

# Cabrillo College FOUNDATION

## OFFICERS

### PRESIDENT

William Ow

### VICE PRESIDENT

Owen Brown

### SECRETARY

Claire Biancalana

### CHIEF FINANCIAL OFFICER

Alan Aman

### PAST PRESIDENT

Leola Lapidés

### COMMUNITY REPRESENTATIVES

Rob Allen

Linda Burroughs

Ceil Cirillo

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David Heald

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Amy Newell

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

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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 18, 2018

TO: Alan Aman, Claire Biancalana, Owen Brown, Linda Burroughs,  
David Heald, Leola Lapidés, Rachael Spencer, Matt Wetstein

FROM: William Ow, CCF President

STAFF: Eileen Hill, Nancy Machado, Lori Hood

SUBJECT: Executive Committee Meeting  
Thursday, October 25, 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   | W. Ow          |      |
| 2. Approval of Agenda  | W. Ow          |      |
| <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. August 30, 2018 meeting minutes                 | W. Ow          | 5 - 8              |
| <b>B. Public Comment</b>                           |                |                    |
| 1. Public Comment Opportunity                      | W. Ow          |                    |
| <b>C. Reports</b>                                  |                |                    |
| 1. College President Report                        | M. Wetstein    | 9 - 10             |
| 2. Executive Director Report                       | E. Hill        | 11                 |
| 2.1 2018-19 Fundraising Targets                    |                | 12                 |
| 2.2 Fundraising Totals and Goal                    |                | 13                 |
| July 1, 2018 to October 16 2018                    |                |                    |
| Outright Gifts:                                    | \$1,083,303    |                    |
| Unbooked Revocable Planned Gifts:                  | \$1,385,000    |                    |
| Total:   | \$2,468,303    |                    |
| <b>D. CLOSED SESSION</b>                           |                |                    |
| 1. 2018-19 Executive Director Goals                | W. Ow          | 14                 |
| <b>E. Return to Open Session</b>                   |                |                    |
| 1. Report out of Closed Session                    | W. Ow          |                    |
| <b>F. Action Items</b>                             |                |                    |
| 1. June 30, 2018 Post-Audit Financial Statements   | A. Aman        | emailed separately |
| 1.1 June 30, 2018 Post-Audit Condensed Narrative   |                |                    |
| 1.2 Balance Sheet                                  |                |                    |
| 1.3 Income Statement by Fund                       |                |                    |
| 1.4 Income Statement Budget-to-Actual              |                |                    |
| 2. July 31, 2018 Post-Audit Financial Statements   | A. Aman        | emailed separately |
| 2.1 Balance Sheet                                  |                |                    |
| 2.2 Income Statement by Fund                       |                |                    |
| 2.3 Income Statement Budget-to-Actual              |                |                    |
| 3. August 31, 2018 Post-Audit Financial Statements | A. Aman        | emailed separately |
| 3.1 August 31, 2018 Post-Audit Condensed Narrative |                |                    |
| 3.2 Balance Sheet                                  |                |                    |
| 3.3 Income Statement by Fund                       |                |                    |
| 3.4 Income Statement Budget-to-Actual              |                |                    |
| 4. Bank Selection                                  | A. Aman        | 15 - 16            |

| Item   | Responsibility | Page               |
|--|----------------|--------------------|
| <b>F. Action Items (cont.)</b>   |                |                    |
| 5. 2017-18 Audit Draft   | D. Heald       | emailed separately |
| 6. College Trustee Vacancy on Board  | W. Ow          | 17                 |
| <b>G. Informational Items</b>  |                |                    |
| 1. Review of CCF Investments   | A. Aman        |                    |
| 1.1 Traditional Pool Summary Activity as of September 30, 2018                           |                | 18                 |
| 1.2 ESG Pool Summary Activity as of September 30, 2018                                   |                | 19                 |
| 2. Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of August 31, 2018 | A. Aman        | emailed separately |
| 3. 10-year Disbursements Report and 10-year Fundraising Totals                           | E. Hill        | 20 - 21            |
| 4. President's Circle Campaign Update  | C. Biancalana  | 22                 |
| 5. Women's Educational Success Update  | R. Spencer     | 23                 |
| 6. Faculty Grants  | O. Brown       | 24                 |
| 7. Committee Calendar and Roster   | W. Ow          | 25 - 26            |
| <b>H. Adjournment</b>  |                |                    |
| 1. Adjournment   | W. Ow          |                    |

**UPCOMING EXECUTIVE MEETINGS:**

9:00 – 10:00 a.m.

Sesnon House, Room 1824

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Thursday, January 17, 2019

Thursday, April 18, 2019

**Executive Committee 2018-19 Attendance Chart**

| <b>Executive Committee Members</b> | <b>8/30/18</b> | <b>10/25/18</b> | <b>1/17/19</b> | <b>4/18/19</b> |
|------------------------------------|----------------|-----------------|----------------|----------------|
| Alan Aman                          | P              |                 |                |                |
| Claire Biancalana                  | A              |                 |                |                |
| Owen Brown                         | P              |                 |                |                |
| Linda Burroughs                    | A              |                 |                |                |
| David Heald                        | P              |                 |                |                |
| Leola Lapidés                      | P              |                 |                |                |
| William Ow                         | P              |                 |                |                |
| Rachael Spencer                    | P              |                 |                |                |
| Matt Wetstein                      | P              |                 |                |                |

P=Present, A=Absent, N/A=Not applicable, not on committee at that time. Attendance is based on the Executive Committee meeting minutes. Please call the Cabrillo College Foundation office if you believe this chart is in error.

**Cabrillo College Foundation  
Executive Committee Meeting Minutes  
August 30, 2018**

Present: Alan Aman, Owen Brown, David Heald, Leola Lapidés, William Ow, Rachael Spencer, Matt Wetstein  
Absent: Claire Biancalana, Lind Burroughs  
Staff: Eileen Hill, Nancy Machado, Lori Hood

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Call to Order – W. Ow called the meeting to order at 9:02 am

Approval of Agenda

**Motion: MSC: R. Spencer/ A. Aman.** The committee voted unanimously to approve the Executive Committee agenda.

Public Comment Opportunity

There were no members of the public in attendance.

Approve Executive Committee Minutes

**Motion: MSC: R. Spencer/ A. Aman.** Alan Aman, Owen Brown, David Heald, Leola Lapidés, William Ow, Rachael Spencer and Matt Wetstein voted to approve the Executive Committee Minutes of April 19, 2018. Claire Biancalana and Linda Burroughs were absent.

