MEMORANDUM

DATE: January 10, 2019

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

FROM: William Ow, CCF President

STAFF: Eileen Hill, Nancy Machado, Kate Staveland

SUBJECT: Executive Committee Meeting
Thursday, January 17, 2019
9:00 am – 10:00 am
Cabrillo College, Sesnon House, Room 1824
6500 Soquel Drive, Aptos, CA 95003

<table>
<thead>
<tr>
<th>Item</th>
<th>Responsibility</th>
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<tbody>
<tr>
<td>1. Welcome and Call to Order</td>
<td>W. Ow</td>
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<tr>
<td>2. Approval of Agenda</td>
<td>W. Ow</td>
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</tbody>
</table>

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

Any open session writings distributed either as part of the agenda packet, or within 72 hours of a regular meeting, can be viewed at the Foundation office, 6500 Soquel Drive, Aptos, CA 95003
<table>
<thead>
<tr>
<th>Item</th>
<th>Responsibility</th>
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</thead>
<tbody>
<tr>
<td><strong>A. Regular Open Session (cont.)</strong></td>
<td>W. Ow</td>
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</tr>
<tr>
<td>3. October 25, 2018 meeting minutes</td>
<td>W. Ow</td>
<td>5 - 9</td>
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<tr>
<td><strong>B. Public Comment</strong></td>
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<tr>
<td>1. Public Comment Opportunity</td>
<td>W. Ow</td>
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<tr>
<td><strong>C. Reports</strong></td>
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<tr>
<td>1. Cabrillo College Report</td>
<td>M. Wetstein</td>
<td>10</td>
</tr>
<tr>
<td>2. Executive Director Report</td>
<td>E. Hill</td>
<td>11</td>
</tr>
<tr>
<td>2.1 Fundraising Totals and Goals</td>
<td></td>
<td>12</td>
</tr>
<tr>
<td>July 1, 2018 to January 7, 2019</td>
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<td>Outright Gifts:</td>
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<td>$2,247,961</td>
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<td>Unbooked Revocable Planned Gifts:</td>
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<td>Total:</td>
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<td>$3,632,961</td>
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<td>2.2 2018-19 Fundraising Targets</td>
<td>Provided at meeting</td>
<td>13</td>
</tr>
<tr>
<td>2.3 2018-19 Disbursements</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>D. Action Items</strong></td>
<td></td>
<td></td>
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<tr>
<td>1. November 30, 2018 Financial Statements</td>
<td>A. Aman</td>
<td>14 – 15</td>
</tr>
<tr>
<td>1.1 November 30, 2018 Condensed Narrative</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.2 Balance Sheet</td>
<td></td>
<td>16 – 19</td>
</tr>
<tr>
<td>1.3 Income Statement by Fund</td>
<td></td>
<td>20 – 22</td>
</tr>
<tr>
<td>1.4 Income Statement Budget-to-Actual</td>
<td></td>
<td>23 - 24</td>
</tr>
<tr>
<td>2. Authorized Signers for Lighthouse Bank</td>
<td>E. Hill</td>
<td>25</td>
</tr>
<tr>
<td>3. CCF Credit Card</td>
<td>E. Hill</td>
<td>26</td>
</tr>
</tbody>
</table>
## E. Information Items

1. Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of November 30, 2018  
   Responsibility: A. Aman  
   Page: 27

2. Review of CCF Investments  
   2.1 Traditional Pool Summary Activity as of November 30, 2018  
   Responsibility: A. Aman  
   Page: 28

