene)

\$ 1,900

John & Linda Burroughs (President's Circle & WES)

\$ 1,750

Cynthia FitzGerald (Scholarship)

\$ 1,650

Bankers Casino (Football)

\$ 1,500

Kent & Marie Imai (President's Circle)

\$ 1,500

Gifts under \$1,500 (632 of 665 total donors)

\$ 115,801

Total Secured Gifts

\$ 708,055

Total Unbooked Revocable Planned Gifts

\$ 135,000

TOTAL

\$ 843,055

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Notes: 1. For 2018-19, the Cabrillo College Foundation has been notified of one planned gift.

2. The cumulative unbooked revocable planned gifts total is \$24,030,000.

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CABRILLO COLLEGE FOUNDATION
July 31, 2018 Pre-Audit Condensed Narrative
Updated September 26, 2018

(1) Balance Sheet

- **Total Assets:**
Total assets of \$35.6M are \$3.9M over prior year due to positive investment results, receipt of pledge payments and contributed income of \$460K, which is \$433K higher than prior year.
- **Receivables:**
Total pledges receivable are \$237K less than prior year. Split Interest Agreements booked are \$150K.
- **Liabilities:**
Liabilities of \$1.9M are consistent with prior year.
- **Net Assets:**
Total net assets of \$34M are \$3.9M over prior year.

(2) Income Statement

- **Revenue:**
Earned income as of July 31, 2018 is \$550K compared to the prior year balance of \$461K. Contributed income of \$461K is \$27K over prior year contributions. Investment earnings of \$550K is consistent with prior year.
- **Surplus/Deficit:**
As of July 31, 2018, the Cabrillo College Foundation has a \$792K surplus compared to prior year surplus of \$209K.

(3) Operational Budget to Actual

- **Revenue:**
Operating revenue of \$50K is \$1K unfavorable vs budget.
- **Expenses:**
Operating expenses of \$74K are \$17K unfavorable vs projection.
- **Surplus/Deficit:**
The operating fund deficit is \$24K. This is \$14,000 less than prior year.

(4) Investment Report

- Our return on investments for the MS Long-Term Pool fiscal year to date as of August 31, 2018 (2 months) is as follows:

Actual Return:	2.16%
Benchmark Return:	2.65%
Difference:	-0.49%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of August 31, 2018 (2 months) is as follows:

Actual Return:	3.11%
Benchmark Return:	3.00%
Difference:	0.11%

Cabrillo College Foundation

Pre-Audit Balance Sheet as of July 31, 2018

With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$56,196	\$26,369	\$125,377	\$207,942	(\$14,853)
BAY FEDERAL	\$6,159	\$0	\$1,290	\$7,449	\$7,445
BAY FEDERAL CREDIT UNION	\$23,024	\$150,000	\$0	\$173,024	\$172,592
MORGAN STANLEY NONENDOWED	\$799,225	\$2,846,321	\$1	\$3,645,547	\$3,009,451
MORGAN STANLEY GIFT RECEIPT	\$3	\$0	\$0	\$3	\$0
SANTA CRUZ COUNTY BANK	\$11,050	\$196,364	\$0	\$207,414	\$206,911
VANGUARD	\$0	\$0	\$0	\$0	\$0
MORGAN STANLEY GATES	\$0	\$15	\$0	\$15	\$67,218
LIGHTHOUSE BANK	\$16,159	\$233,000	\$0	\$249,159	\$249,694
SUBTOTAL CASH	\$911,815	\$3,452,069	\$126,667	\$4,490,551	\$3,698,458
INVESTMENTS					
MORGAN STANLEY TITLE V HOLDING	\$15	\$0	\$23,500	\$23,515	\$0
MORGAN STANLEY LONG TERM POOL	\$128,178	\$0	\$28,174,735	\$28,302,913	\$25,393,272
MORGAN STANLEY TITLE V	\$16,607	\$0	\$1,131,089	\$1,147,696	\$1,104,339
MORGAN STANLEY TITLE III	\$2,742	\$0	\$184,210	\$186,952	\$180,005
MORGAN STANLEY ESG	\$6,868	\$0	\$941,699	\$948,567	\$621,032
SUBTOTAL INVESTMENTS	\$154,411	\$0	\$30,455,233	\$30,609,644	\$27,298,648
TOTAL CASH AND INVESTMENTS	\$1,066,226	\$3,452,069	\$30,581,900	\$35,100,195	\$30,997,106
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$8,298	\$0	\$0	\$8,298	\$12,125
PLEDGES - ANNUAL FUND	\$35,065	\$0	\$0	\$35,065	\$33,950
PLEDGES - RESTRICTED	\$0	\$98,460	\$35,894	\$134,354	\$367,824
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$12,273)	\$0	\$0	(\$12,273)	(\$11,918)
SUBTOTAL PLEDGES	\$31,091	\$98,460	\$35,894	\$165,444	\$401,981
ACCOUNTS RECEIVABLE					