Cabrillo College President Report

M. Wetstein gave a quick summary of his critique on the funding formula for community colleges. He described how the formula is flawed and the negative impacts on many districts. He then described the ways that Cabrillo will need to adapt including basic skills reform, Guided Pathways implementation and operational improvements, all of which can increase Cabrillo's degree completion and funding.

Executive Director Report

E. Hill reported that the Foundation has just wrapped up the annual audit. She reported that she has been meeting with all of the Deans at Cabrillo to connect with them and remind them of the funds and support they have at the Foundation. Eileen described the new developments in the Ag Tech program at Cabrillo and the Foundation's collaboration with Driscoll's on the program. Eileen reported that for the 2017-18 fiscal year, the Foundation exceeded its goal of raising \$3M, raising \$4,324,750. As of August 20, 2018, the Foundation has raised \$512,063 towards its goal of \$3M for 2018-19.

Eileen gave a graphical representation of the Foundation's contributions to Cabrillo for 2017-18 totaling \$2,359,898 in direct funding.

Closed Session

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

Return to Open Session

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

#### Approve Executive Director's 2017 -18 Performance Review

**Motion: MSC: O. Brown/D. Heald.** The committee voted unanimously to approve 2017-18 Executive Director Performance Review.

The Executive Director 2018-19 goals will be further developed and approved at the next Executive Committee meeting.

#### Approve Financial Statements

The Executive Committee received the April 30 2018 – May 31, 2018 Financial Statements and reviewed the June 30, 2018 Pre-Audit Financial Statements. Alan 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 pre-audit.

**Motion: MSC: A. Aman/L. Lapidès.** The committee voted unanimously to approve the April 30, 2018 thru June 30, 2018 Pre-Audit Financial Statements.

#### Governing Document Review

E. Hill presented the Foundation Articles of Incorporation, Bylaws and Master Agreement to the committee. These documents are reviewed every three years. Following staff review, proposed revisions were sent to legal council for review. A few updates/revisions were suggested for the Bylaws and Master Agreement between CCF and Cabrillo Collge.

**Motion: MSC: R. Spencer/L. Lapidès.** The committee voted unanimously to approve the Cabrillo College Foundation Bylaws and Master Agreement as amended.

#### Succession Plan

The Executive Committee assigned Executive Director, Eileen Hill, with the 2017-18 goal to develop a plan for emergency and planned departure of the Executive Director and key staff.

**Motion: MSC: O. Brown/R. Spencer.** The committee voted unanimously to approve the succession plan as presented.

#### Investment Activity review

The Cabrillo College Foundation Traditional Endowment pool return on investments update fiscal year to date as of July 31, 2018 (1 month) is as follows:

- Actual Return: 1.88%
- Benchmark Return 1.86%
- Difference 0.02%

The CCF return on investments for the MS ESG Endowment pool return on investments fiscal year to date as of July 31, 2018 (1 month) is as follows:

- Actual Return: 2.29%
- Benchmark Return 2.27%
- Difference 0.02%

#### Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of June 30, 2018 (Pre-Audit) was \$32,965,550. The endowed net assets balance was \$29,252,289. The endowed historical gifts value was \$22,906,507.

#### President's Circle

President's Circle raised \$377,795 for 2017-18. The most ever raised for the President's Circle. W. Ow reported that 33 new members joined and they maintained a 90% retention rate. Michele Bassi and Ceil Cirillo are Co-chairs for 2018-19. The President's Circle Kick-off Celebration will be held on Wednesday, September 26.

#### Women's Educational Success

R. Spencer reported that invitations were sent out to approximately 1,415 potential donors for WES and the WES luncheon is scheduled for Friday, September 21.

#### Faculty Grants

O. Brown reported that there is \$93,882 available to award faculty to increase student success. In November, a committee of five Foundation Board members and five Cabrillo faculty will review proposals and select projects to award.

#### Banking Services Evaluation

On June 20, 2018, the Banking Services Evaluation Ad Hoc Committee met to discuss the Cabrillo College Foundation banking services. E. Hill outlined the banking selection RFI, timeline, and process, which the Finance Committee approved on August 16, 2018.

#### Committee Calendar & Roster

#### Adjournment

The meeting was adjourned at 10:19 a.m.

Respectfully submitted,

A handwritten signature in dark ink, appearing to read "Eileen Hill", written in a cursive style.

Eileen Hill, Executive Director

**Next Meeting:**  
**Thursday, October 25, 2018**  
 9:00 – 10:00 am  
 Sesnon House, Room 1824

**Executive Committee 2018-19 Attendance Chart**

| <b>Executive Committee Members</b> | <b>8/30/18</b> |  |  |  |
|------------------------------------|----------------|--|--|--|
| Alan Aman                          | P              |  |  |  |
| Claire Biancalana                  | A              |  |  |  |
| Owen Brown                         | P              |  |  |  |
| Linda Burroughs                    | A              |  |  |  |
| David Heald                        | P              |  |  |  |
| Leola Lapidés                      | P              |  |  |  |
| William Ow                         | P              |  |  |  |
| Rachael Spencer                    | P              |  |  |  |
| Matt Wetstein                      | P              |  |  |  |

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## **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).

| <b>College Events, Meetings and Visits</b>                 | <b>Community Events and Visits</b>              |
|--|---|
| 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 <sup>st</sup> 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

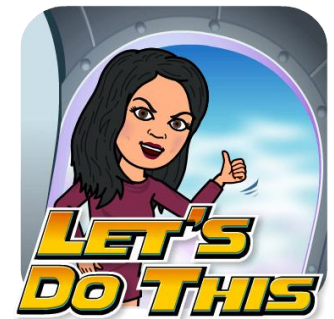
## Administration

- 2017-18 Audit
- Bank Evaluation Process and Selection
- CASE Conference for Community College Advancement



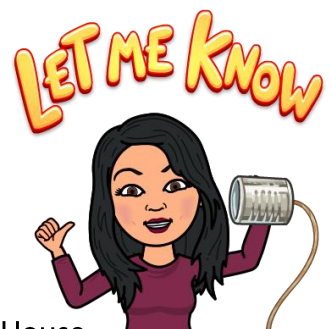
## Fundraising

- 2018-19 fundraising goal is \$3M and \$1,083,303 has been raised and \$1,385,000 has been added in unbooked planned gifts
- President's Circle: Committee Kick-off September 26 with 9 new committee members. \$62,487 raised towards \$380K goal.
- Women's Educational Success: \$75,000 is allocated this year in emergency grants for students. \$148,547 has been awarded as of October 16.
- 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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Eileen Hill