   2.2 ESG Pool Summary Activity as of November 30, 2018  
   Responsibility:  
   Page: 29

   2.3 Title V Summary Activity as of November 30, 2018  
   Responsibility:  
   Page: 30

   2.4 Title III Summary Activity as of November 30, 2018  
   Responsibility:  
   Page: 31

   2.5 Traditional Pool Summary Activity as of December 31, 2018  
   Responsibility:  
   Page: Provided at meeting

   2.6 ESG Pool Summary Activity as of December 31, 2018  
   Responsibility:  
   Page:  

   2.7 Title V Summary Activity as of December 31, 2018  
   Responsibility:  
   Page:  

   2.8 Title III Summary Activity as of December 31, 2018  
   Responsibility:  
   Page:  

3. 2019-20 Budget Timeline  
   Responsibility: N. Machado  
   Page: 32

4. 990 Timeline  
   Responsibility: N. Machado  
   Page: 33

5. President’s Circle Campaign Update  
   Responsibility: C. Biancalana  
   Page: 34 - 38

6. Cabrillo Advancement Program Update  
   Responsibility: E. Hill  
   Page: 39

7. Faculty Grants  
   Responsibility: O. Brown  
   Page: 40 - 43

8. Stadium Turf Fundraising  
   Responsibility: E. Hill  
   Page: 44

9. Committee Calendar and Roster  
   Responsibility: W. Ow  
   Page: 45 - 46

## F. Adjournment

1. Adjournment  
   Responsibility: W. Ow
UPCOMING MEETINGS:

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Thursday, April 18, 2019
9:00 – 10:00 am
Sesnon House, Room 1824

Executive Committee 2018-19 Attendance Chart

<table>
<thead>
<tr>
<th>Executive Committee Members</th>
<th>8/30/18</th>
<th>10/25/18</th>
<th>1/17/19</th>
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<tbody>
<tr>
<td>Alan Aman</td>
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<tr>
<td>Claire Biancalana</td>
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<td>Owen Brown</td>
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<td>Rachael Spencer</td>
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<td>Matt Wetstein</td>
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P=Present, A=Absent, N/A=Not applicable, not on committee at that time. Attendance is based on the Executive Committee meeting minutes. Please call the Cabrillo College Foundation office if you believe this chart is in error.
Cabrillo College Foundation
Executive Committee Meeting Minutes
October 25, 2018

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

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

Approval of Agenda
Motion: MSC: R. Spencer/ C. Biancalana. The committee voted unanimously to approve the Executive Committee agenda.

Approve Executive Committee Minutes

Public Comment Opportunity
There were no members of the public in attendance.

Cabrillo College President Report
Matt Wetstein spoke about his participation in the Community Colleges of California Task Force that is studying affordability, food and housing issues of community college students. The task force is working on policy recommendations for the legislature to increase affordability for students attending community college. Currently, the net cost of attending a community college in California is higher than attending a UC. A major flaw in the funding model is that the Cal-Grants are only tuition based and do not take into account the total costs of attending college such as housing, food, and clothing. Therefore, community college students receive a disproportionate amount of financial aid compared to university students.

Matt reported on Cabrillo’s collaboration with Second Harvest Food Bank to sponsor “free farmer’s market” days twice a month on campus. Using funding from the Chancellor’s office for staff and delivery costs, over 1,000 pounds of produce and dry goods were given out in one hour at the first Fresh Market at Cabrillo. Matt also spoke about a current movement in California community colleges to create residence halls at lower costs to help alleviate the housing shortages for students. He talked about colleges that are considering using offsite facilities to build pre-fab housing units prior to assembling onsite, which helps lower overall cost of construction.
Executive Director Report
E. Hill reported that she attended the CASE Conference for Community College Advancement. She attended a session on Planned Giving where she learned about a campaign at Cuesta College to strengthen planned giving. Cuesta purchased a list of 20,000 names of local residents of a certain age range, and mailed a post card asking if these residents had named Cuesta College in their estate plans. They received 13 replies and at the same time planted a seed for potential planned giving. She attended a session on Scholarship Administration and got valuable ideas on streamlining our process at the Foundation. She learned about how foundations can support college bond campaigns. She was also able to visit a donor, Peter Weber, who funds a scholarship here at Cabrillo and is naming Cabrillo in his estate plans.

Eileen reported that the 2018-19 fundraising goal is $3M—$1,083,303 has been raised and $1,385,000 has been added in unbooked planned gifts as of October 16, 2018.

Closed Session
At 9:21 am the Executive Committee entered closed session to discuss the Executive Director Goals.

Return to Open Session
At 9:28 am the Executive Committee returned to open session.

Approve 2018-19 Executive Director Goals
Motion: MSC: L. Burroughs/L. Lapides. The committee voted unanimously to approve the 2018-19 Executive Director Goals with the recommendation to amend the fundraising goal wording to “Meet or exceed $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).

Approve Financial Statements
The Executive Committee received the June 30, 2018 – August 31, 2018 Post-Audit Financial Statements. Alan Aman reported as of August 31 2018, the total assets were $35M, $3.9M over prior year. Net assets were $33.7M, $3.8M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was $1.3M. Total expenses were $406K with a net surplus for all funds of $860K. The total operating revenue was $69K and expenses $150K. The operating deficit was $81K.