Cabrillo College Foundation
Pre-Audit Balance Sheet as of July 31, 2018
 With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
ACCOUNTS RECEIVABLE	\$0	\$17,428	\$0	\$17,428	\$1,704
TOTAL ACCOUNTS RECEIVABLE	\$0	\$17,428	\$0	\$17,428	\$1,704
OTHER RECEIVABLES					
NOTES RECEIVABLE	\$0	\$0	\$0	\$0	\$10,925
ACCRUED INTEREST RECEIVABLE	\$0	\$0	\$0	\$0	\$2,622
SPLIT INTEREST AGREEMENTS	\$62,322	\$74,920	\$12,430	\$149,672	\$137,619
SUBTOTAL OTHER RECEIVABLES	\$62,322	\$74,920	\$12,430	\$149,672	\$151,166
TOTAL RECEIVABLES	\$93,413	\$190,807	\$48,324	\$332,545	\$554,852
FIXED ASSETS					
OFFICE EQUIPMENT	\$49,099	\$0	\$0	\$49,099	\$70,092
ACCUMULATED DEPRECIATION	(\$43,953)	\$0	\$0	(\$43,953)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$5,146	\$0	\$0	\$5,146	\$0
PREPAID EXPENSES	\$8,112	\$0	\$0	\$8,112	\$9,321
PREPAID RETIREMENT EXPENSE	\$18,404	\$0	\$0	\$18,404	\$34,986
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$28,721	\$0	\$0	\$28,721	\$44,977
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$84,962	\$0	\$0	\$84,962	\$81,394
TOTAL ASSETS	\$1,304,984	\$3,642,877	\$30,630,224	\$35,578,085	\$31,722,636

Cabrillo College Foundation

Pre-Audit Balance Sheet as of July 31, 2018

With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$14,026	\$34,122	\$46,205	\$94,354	\$57,132
SCHOLARSHIPS PAYABLE	\$0	\$215,017	\$290,910	\$505,927	\$636,579
ACCRUED PTO	\$50,078	\$0	\$0	\$50,078	\$34,932
ACCRUED HEALTH BENEFITS	\$10,520	\$0	\$0	\$10,520	\$10,101
SECTION 125 WITHHOLDINGS	\$269	\$0	\$0	\$269	\$186
ACCRUED RETIREE MEDICAL BENEFITS	\$59,305	\$0	\$0	\$59,305	\$59,305
UNFUNDED PERS PENSION LIABILITY	\$406,031	\$0	\$0	\$406,031	\$336,966
DEFERRED REVENUE - PERS	\$13,198	\$0	\$0	\$13,198	\$40,294
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$553,426	\$249,139	\$337,115	\$1,139,681	\$1,175,496
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$33,997	\$520,778	\$554,775	\$530,173
ENDOWED SCHOLARSHIPS	\$0	\$0	\$4,500	\$4,500	\$0
ANNUAL SCHOLARSHIPS	\$0	\$110,917	\$0	\$110,917	\$114,252
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$144,914	\$525,278	\$670,192	\$644,425
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$74,000	\$74,000	\$64,850
SUBTOTAL WES GRANTS PAYABLE	\$0	\$0	\$74,000	\$74,000	\$64,850
OTHER LIABILITIES					
DUE TO OTHER FUNDS	\$0	\$0	\$0	\$0	\$0
SUBTOTAL OTHER LIABILITIES	\$0	\$0	\$0	\$0	\$0
TOTAL LIABILITIES	\$553,426	\$394,053	\$936,394	\$1,883,873	\$1,884,771
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$290,617	\$0	\$0	\$290,617	\$290,617
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMENT	\$10,000	\$0	\$0	\$10,000	\$0
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302

Cabrillo College Foundation
Pre-Audit Balance Sheet as of July 31, 2018
 With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
DESIGNATED-RETIREE MEDICAL BENEFITS	\$47,023	\$0	\$0	\$47,023	\$47,023
UNDESIGNATED	\$94,616	\$0	\$0	\$94,616	(\$37,942)
SUBTOTAL OPERATING NET ASSETS	\$751,558	\$0	\$0	\$751,558	\$609,001
NET ASSETS - NONENDOWED	\$0	\$3,248,824	\$0	\$3,248,824	\$2,749,665
NET ASSETS - ENDOWED	\$0	\$0	\$29,693,830	\$29,693,830	\$26,479,199
TOTAL NET ASSETS	\$751,558	\$3,248,824	\$29,693,830	\$33,694,212	\$29,837,865
TOTAL LIABILITIES AND NET ASSETS	\$1,304,984	\$3,642,877	\$30,630,224	\$35,578,085	\$31,722,636
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$775,543	\$2,874,059	\$29,252,289	\$32,901,892	\$29,629,353
NET SURPLUS/(DEFICIT)	(\$23,985)	\$374,765	\$441,541	\$792,321	\$208,512
ENDING NET ASSETS	\$751,558	\$3,248,824	\$29,693,830	\$33,694,212	\$29,837,865