## MEMORANDUM

**Date:** October 18, 2018  
**To:** Executive 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<br>7/1/18 - 10/16/18 | 2018-19 Target             |  |
|------------------------------------|----------------------------|--|
|                                    | <b>ANNUAL APPEALS</b>      |  |
| \$62,487                           | \$363,000                  | President's Circle   |
| \$0                                | \$50,000                   | Annual Fund  |
| \$143,988                          | \$170,000                  | Women's Educational Success  |
| \$2,970                            | \$100,000                  | Cabrillo Advancement Program (Endowed)   |
| \$77,518                           | \$500,000                  | Scholarships (Endowed)   |
| \$689,418                          | \$250,000                  | Scholarships (Nonendowed)  |
|                                    | <b>SPECIAL INITIATIVES</b> |  |
| \$4,403                            | \$50,000                   | Cabrillo Stage   |
| \$1,175                            | \$50,000                   | Stroke Center  |
| \$0                                | \$50,000                   | Tutoring Support   |
| \$0                                | \$10,000                   | Cabrillo Youth Chorus  |
| \$101,344                          | \$657,000                  | Additional support for campus departments<br>(Athletics, Dental Hygiene, Children's Center,<br>SBDC, Engineering, etc) |
| \$0                                | \$250,000                  | Donor directed interests   |
| \$1,385,000                        | \$500,000                  | Unbooked Planned Gifts   |
| \$2,468,303                        | \$3,000,000                | <b>TOTAL</b>   |

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# Cabrillo College FOUNDATION

DATE: October 18, 2018

TO: Executive Committee

FROM: Eileen Hill

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July 1, 2018 to October 16, 2018

2018-19 Outright Gifts Fundraising Total

\$ 1,083,303

2018-19 Unbooked Revocable Planned Gifts

\$ 1,385,000

**Total**

**\$2,468,303**

2018-19 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts

\$ 3,000,000

Recorded Gifts 07-01-18 to 10-16-18:

|   |                     |
|---|---------------------|
| The Richard & Mary Solari Charitable Trust (Scholarship)              | \$ 350,000          |
| Anonymous Donor   | \$ 315,000          |
| Kathryn Shephard (Scholarships)                                       | \$ 43,300           |
| The Peggy & Jack Baskin Foundation (WES)                              | \$ 30,000           |
| Community Foundation Santa Cruz County (Makerspace Internships)       | \$ 20,000           |
| Vertical Raise Trust Account (Baseball)                               | \$ 19,640           |
| Kerr Corporation (Dental Hygiene)                                     | \$ 17,300           |
| Claire Witherspoon & 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           |
| Cynthia FitzGerald (Stroke Center)                                    | \$ 9,150            |
| Pegi & Tom Ard (President's Circle, Stage, Scholarship & WES)         | \$ 6,500            |
| 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 Heien (WES)   | \$ 5,000            |
| Howard & Patricia Hudson (Scholarship)                                | \$ 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)  | \$ 3,250            |
| Gayle & Joseph Ortiz (President's Circle & WES)                       | \$ 2,750            |
| Joyce Wrenn (Scholarship)   | \$ 2,600            |
| Roberta Hunter & Donna Meyers (WES)                                   | \$ 2,500            |
| Mazal Fund (Ceramics)   | \$ 2,500            |
| Amy Newell (WES)  | \$ 2,500            |
| William & Erica Ow (President's Circle)                               | \$ 2,500            |
| Carolyn Parham (WES)  | \$ 2,500            |
| Louis & Deborah Salkind (PC)  | \$ 2,500            |
| Rachael Spencer & Kevin Rooney (PC)                                   | \$ 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            |
| Sarah's Vineyard (Culinary)   | \$ 1,644            |
| Gifts under \$1,644 (684 of 722 total donors)                         | <u>\$ 130,765</u>   |
| Total Secured Gifts   | \$ 1,083,303        |
| Total Unbooked Revocable Planned Gifts                                | <u>\$ 1,385,000</u> |
| <b>TOTAL</b>  | <b>\$ 2,468,303</b> |

**Notes:** 1. For 2018-19, the Cabrillo College Foundation has been notified of two planned gifts.  
2. The cumulative unbooked revocable planned gifts total is \$25,280,000.

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# Cabrillo College FOUNDATION

## OFFICERS

### PRESIDENT

William Ow

### VICE PRESIDENT

Owen Brown

### SECRETARY

Claire Biancalana

### CHIEF FINANCIAL OFFICER

Alan Aman

### PAST PRESIDENT

Leola Lapides

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Rob Allen

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Ceil Cirillo

Linda Downing

David Heald

Kelly Nesheim

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Kate Terrell

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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 18, 2018  
**To:** Executive Committee  
**From:** William Ow  
**Subject:** 2018-19 Executive Director Goals

Per the request of the Executive Committee, President Matt Wetstein worked with Executive Director, Eileen Hill on providing measurable targets on her personal goals.

For subsequent Executive Director Goals, the College President, Board President, and Board Past President will work with the Executive Director to develop goals. The College President, Board President, and Board Past President will solicit input from the Executive Committee before goals are finalized.

### A. FUNDRAISING AND OUTREACH

1. Raise \$3M in outright and unbooked planned gifts (including a target of at least \$760,000 in endowed gifts, and \$500,000 in unbooked planned gifts).
2. Work with 5-10 donors on legacy giving, with the target of 2 MOCIs.
3. Create plan to engage employees in annual giving, with a target of completing an employee giving campaign plan by the end of 2019.
4. Develop communication plan, stewardship, and recognition for Cabrillo retirees, with a target of completing an engagement plan by the end of 2019.

### B. FINANCE

1. Develop and implement banking services evaluation and process and establish a new/updated banking arrangement by March 2019.
2. Evaluate accounting procedures for improved efficiencies.

### C. MANAGMENT

1. Continue to provide development opportunities to staff, including:
  - I. Associated Fundraising Professionals Conference: Caitlin, Kate, and Eileen
  - II. Community College CASE Conference: Eileen
  - III. Essentials of HR Law: Nancy and Georgia
  - IV. Administering Medical Leaves of Absence: Nancy
  - V. Exempt or Nonexempt--Classifying employees: Shannon
  - VI. Various webinars as offered
2. Continue working closely with President Matt Wetstein on latest initiatives; assist the President with development of bond campaign timeline and activities.

## RECOMMENDED MOTION

Approve Executive Director 2018-19 goals.

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### EXECUTIVE DIRECTOR

Eileen Hill

## MEMORANDUM

**Date:** October 18, 2018  
**To:** Executive Committee  
**From:** Alan Aman  
**Subject:** Banking Services Recommendation

---

### BACKGROUND

In August 2018, under the direction of the Finance Committee, the foundation completed a proposal process to evaluate banking services.