Cabrillo College Foundation

Pre-Audit Income Statement by Fund as of July 31, 2018

With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$5,349	\$15	\$66,324	\$71,688	\$58,220
UNREALIZED GAIN/LOSS ON SECURITIES	\$1,375	\$0	\$421,322	\$422,696	\$410,684
REALIZED GAINS/LOSSES	\$0	\$0	\$23,729	\$23,729	\$44,955
FEE INCOME	\$17,376	\$0	\$0	\$17,376	\$22,786
OPERATIONAL ENDOWMENT PAYOUT	\$14,122	\$0	\$0	\$14,122	\$14,057
TOTAL EARNED INCOME	\$38,222	\$15	\$511,375	\$549,612	\$550,702
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$394,429	\$54,685	\$449,114	\$21,064
ANNUAL FUND	\$403	\$0	\$0	\$403	\$275
PRESIDENT'S CIRCLE GIFTS	\$8,650	\$0	\$0	\$8,650	\$4,650
UNRESTRICTED GIFTS	\$399	\$0	\$0	\$399	\$218
INTERFUND CONTRIBUTIONS	\$0	\$527	(\$527)	\$0	\$0
IN KIND REVENUE-RENT	\$1,976	\$0	\$0	\$1,976	\$1,110
TOTAL CONTRIBUTED INCOME	\$11,427	\$394,956	\$54,158	\$460,541	\$27,317
TOTAL REVENUE	\$49,650	\$394,970	\$565,533	\$1,010,153	\$578,019
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$37,200	\$0	\$0	\$37,200	\$35,248
TOTAL SALARIES & WAGES	\$37,200	\$0	\$0	\$37,200	\$35,248
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$18,531	\$0	\$0	\$18,531	\$17,093
TOTAL PAYROLL TAXES, BENEFITS	\$18,531	\$0	\$0	\$18,531	\$17,093
PRINTING	\$205	\$0	\$0	\$205	\$243
PHOTOS	\$0	\$0	\$0	\$0	\$400
CONSULTANTS	\$1,299	\$0	\$0	\$1,299	\$356
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$0	\$0	\$0	\$0	\$12,491
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$13	\$0	\$0	\$13	\$131

Cabrillo College Foundation

Pre-Audit Income Statement by Fund as of July 31, 2018

With Comparative Totals as of July 31, 2017

	Operating 7/31/18 A	Nonendowed 7/31/18 B	Endowed 7/31/18 C	Total 7/31/18 D	Total 7/31/17 E
DEPRECIATION EXPENSE	\$101	\$0	\$0	\$101	\$0
SOFTWARE MAINTENANCE	\$11,708	\$0	\$0	\$11,708	\$10,953
TOTAL OFFICE EQUIP & MAINTENANCE	<u>\$11,822</u>	<u>\$0</u>	<u>\$0</u>	<u>\$11,822</u>	<u>\$11,085</u>
OFFICE SUPPLIES	\$151	\$0	\$0	\$151	\$76
POSTAGE & MAILING SERVICE	\$0	\$0	\$0	\$0	\$50
OTHER EXPENSES					
MISCELLANEOUS	\$180	\$0	\$0	\$180	\$13
UNCOLLECTIBLE PLEDGES	\$1,178	\$0	\$100	\$1,278	\$3,793
INTERNET SERVICE	\$104	\$0	\$0	\$104	\$88
BANK CHARGES	\$414	\$0	\$0	\$414	\$242
INVESTMENT FEES	\$0	\$0	\$34,770	\$34,770	\$42,041
DIRECTOR/OFFICER LIABILITY INS	\$251	\$0	\$0	\$251	\$361
LIABILITY AND PROPERTY INSURANCE	\$323	\$0	\$0	\$323	\$323
TOTAL OTHER EXPENSES	<u>\$2,450</u>	<u>\$0</u>	<u>\$34,870</u>	<u>\$37,320</u>	<u>\$46,861</u>
IN KIND EXPENSE - RENT	\$1,976	\$0	\$0	\$1,976	\$1,110
NONENDOWED PROGRAM EXPENSES	\$0	\$19,906	\$0	\$19,906	\$88,985
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$89,122	\$89,122	\$82,057
SCHOLARSHIPS	\$0	\$300	\$0	\$300	\$73,453
TOTAL EXPENSES	<u>\$73,635</u>	<u>\$20,206</u>	<u>\$123,992</u>	<u>\$217,833</u>	<u>\$369,507</u>
NET SURPLUS/(DEFICIT)	<u>(\$23,985)</u>	<u>\$374,765</u>	<u>\$441,541</u>	<u>\$792,321</u>	<u>\$208,512</u>

Cabrillo College Foundation

Pre-Audit Income Statement - Operating Budget as of 7/31/18

With Comparative Totals as of 07/31/17

	17-18 Actual 1 Month A	18-19 Actual 1 Month B	18-19 Budget 1 Month C	18-19 Actual To 18-19 Budget D	18-19 1 Mo. and 11 Mos. Projected E	18-19 Annual Budget (Approved 5/8/18) F	Variance 18-19 1 Mo. Actual & 11 Mos. Projected to 18-19 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$3,038	\$5,349	\$2,167	\$3,183	\$26,000	\$26,000	\$0
UNREALIZED GAIN/LOSS ON SECURITIES	(\$1,104)	\$1,375	\$0	\$1,375	\$0	\$0	\$0
FEE INCOME	\$22,786	\$17,376	\$19,293	(\$1,917)	\$114,527	\$114,527	\$0
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$14,122	\$15,565	(\$1,443)	\$15,565	\$15,565	\$0
ENDOWMENT MANAGEMENT FEE	\$0	\$0	\$0	\$0	\$405,358	\$405,358	\$0
TOTAL EARNED INCOME	\$38,777	\$38,222	\$37,025	\$1,197	\$561,450	\$561,450	\$0
CONTRIBUTED INCOME							
ANNUAL FUND	\$275	\$403	\$250	\$153	\$50,000	\$50,000	\$0
PRESIDENT'S CIRCLE GIFTS	\$4,650	\$8,650	\$10,000	(\$1,350)	\$363,000	\$363,000	\$0
UNRESTRICTED GIFTS	\$218	\$399	\$1,868	(\$1,469)	\$22,414	\$22,414	\$0
IN KIND REVENUE-RENT	\$1,110	\$1,976	\$1,110	\$866	\$23,712	\$13,320	\$10,392
TOTAL CONTRIBUTED INCOME	\$6,253	\$11,427	\$13,228	(\$1,800)	\$459,126	\$448,734	\$10,392
TOTAL REVENUE	\$45,030	\$49,650	\$50,253	(\$603)	\$1,020,576	\$1,010,184	\$10,392
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$35,248	\$37,200	\$40,749	\$3,549	\$488,988	\$488,988	\$0
TOTAL SALARIES & WAGES	\$35,248	\$37,200	\$40,749	\$3,549	\$488,988	\$488,988	\$0
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$17,093	\$18,531	\$20,556	\$2,025	\$246,671	\$246,671	\$0
TOTAL PAYROLL TAXES, BENEFITS	\$17,093	\$18,531	\$20,556	\$2,025	\$246,671	\$246,671	\$0
ADVERTISING							
PRINTING	\$243	\$205	\$1,785	\$1,580	\$21,420	\$21,420	\$0
PHOTOS	\$400	\$0	\$317	\$317	\$3,800	\$3,800	\$0
CONSULTANTS	\$356	\$1,299	\$4,170	\$2,872	\$50,043	\$50,043	\$0
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$12,491	\$0	\$4,760	\$4,760	\$57,120	\$57,120	\$0
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$131	\$13	\$105	\$92	\$1,260	\$1,260	\$0

Cabrillo College Foundation

Pre-Audit Income Statement - Operating Budget as of 7/31/18

With Comparative Totals as of 07/31/17

	17-18 Actual 1 Months A	18-19 Actual 1 Month B	18-19 Budget 1 Month C	18-19 Actual To 18-19 Budget D	18-19 1 Mo. and 11 Mos. Projected E	18-19 Annual Budget (Approved 5/8/18) F	Variance 18-19 1 Mo. Actual & 11 Mos. Projected to 18-19 Budget G
DEPRECIATION EXPENSE	\$0	\$101	\$101	\$0	\$1,211	\$1,211	\$0
SOFTWARE MAINTENANCE	\$10,953	\$11,708	\$11,736	\$28	\$11,736	\$11,736	\$0
TOTAL OFFICE EQUIP & MAINTENANCE	\$11,085	\$11,822	\$11,942	\$119	\$14,207	\$14,207	\$0
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$0	\$0	\$131	\$131	\$1,577	\$1,577	\$0
OFFICE SUPPLIES	\$76	\$151	\$557	\$405	\$6,678	\$6,678	\$0
POSTAGE & MAILING SERVICE	\$50	\$0	\$844	\$844	\$10,123	\$10,123	\$0
BOARD EXPENSES	\$0	\$0	\$190	\$190	\$2,279	\$2,279	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$13	\$180	\$42	(\$138)	\$500	\$500	\$0
UNCOLLECTIBLE PLEDGES	\$3,793	\$1,178	\$1,458	\$280	\$17,500	\$17,500	\$0
MILEAGE & PARKING	\$0	\$0	\$50	\$50	\$595	\$595	\$0
INTERNET SERVICE	\$88	\$104	\$110	\$6	\$1,320	\$1,320	\$0
IT HOSTING SERVICE	\$0	\$0	\$0	\$0	\$9,295	\$9,295	\$0
BANK CHARGES	\$242	\$414	\$847	\$433	\$10,159	\$10,159	\$0
DIRECTOR/OFFICER LIABILITY INS	\$361	\$251	\$375	\$124	\$4,500	\$4,500	\$0
LIABILITY AND PROPERTY INSURANCE	\$323	\$323	\$337	\$13	\$4,040	\$4,040	\$0
TOTAL OTHER EXPENSES	\$4,820	\$2,450	\$3,218	\$768	\$47,909	\$47,909	\$0
IN KIND EXPENSE - RENT	\$1,110	\$1,976	\$1,110	(\$866)	\$23,712	\$13,320	(\$10,392)
TOTAL EXPENSES	\$82,971	\$73,635	\$90,328	\$16,693	\$975,527	\$965,135	(\$10,392)
NET SURPLUS/(DEFICIT)	(\$37,942)	(\$23,985)	(\$40,075)	\$16,090	\$45,049	\$45,049	(\$1)