The following is the timeline of the process:

**August 21, 2018**, a banking Request for Information (RFI) describing in detail the scope of services and the critical dimensions for evaluation 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 representatives of Santa Cruz County Bank, Lighthouse Bank and Wells Fargo Bank for a demonstration of their online banking services.

**October 8, 2018**, the Ad hoc Banking Selection Committee met to review the responses and select the banking services provider. Lighthouse Bank was chosen for recommendation to the Finance and Investment Committee on October 11, 2018.

**October 11, 2018,** The Finance and Investment Committee met and after David Heald was excused from the meeting, Gun expressed appreciation that both local banks provided excellent proposals and were the clear finalists. Both Lighthouse Bank and Santa Cruz County bank are ranked very high in national rankings of Community Banks in terms of performance and stability so the evaluation focused on a side by side comparison of specific fees and services. Across both dimensions, the recommendation was made to select Lighthouse Bank.

A motion was approved recommending the Executive Committee select Lighthouse Bank to serve the banking needs of the Cabrillo College Foundation.

The Finance and Investment Committee asked the Foundation staff to evaluate bank services annually and report back to the Committee. Further, the Committee recommended that staff initiate periodic formal RFI processes every 5 years, or earlier if warranted. The next RFI was approved to be scheduled for 2023, or earlier if warranted.

**RECOMMENDED MOTION**

Approve recommendation to select Lighthouse Bank to serve banking needs of the Cabrillo College Foundation to the Board of Directors.



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### EXECUTIVE DIRECTOR

Eileen Hill

## MEMORANDUM

DATE: October 18, 2018  
TO: Executive Committee  
FROM: William Ow  
SUBJECT: Trustee Vacancy on Foundation Board

Gary Reece will be leaving his post as Cabrillo College Trustee after 24 years of service to Cabrillo College on December 7, 2018. Gary serves as one of the three Cabrillo Trustee Representatives on the Cabrillo College Foundation Board and his exit leaves a vacancy on the Foundation Board of Directors.

Per the Foundation Bylaws:

Vacancies on the Board. Vacancies on the Board may be filled by action of the President of the Foundation Board, in consultation with a majority of the Directors then in office, and subject to the prior approval of the Superintendent/President of the District. No reduction of the authorized number Directors shall have the effect of removing any Director before that Director's term of office expires.

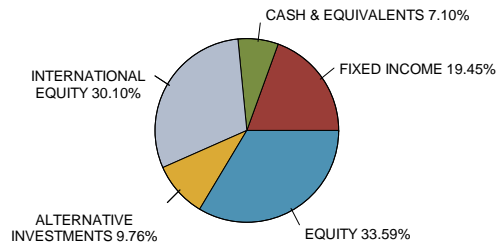
With the endorsement of Cabrillo President Matt Wetstein, Foundation President, William Ow would like to appoint Ed Banks as a Cabrillo College Trustee Representative on the Foundation Board of Directors. This will be effective December 7, 2018, which is when Gary will officially term off as a college trustee. Ed returns to the CCF Board as a seasoned participant on our President's Circle Committee and with six years of experience and institutional knowledge as a Cabrillo Trustee.

### RECOMMENDED MOTION

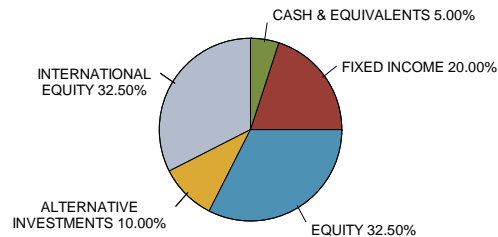
Approve appointment of Ed Banks to the Cabrillo College Foundation Board of Directors as a Trustee Representative.

### Asset Allocation Analysis

Asset Allocation as of September 30, 2018

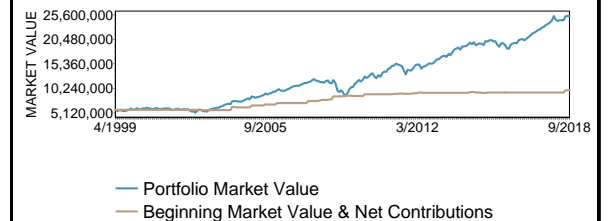


Target Asset Allocation



### Portfolio Growth

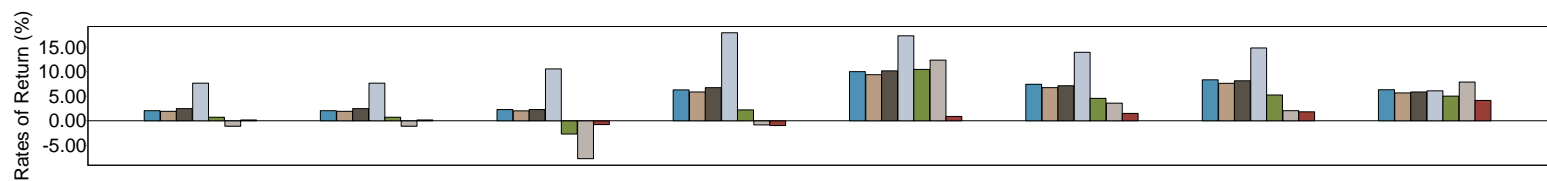
Source of Portfolio Growth  
April 30, 1999 Through September 30, 2018



|                   | Dollars        |                 |
|-------------------|----------------|-----------------|
|                   | Latest Quarter | Since Inception |
| Beginning Value   | 24,386,676     | 5,808,118       |
| Net Contribution  | 505,610        | 4,069,464       |
| Investment Return | 489,062        | 15,503,766      |
| Ending Value      | 25,381,348     | 25,381,348      |