Cabrillo College FOUNDATION

OFFICERS

PRESIDENT

William Ow

VICE PRESIDENT

Owen Brown

SECRETARY

Claire Biancalana

CHIEF FINANCIAL OFFICER

Alan Aman

PAST PRESIDENT

Leola Lapides

COMMUNITY REPRESENTATIVES

Rob Allen

Linda Burroughs

Ceil Cirillo

Linda Downing

David Heald

Kelly Nesheim

Amy Newell

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Karen Semingson

Kate Terrell

Rachel Wedeen

COLLEGE TRUSTEE REPRESENTATIVES

Gary Reece

Rachael Spencer

Donna Ziel

COLLEGE STAFF REPRESENTATIVES

Matthew E. Wetstein

President

Sue Gochis

VP Student Services

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Enrique Buelna

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

MEMORANDUM

Date: October 4, 2018
To: Finance and Investment Committee
From: Gun Ruder
Subject: Ad hoc Banking Selection Committee

BACKGROUND

August 21, 2018, the banking RFI was e-mailed to the following institutions with a deadline to respond by September 10, 2018:

- Lighthouse Bank (responded)
- Santa Cruz County Bank (responded)
- Wells Fargo Bank (responded)
- Bank of America (declined due to the size of our organization)
- Bay Federal (declined because they are unable to provide the services we are looking for at this time)
- Chase (did not respond)
- Comerica (did not respond)
- Morgan Stanley (declined because their services are primarily focused on individuals)

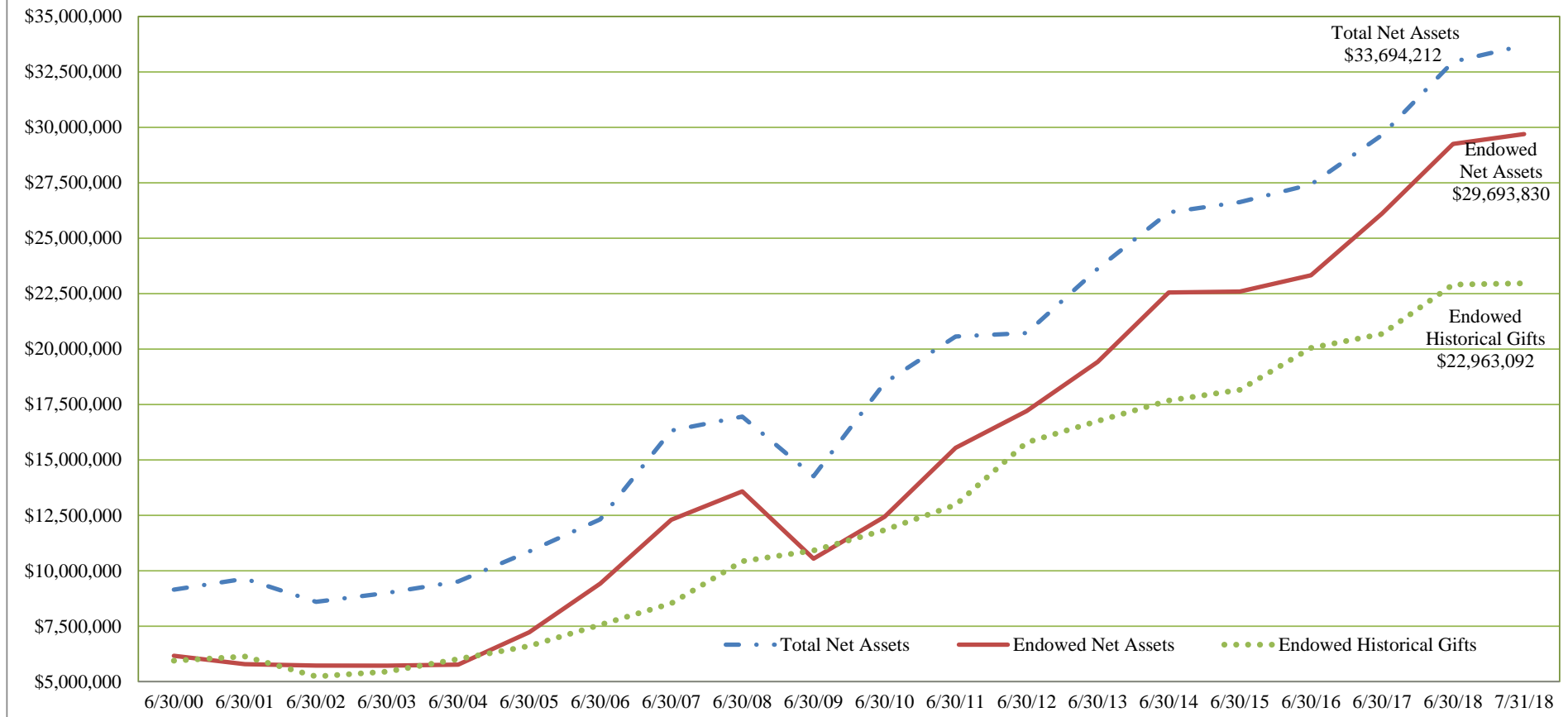
September 4, 2018, Eileen Hill sent an e-mail to the Board of Directors to recruit Board members willing to serve on the Ad hoc Banking Selection Committee. Board members with a direct relationship with any banks being considered were excluded from serving on the committee. Alan Aman, William Ow and Gun Ruder volunteered to serve.

September 17, 2018, Eileen Hill, Nancy Machado and Kate Staveland met with Marshall Delk of Santa Cruz County Bank, Michele Bassi of Lighthouse Bank and Ana Cortez of Wells Fargo Bank for a demonstration of their online banking services.

October 8, 2018, the Ad hoc Banking Selection Committee will meet to review the responses and select the banking services provider to recommend to the Finance & Investments Committee on October 11, 2018.

The Executive Committee and Board will receive recommendation for approval.
(CCF Board members who are an employee, board member, married to or relative of an employee or board member of any of the banks under consideration will be excused from the room during the discussion and approval process)

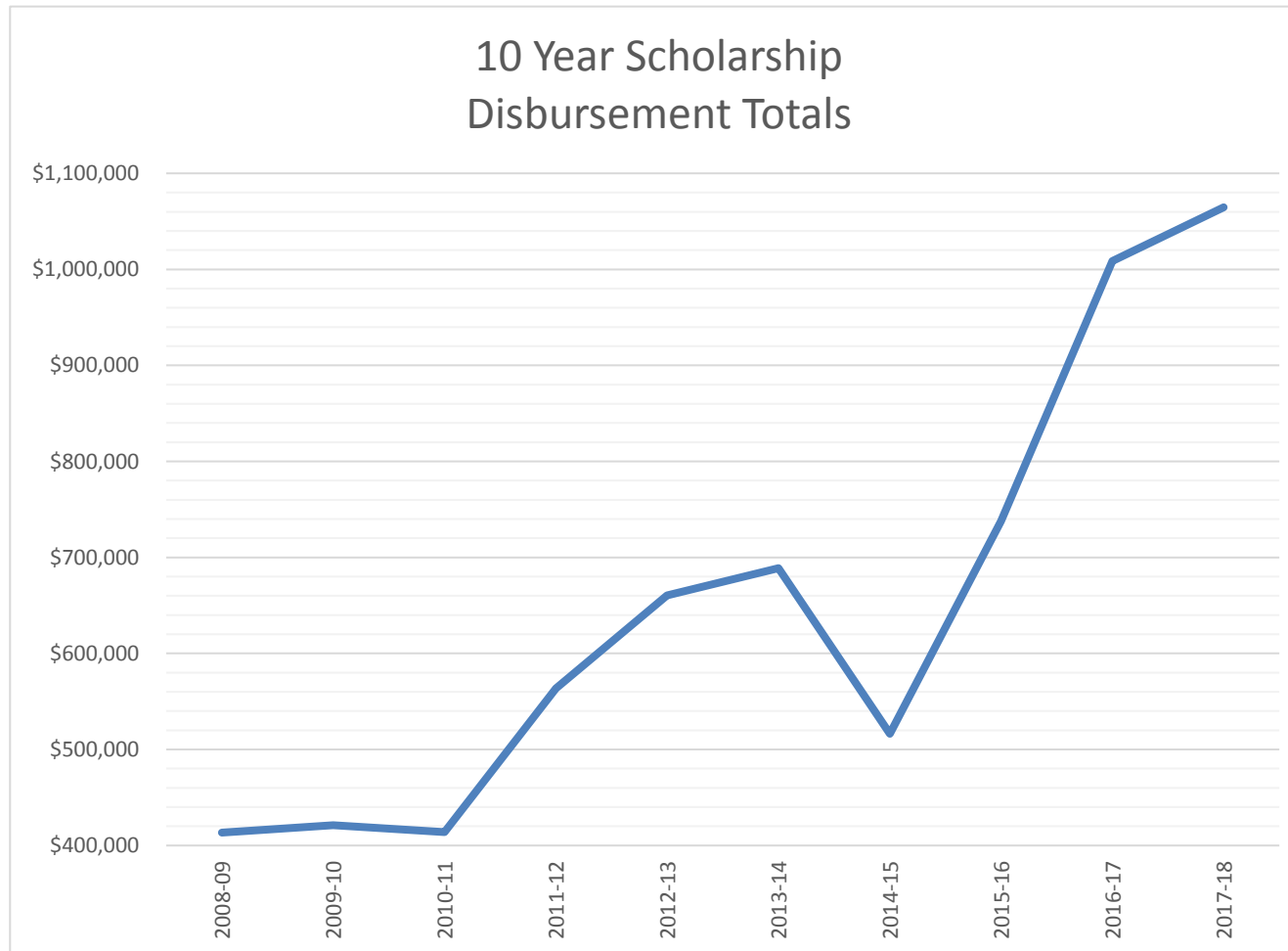
Cabrillo College Foundation
Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts
June 30, 2000 to July 31, 2018