### Portfolio Returns

| Name                    | Incept. Date    | Current Allocation | Latest Quarter | Fiscal YTD To Date | Year To Date | One Year    | Three Years  | Five Years  | Eight Years | Since Incept | Comparative Index          | Latest Quarter | Fiscal YTD To Date | Year To Date | One Year    | Three Years  | Five Years  | Eight Years | Since Incept |
|-------------------------|-----------------|--------------------|----------------|--------------------|--------------|-------------|--------------|-------------|-------------|--------------|----------------------------|----------------|--------------------|--------------|-------------|--------------|-------------|-------------|--------------|
| <b>TOTAL FUND</b>       |                 |                    |                |                    |              |             |              |             |             |              |                            |                |                    |              |             |              |             |             |              |
| Parametric R3000        | 04/26/99        | 28.7%              | 7.16           | 7.16               | 10.68        | 18.03       | 16.98        | 13.33       | 14.51       | 6.75         | Russell 3000               | 7.12           | 7.12               | 10.57        | 17.58       | 17.07        | 13.46       | 14.69       | 6.57         |
| MLP                     | 04/30/18        | 5.3%               | 4.34           | 4.34               | -            | -           | -            | -           | -           | 7.73         | Alerian MLP Index          | 6.57           | 6.57               | 5.90         | 4.89        | 4.43         | (2.72)      | 4.08        | 10.22        |
| Breckinridge Intm Fixed | 05/31/06        | 19.6%              | 0.21           | 0.21               | (0.54)       | (0.41)      | 1.26         | 2.09        | 2.46        | 4.85         | Barclays Int Gov/Cr *      | 0.21           | 0.21               | (0.76)       | (0.96)      | 0.91         | 1.64        | 1.99        | 3.72         |
| Brandes Intl            | 04/30/99        | 12.1%              | 0.96           | 0.96               | 0.90         | 0.92        | 8.24         | 4.75        | 6.06        | 6.50         | MSCI Net EAFE              | 1.35           | 1.35               | (1.43)       | 2.74        | 9.23         | 4.42        | 5.92        | 4.06         |
| Hansberger Intl         | 01/31/05        | 4.9%               | 0.45           | 0.45               | (0.83)       | 5.84        | 13.00        | 7.90        | 7.33        | 7.02         | MSCI ACWI x US             | 0.71           | 0.71               | (3.09)       | 1.76        | 9.97         | 4.12        | 4.80        | 5.35         |
| Brandes Global MidCap   | 12/22/08        | 0.5%               | (1.64)         | (1.64)             | (5.11)       | (5.93)      | 8.20         | 6.53        | 10.29       | 15.86        | MSCI SC World              | 2.05           | 2.05               | 5.06         | 10.64       | 15.21        | 10.05       | 11.92       | 15.11        |
| Accuvest Intl           | 11/30/11        | 4.8%               | (0.78)         | (0.78)             | (5.37)       | (1.85)      | 7.40         | 3.43        | -           | 5.26         | MSCI ACWI x US             | 0.71           | 0.71               | (3.09)       | 1.76        | 9.97         | 4.12        | 4.80        | 6.68         |
| Intl Small Cap          | 10/24/16        | 9.4%               | (3.00)         | (3.00)             | (5.72)       | (1.34)      | -            | -           | -           | 9.66         | SP Developed ExUS SC       | (0.27)         | (0.27)             | (2.28)       | 3.82        | 12.21        | 7.76        | 8.75        | 14.42        |
| Liquid Alternatives     | 04/30/13        | 9.8%               | 0.54           | 0.54               | (1.11)       | 0.46        | 3.81         | 2.08        | -           | 1.62         | HFRX Global Hedge          | (0.39)         | (0.39)             | (1.23)       | 0.25        | 2.17         | 1.02        | 0.83        | 1.03         |
| Putnam Short Duration   | 04/30/18        | 5.0%               | 0.74           | 0.74               | -            | -           | -            | -           | -           | 0.92         | FTSE 1 Mo TBill            | 0.48           | 0.48               | 1.25         | 1.52        | 0.76         | 0.46        | 0.31        | 0.76         |
| <b>TOTAL FUND</b>       | <b>04/30/99</b> | <b>100.0%</b>      | <b>2.11</b>    | <b>2.11</b>        | <b>2.35</b>  | <b>6.31</b> | <b>10.00</b> | <b>7.46</b> | <b>8.36</b> | <b>6.36</b>  | <b>Composite Benchmark</b> | <b>2.54</b>    | <b>2.54</b>        | <b>2.35</b>  | <b>6.77</b> | <b>10.19</b> | <b>7.19</b> | <b>8.18</b> | <b>5.88</b>  |

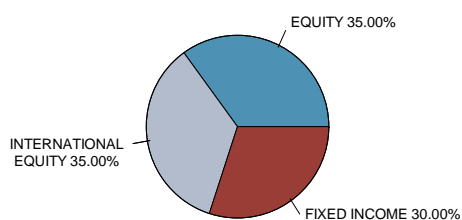
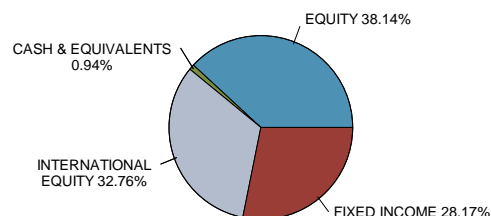


|                                       | Latest Quarter | Fiscal YTD | Year To Date | One Year | Three Years | Five Years | Eight Years | Since Inception |
|---------------------------------------|----------------|------------|--------------|----------|-------------|------------|-------------|-----------------|
| TOTAL FUND Gross Time Weighted Return | 2.11           | 2.11       | 2.35         | 6.31     | 10.00       | 7.46       | 8.36        | 6.36            |
| TOTAL FUND Net Time Weighted Return   | 1.98           | 1.98       | 2.06         | 5.89     | 9.39        | 6.78       | 7.64        | 5.72            |
| Composite Benchmark                   | 2.54           | 2.54       | 2.35         | 6.77     | 10.19       | 7.19       | 8.18        | 5.88            |
| S&P 500 Index                         | 7.71           | 7.71       | 10.56        | 17.91    | 17.31       | 13.95      | 14.81       | 6.11            |
| MSCI ACWI x US                        | 0.80           | 0.80       | -2.67        | 2.25     | 10.49       | 4.60       | 5.28        | 5.04            |
| MSCI Net EM                           | -1.09          | -1.09      | -7.68        | -0.81    | 12.36       | 3.61       | 2.12        | 7.91            |
| BB Int Gov/Cr                         | 0.21           | 0.21       | -0.76        | -0.96    | 0.91        | 1.52       | 1.85        | 4.19            |

### Asset Allocation Analysis

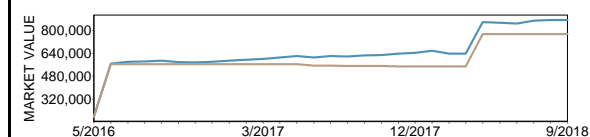
Asset Allocation as of September 30, 2018