Total Net Assets highest level was \$33,780,296 as of January 31, 2018

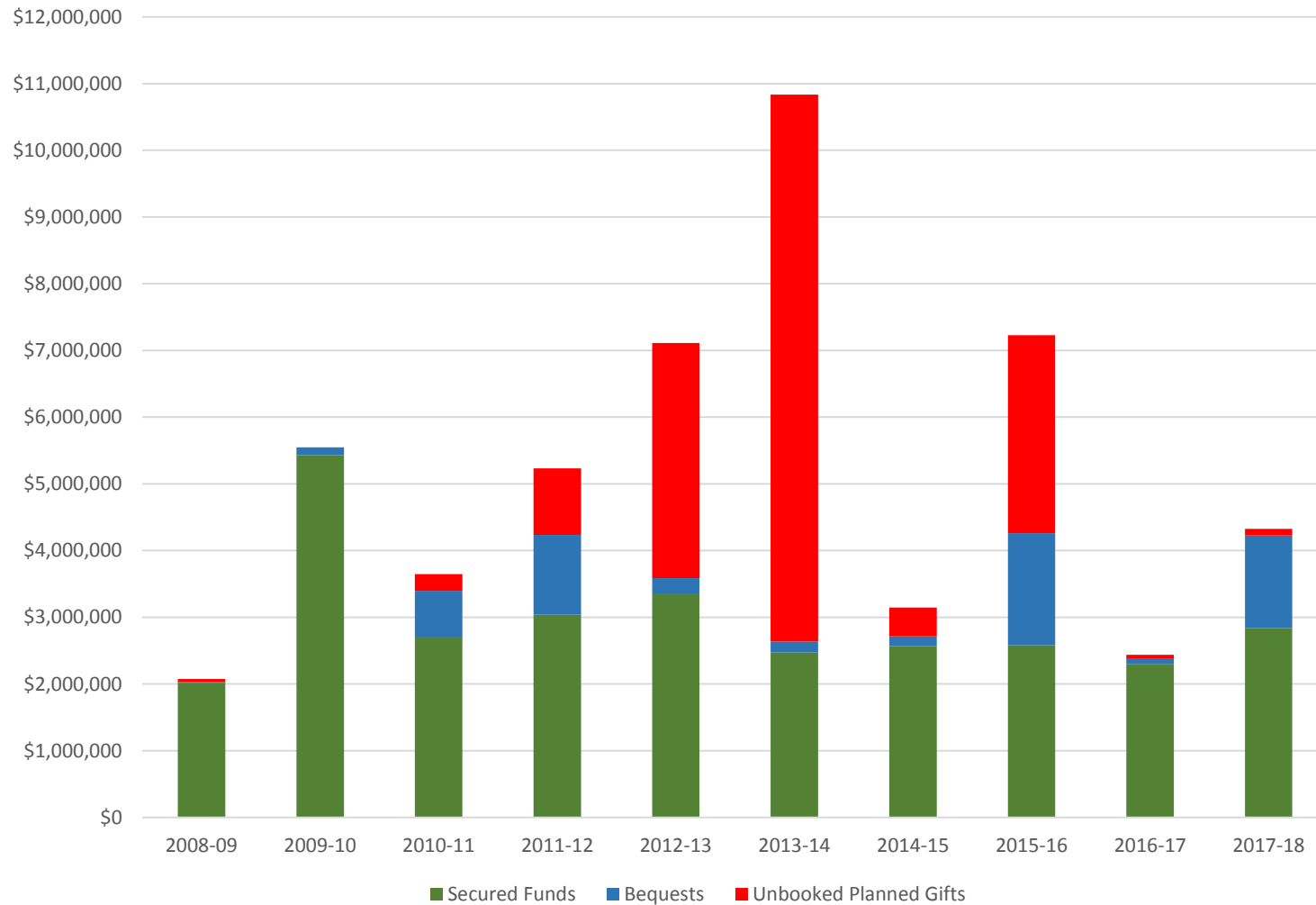
Endowed Net Assets highest level was \$30,269,973 as of January 31, 2018

Endowed Historical Gifts highest level was \$22,963,092 as of July 31, 2018



	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Scholarships	\$413,456	\$421,257	\$413,932	\$563,551	\$660,312	\$688,748	\$516,283	\$737,722	\$1,008,674	\$1,064,629
Program	\$1,993,511	\$1,560,414	\$2,440,768	\$1,479,833	\$1,622,047	\$1,694,283	\$867,803	\$757,060	\$1,599,699	\$1,295,296

Cabrillo College Foundation
Fundraising Totals per Fiscal Years 2008-09 to 2017-18
Secured and Unbooked Planned Gifts
Updated 9/4/18



2018-19 Cabrillo College Foundation Committee Meetings and Events

Updated 9/11/2018

BOARD OF DIRECTORS

Tuesdays, 12:00-2:00 pm

Sesnon House Room 1804

New Member Orientation

September 11, 2018

10:00-11:00am

(Sesnon House Room 1824)

Walking Tour for Full Board:

September 11, 2018

11:00-11:45am

Meetings:

September 11, 2018

November 13, 2018

February 12, 2019

May 14, 2019 (Watsonville
Center)

AUDIT

10:00-11:00 am

Sesnon House Room 1824

October 1, 2018

EXECUTIVE

9:00-10:00 am

Sesnon House Room 1824

August 30, 2018

October 25, 2018

January 17, 2019

April 18, 2019

FINANCE AND

INVESTMENT

Thursdays, 8:30-9:30 am

Sesnon House Room 1824

August 16, 2018

October 11, 2018

January 3, 2019

March 28, 2019

CABRILLO

ADVANCEMENT

PROGRAM (CAP)

Sesnon House Room 1824

FACULTY GRANTS

Sesnon House Room 1824

NOMINATING

Sesnon House Room 1824

PRESIDENT'S CIRCLE

Sesnon House Room 1804

September 26, 2018

5:30 – 7:00 pm

(kick-off party)