Target Asset Allocation



### Portfolio Growth

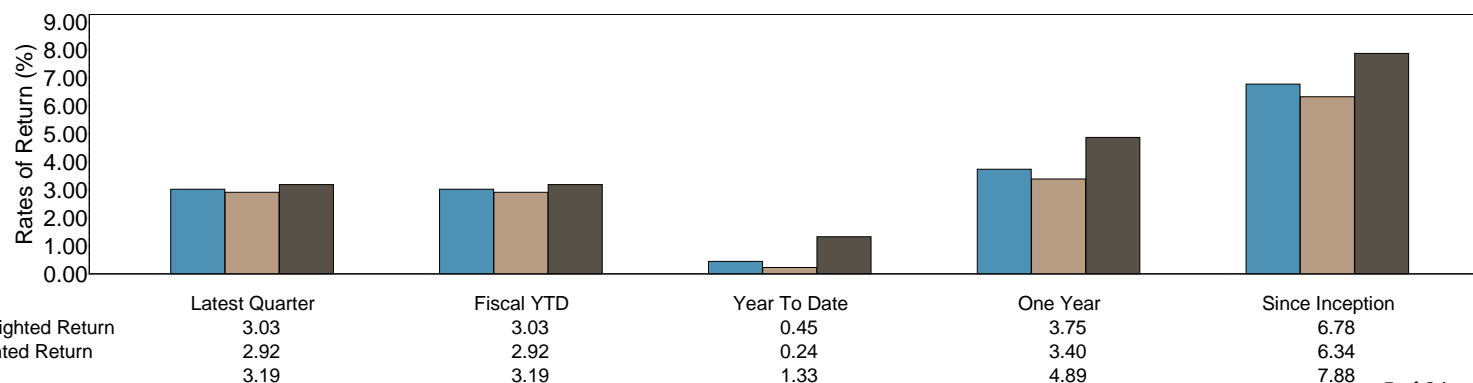
Source of Portfolio Growth  
May 18, 2016 Through September 30, 2018

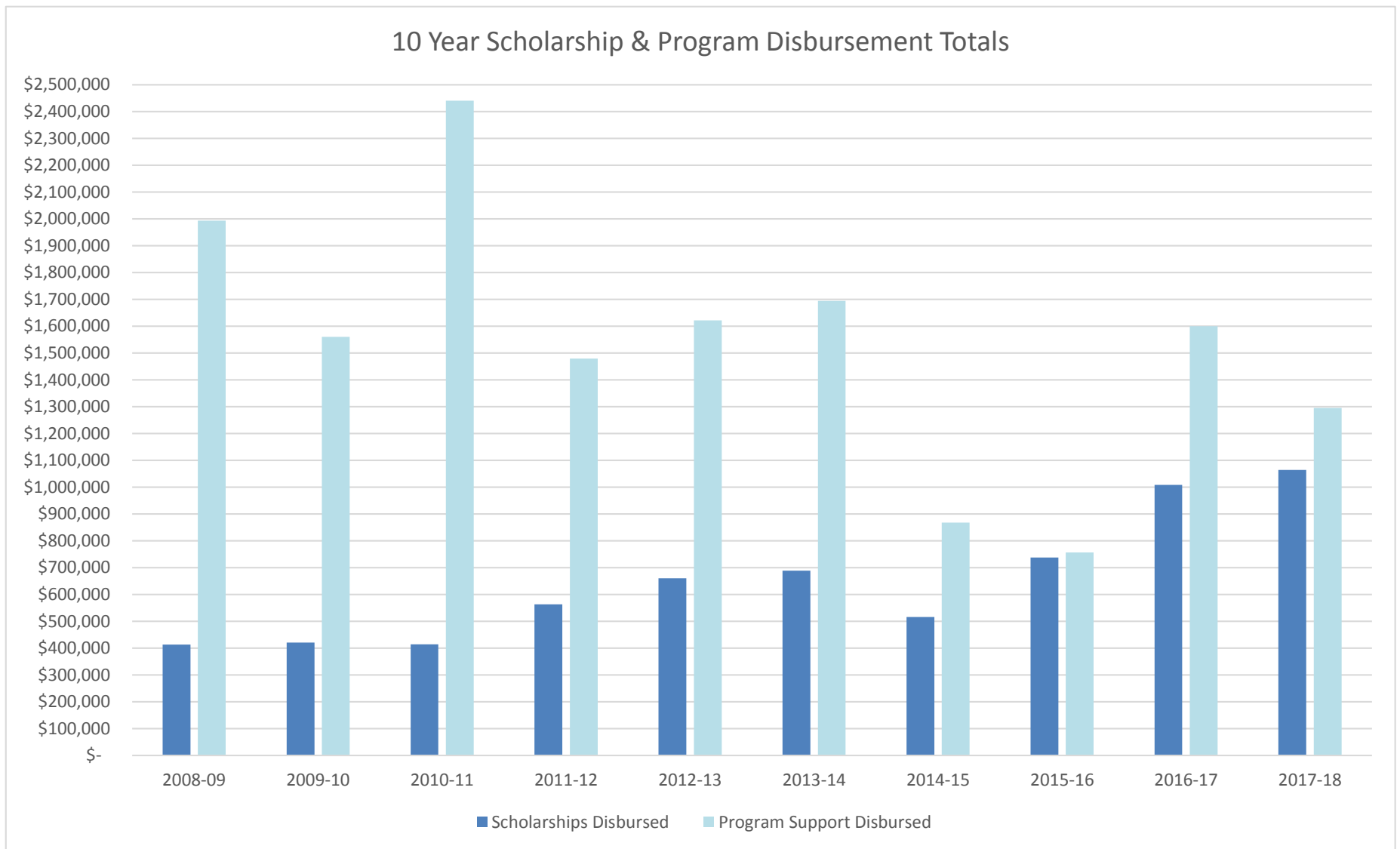


— Portfolio Market Value  
— Beginning Market Value & Net Contributions

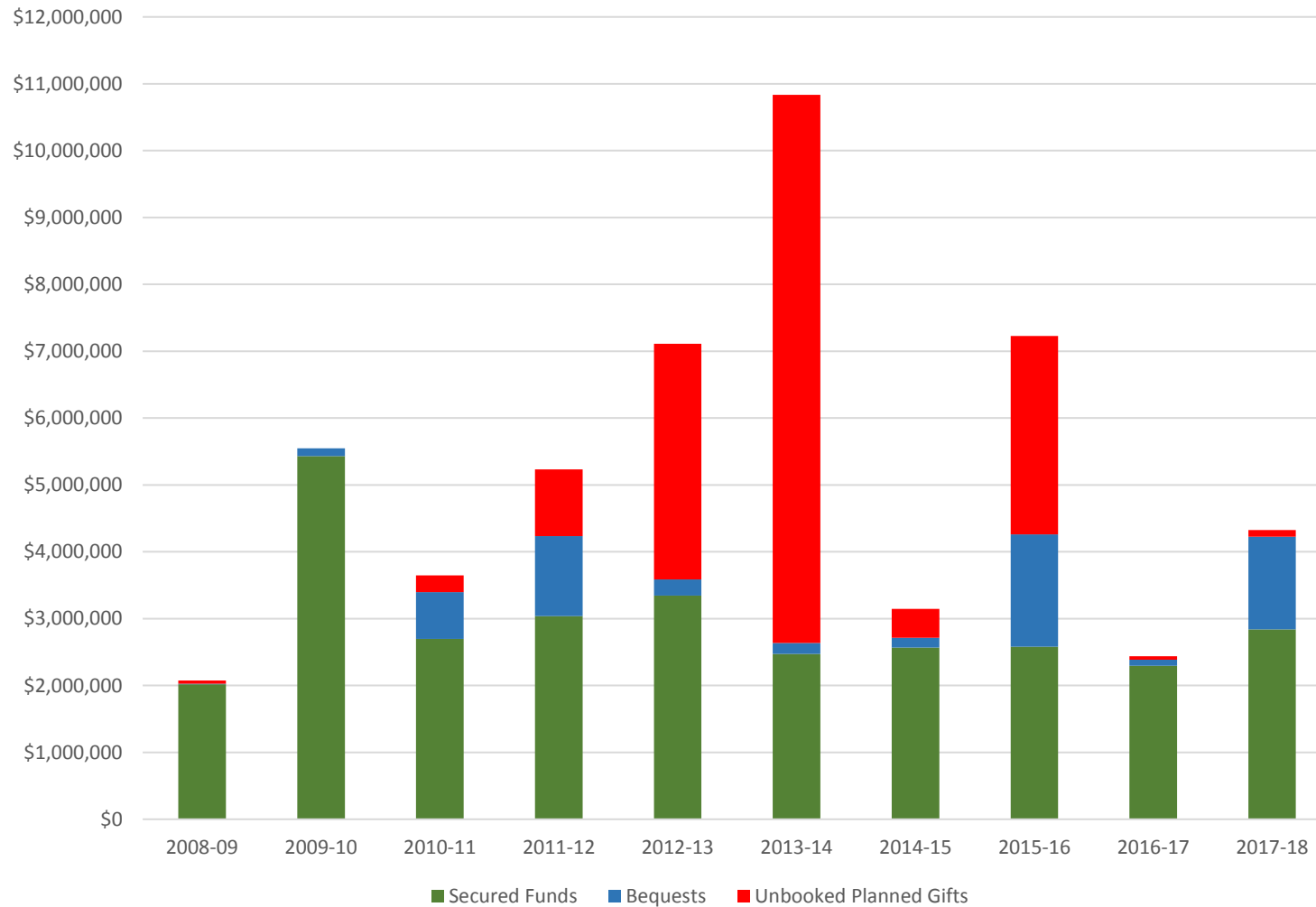
|                   | Dollars        |                 |
|-------------------|----------------|-----------------|
|                   | Latest Quarter | Since Inception |
| Beginning Value   | 850,118        | 198,742         |
| Net Contribution  | 0              | 577,274         |
| Investment Return | 24,817         | 98,919          |
| Ending Value      | 874,935        | 874,935         |

|                             | Incept.<br>Date | Current<br>Allocation | Latest<br>Quarter | Portfolio Returns |                 |             |                    | Comparative Index   | Latest<br>Quarter | Fiscal<br>YTD | Year<br>To Date | One<br>Year | Since<br>Inception |  |
|-----------------------------|-----------------|-----------------------|-------------------|-------------------|-----------------|-------------|--------------------|---------------------|-------------------|---------------|-----------------|-------------|--------------------|--|
|                             |                 |                       |                   | Fiscal<br>YTD     | Year<br>To Date | One<br>Year | Since<br>Inception |                     |                   |               |                 |             |                    |  |
| Name                        |                 |                       |                   |                   |                 |             |                    |                     |                   |               |                 |             |                    |  |
| TOTAL FUND                  |                 |                       |                   |                   |                 |             |                    |                     |                   |               |                 |             |                    |  |
| ESG Trillium Lg Cap Core    | 05/19/16        | 10.7%                 | 8.42              | 8.42              | 12.61           | 18.56       | 16.34              | S&P 500 Index       | 7.71              | 7.71          | 10.56           | 17.91       | 17.48              |  |
| ESG Gabelli                 | 01/23/18        | 9.3%                  | 4.09              | 4.09              | -               | -           | (4.99)             | S&P 500 Index       | 7.71              | 7.71          | 10.56           | 17.91       | 4.58               |  |
| ESG Breckinridge Intm Fixed | 05/19/16        | 28.8%                 | 0.30              | 0.30              | (1.03)          | 0.01        | 0.69               | BB Int Gov/Cr       | 0.21              | 0.21          | (0.76)          | (0.96)      | 0.36               |  |
| ESG Intl Funds              | 05/18/16        | 16.5%                 | 0.89              | 0.89              | (2.44)          | 1.97        | 9.48               | MSCI ACWI Ex-US*    | 0.71              | 0.71          | (3.09)          | 2.46        | 10.53              |  |
| ESG Parametric ACWI         | 04/30/18        | 34.7%                 | 4.55              | 4.55              | -               | -           | 1.27               | MSCI ACWI ESG       | 4.44              | 4.44          | 2.05            | 7.16        | 1.65               |  |
| TOTAL FUND                  | 05/18/16        | 100.0%                | 3.03              | 3.03              | 0.45            | 3.75        | 6.78               | Composite Benchmark | 3.19              | 3.19          | 1.33            | 4.89        | 7.88               |  |





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



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### EXECUTIVE DIRECTOR

Eileen Hill

## MEMORANDUM

DATE: October 18, 2018  
TO: Executive Committee  
FROM: Claire Biancalana  
SUBJECT: President's Circle Campaign

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### 2018-19 President's Circle

Ceil Cirillo and Michele Bassi are co-chairs of the 2018-2019 President's Circle Committee. Jess Brown, Drew Calciano, Karen Cogswell, Duf and Paula Fischer, Marilyn Manning Lonergan and Richard Lonergan, Bob Millslagle and Bjorg Yonts all joined the committee as new members this year. The President's Circle Kick-off was held on September 26<sup>th</sup> at the Sesnon House and now committee members are working to review their prospect lists.

The 2018-19 campaign goal is \$380,000, and \$62,487 has been raised to date for the President's Circle.