Sesnon House Room 1824

October 23, 2018

9:00 am – 12:00 pm

(signing party)

WOMEN'S

EDUCATIONAL

SUCCESS (WES)

September 21, 2018

11:30 am – 1:30 pm

(Luncheon)

Horticulture Center

SCHOLARSHIP

Sesnon House Room 1824

EXCLUSIVE EVENTS FOR

PRESIDENT'S CIRCLE

MEMBERS

Lunch with CC President

\$5,000 + Members

Sandy Lydon Historical Tour

\$1,000 + Members

April, 13, 2018

Winemakers Dinner

Sesnon House

\$2,500+ Members

Party TBD

\$1,500+ Members

Feasting with Faculty

Sesnon House

\$10,000+ Members

Cabrillo Stage Play

and PC Reception

\$1,000+ Members

EVENT DATES

President's Circle

New Prospects Reception

October 30, 2018

5:30 – 7:30 pm

Ella's at the Airport

Seahawk Social

Happy Hour

November 3, 2018

5:00 – 7:00 pm

Horticulture Center

Heritage Club Luncheon

November 6, 2018

12:00 – 1:30 pm

Sesnon House

President's Circle

New Prospects Reception

November 28

5:30 – 7:30 pm

Shadowbrook

President's Holiday Party

November 30, 2018

5:30 pm

Sesnon House

Faculty and Staff Grants

Reception

January 2019 TBD

4:00-6:00pm

Sesnon House

Cabrillo Advancement

Program

(CAP) Ceremony

March 2019 TBD

6:00 – 8:00 pm

Crocker Theater

High Achiever Scholarship

Ceremony

April 2019 TBD

3:00 – 5:00 pm

Sesnon House

**American Dream
Scholarship Ceremony**

May/June 2019 TBD

4:00 – 5:00 pm

Samper Recital Hall

2018-19 Cabrillo College Foundation Committee Roster – Updated 9/18/2018

BOARD OF DIRECTORS

Rob Allen
Alan Aman, CFO
Claire Biancalana, Secretary
Owen Brown, Vice President
Linda Burroughs
Ceil Cirillo
Linda Downing
Enrique Buelna, Faculty Representative
Sue Gochis, CC VP Student Services
David Heald
Leola Lapidés, Past President
Victoria Lewis, VP Admin. Services, Asst. Treasurer
Kelly Nesheim
Amy Newell
William Ow, President
June Padilla Ponce
Patty Quillin
Gary Reece, College Trustee
Maria Esther Rodriguez
Gun Ruder
Karen Semingson
Rachael Spencer, College Trustee
Kate Terrell
Rachel Wedeen
Kathie Welch, VP of Instruction
Matt Wetstein, Asst. Secretary, CC President
Donna Ziel, College Trustee

AUDIT

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

EXECUTIVE

Alan Aman, CFO
Claire Biancalana, Secretary
Owen Brown, Vice President
Linda Burroughs
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Leola Lapidés, Past President
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Matt Wetstein, CC President
Staff: Eileen Hill
Nancy Machado

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Pegi Ard
Owen Brown
Marshall Delk
David Heald
Michael W. Machado
Kelly Nesheim
Gun Ruder
Bob Shepherd
Steve Snodgrass
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Nancy Machado

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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

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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

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

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Ceil Cirillo
Pegi Ard
Jim Baker
Ed Banks
Pat Barton
Michele Bassi
Claire Biancalana
Mary Blanchard
Jess Brown
Owen Brown
Ted Burke
Linda Burroughs
Andrew Calciano
Karen Cogswell
Kathy Cowan
Wally Dale
Linda Downing
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Duf Fischer
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Joel-Ann Foote
Mahlon Foote
DeAnne Hart
Rich Hart
Jackie Heald
Hal Hyde
Kent Imai
Vance Landis-Carey
Marilyn Manning Lonergan
Richard Lonergan
Keith McKenzie
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Pam Santacroce
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Helen Shepherd
Ginny Solari Mazry
Rachael Spencer
Rachel Wedeen
Matt Wetstein
Theo Wierdsma
Bjorg Yonts
Staff: Caitlin Bonura

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Ceil Cirillo
Linda Downing
Rich Hart
Rachel Wedeen
Staff: Caitlin Bonura

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Robin Adkins
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Mary Culley
Kimberley Dawn
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Amy Newell
Mara Paladrani
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Patty Quillin
Cathy Richards-Bradley
Karen Semingson
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Kate Terrell
Teresa Thomae
Karri White
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WES Advisors:

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Leti Amezcua
Jenna Becker
Rosemary Brogan
Sue Bruckner
Lori Chavez
Lauren Cole
Olga Diaz
Mario Garcia
Ofelia Garcia
Irma Gil
Holly Goodman
Jay Jackson
Teresa Kidwiler
Elissa Kurk
Diego Navarro
Christina Ortega
Beth Regardz
Ana Rodriguez
Gabriela Rodriguez
Barbara Schultz-Perez
Sue Slater
Nancy Spangler
Tasha Sturm
Laura Thurman
Marilyn Zanetti
Staff: Caitlin Bonura