Invitations to join the President's Circle will be personalized by committee members and mailed the first week of November. We will be inviting new President's Circle members and prospective President's Circle members to join us for two special informational receptions, where they'll have the opportunity to learn more about Cabrillo and meet President Matt Wetstein:

- Ella's at the Airport: Tuesday, October 30, 5:30-7:00pm
- Shadowbrook Restaurant: Wednesday, November 28, 5:30-7:00pm

### President's Circle Events

|  |                |
|--|----------------|
| President's Holiday Party (\$1,000+ donors)          | Nov. 30, 2018  |
| Sandy Lydon Historical Tour (\$1,000+ donors)        | April 13, 2019 |
| President's Plus Dinner (\$1,500+ donors)            | Spring 2019    |
| Winemaker's Dinner at Sesnon House (\$2,500+ donors) | Spring 2019    |
| Special Event TBD (\$10,000+ donors)                 | Spring 2019    |
| Summer Musical and Reception (\$1,000+ donors)       | Summer 2019    |
| President's Lunch (\$5,000+ donors)                  | TBD            |



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### EXECUTIVE DIRECTOR

Eileen Hill

## MEMORANDUM

DATE: October 18, 2018

TO: Executive Committee

FROM: WES Co-founder, Rachael Spencer

SUBJECT: 2018 Women's Educational Success (WES)

The WES committee, consisting of 29 Best Friends, sent out personalized WES invitations to approximately 1,415 potential donors inviting them to support the program and attend the WES Luncheon with a gift of \$100 or more.

The WES Luncheon was held on Friday, September 21, 2018 and a total of 151 guests joined us to show their support for the program. Seven women were honored at the lunch and shared their touching stories about how receiving an emergency grant through WES had impacted their lives.

As of October 16, \$148,546.71 has been received from the appeal and donations are still arriving daily. WES donations made through December 31, 2018 will be included in the 2018 WES Campaign. The Wedeen Hammer Group at Morgan Stanley partnered with the Sharanam Foundation to give a matching grant to inspire donors to potentially increase their support and give gifts of \$250 or more. We are pleased to report that the entire amount of \$10,000 from the Wedeen Hammer Group and Sharanam Foundation has been matched.

This year a total of \$75,000 will be given out to students in need at Cabrillo through the WES program—the most WES has ever awarded.

The 2018 WES Co-Chairs are Lindy Bixby and Carolyn Mecozzi.

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Faculty Representative

### EXECUTIVE DIRECTOR

Eileen Hill

## MEMORANDUM

DATE: October 18, 2018

TO: Executive Committee

FROM: Owen Brown

SUBJECT: Faculty and Staff Grants

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### Faculty and Staff Grants

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

Last year, \$68,891 was awarded to Cabrillo faculty to enhance student learning, and **this year, there is \$93,882 available to award** to faculty to increase student success. In November, a committee consisting of Foundation Board Members and Cabrillo faculty will review proposals and select projects to award.

Faculty Grants guidelines and application were posted online and all faculty and staff were notified about the opportunities via email. The deadline to submit proposals was October 12<sup>th</sup> and we received over 60 applications this year.

Current committee members include: Cherie Barkey, Owen Brown, Ted Burke, Ceil Cirillo, Francisco Iniguez, Tobin Keller, Amy Newell, Gun Ruder, and David Schwartz. We are also recruiting faculty representation from Allied Health to join the committee.

### Upcoming Dates for Committee Members:

- **November 12th:** Committee members will receive a roster of proposals (approximately 50) and full narratives for scoring on their own (2-4 hours)
- **November 26<sup>th</sup> (2:00-5:00pm):** Committee members will meet together determine which proposals will be funded (3 hour meeting)
- **January 2019 (TBD):** There will be an event that committee members are invited to attend (but not required) to be recognized for their work. We will also celebrate all the wonderful project that we were able to fund.



# 2018-19 Cabrillo College Foundation Committee Meetings and Events

Updated 10/17/2018

## 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*

November 26, 2018

2:00 – 5:00 pm

## 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*

November 29, 2018

9:00 – 10:00 am

## 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 5, 2019

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 10/16/2018

## 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  
David Heald  
Leola Lapidés, Past President  
William Ow, President  
Rachael Spencer  
Matt Wetstein, CC President  
*Staff:* Eileen Hill  
Nancy Machado

## FINANCE & INVESTMENTS

*CFO:* Alan Aman  
Pegi Ard  
Owen Brown  
Marshall Delk  
David Heald  
Michael W. Machado  
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  
Eva Acosta  
*College Advisors:*  
Liz Dominguez  
Michelle Donohue  
*Staff:* Eileen Hill, Caitlin Bonura

## FACULTY GRANTS

Cherie Barkey  
Owen Brown  
Ted Burke  
Ceil Cirillo  
Anne Freiwald  
Francisco Íñiguez  
Tobin Keller  
Amy Newell  
Patty Quillin  
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:*  
Michele Bassi  
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  
Wally Dale  
Linda Downing  
Lee Duffus  
John Eiskamp  
Duf Fischer  
Paula Fischer  
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  
Fred McPherson  
Bob Millslagle  
Kelly Nesheim  
William Ow  
June Padilla Ponce  
Bob Shepherd  
Helen Shepherd  
Ginny Solari Mazry  
Rachael Spencer  
Rachel Wedeen  
Matt Wetstein  
Theo Wierdsma  
Bjorg Yonts  
*Staff:* Caitlin Bonura

## SCHOLARSHIP

*Chair:* Rachael Spencer  
Claire Biancalana  
Jess Brown  
Ceil Cirillo  
Linda Downing  
Rich Hart  
Rachel Wedeen  
*Staff:* Caitlin Bonura

## WOMEN'S EDUCATIONAL SUCCESS (WES)

*Co-chairs:*  
Lindy Bixby  
Carolyn Mecozzi  
Robin Adkins  
Pat Alvarez  
Pat Barton  
Peggy Downes Baskin, cofounder  
Rhonda Bonett  
Sue Broadston  
Mary Anne Carson  
Cathy Conway  
Freny Cooper  
Mary Culley  
Kimberley Dawn  
Pam Goodman  
Julie Hanks  
Janet Krassow  
Leola Lapidés  
Nancy Machado  
Angie McClellan  
Amy Newell  
Mara Paladrani  
Tonee Picard  
Patty Quillin  
Cathy Richards-Bradley  
Karen Semingson  
Rachael Spencer, cofounder  
Mary Spire  
Bunny Tavares  
Kate Terrell  
Teresa Thomae  
Karri White  
Donna Ziel

## *WES Advisors:*

Marcy Alancraig  
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