Motion: MSC: R. Spencer/O. Brown. The committee voted unanimously to approve the June 30, 2018 thru August 31, 2018 Post-Audit Financial Statements.

Bank Selection
Alan Aman asked any interested parties to recuse themselves. David Heald, Linda Burroughs, Claire Biancalana and Rachael Spencer left the room.

Alan reported that the Ad hoc Banking Selection Committee received three responses to the RFI sent to 8 institutions. On September 17, Eileen Hill, Nancy Machado and Kate Staveland met with representatives of Santa Cruz County Bank, Lighthouse Bank and Wells Fargo Bank for demos of online banking services. On October 8, the Ad hoc Banking Selection Committee (William Ow, Gun Rudner and Alan Aman) met with Kate Staveland and Nancy
Machado to review the responses and proposed a recommendation to the Finance and Investment Committee.

Alan 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.

The Committee asked the Foundation staff to evaluate bank services annually and report back to the Committee beginning in October 2019. Further, the Committee recommended that staff initiate RFI processes every 5 years. The next RFI will be scheduled for 2023, or earlier if warranted.

**Motion:** MSC: L. Lapides /W. Ow. The committee voted unanimously to approve the recommendation to select Lighthouse Bank to serve the banking needs of the Cabrillo College Foundation to the Board of Directors.

**2017-18 Audit Draft**
The Audit Committee accepted the 2017-18 Draft Audit report on October 1, 2018 and is recommending Executive Committee accept the 2017-18 Draft Audit Report. **Motion:** MSC: M. Wetstein/L. Burroughs. The committee voted unanimously to accept the Cabrillo College Foundation 2017-18 Audit Draft as presented.

**College Trustee Vacancy on 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.

With the endorsement of Cabrillo President Matt Wetstein, Foundation President, William Ow recommended appointing Ed Banks as a Cabrillo College Trustee Representative on the Foundation Board of Directors. **Motion:** MSC: R. Spencer /C. Biancalana. The committee voted unanimously to approve the appointment of Ed Banks to the Cabrillo College Foundation Board of Directors as a Trustee Representative.
Investment Activity review
The Cabrillo College Foundation Traditional Endowment pool return on investments update fiscal year to date as of September 30, 2018 (2 months) is as follows:

- Actual Return: 2.11%
- Benchmark Return: 2.54%
- Difference: -0.43%

The CCF return on investments for the MS ESG Endowment pool return on investments fiscal year to date as of September 30, 2018 (2 months) is as follows:

- Actual Return: 3.03%
- Benchmark Return: 3.19%
- Difference: -0.16%

Net Assets, Endowed Net Assets and Historical Gifts Chart
The ending net assets balance as of August 31, 2018 was $33,763,814. The endowed net assets balance was $29,856,840. The endowed historical gifts value was $23,065,167.

10-year Disbursements Report and 10-year Fundraising Totals
Eileen Hill presented graphs to view trends in scholarship and program disbursements. In 2008-09, $413,456 was disbursed in scholarships to Cabrillo College students. In 2017-18, $1,064,629 was disbursed to Cabrillo College students.

The 10-year fundraising totals shows $2M - $3M received in outright gifts. The bar shows that bequests and unbooked planned gifts are unpredictable at this point.

President’s Circle
The President’s Circle Kick-off was held on September 26th at the Sesnon House. 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 are being personalized by committee members and will be 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

Women’s Educational Success
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. The lunch was well attended and the committee is pleased with the event. Co-chairs Lindy Bixby and Carolyn Mecozzi are doing a fantastic job. As of October 16, $148,546.71 had been received.

Faculty Grants
Dr. Brown reported that there is $93,882 available to award faculty to increase student success. 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 12th and we received over 60 applications this year. On November 26, a committee of five Foundation Board members and five Cabrillo faculty will review proposals and select projects to award. Recipients will be notified in December and an event to celebrate the recipients will take place in January.

Committee Calendar & Roster

Adjournment
The meeting was adjourned at 10:12 a.m.

Respectfully submitted,

Eileen Hill, Executive Director

Upcoming Meetings:
Thursday, January 17, 2019
Thursday, April 18, 2019
9:00 – 10:00 am
Sesnon House, Room 1824

Executive Committee 2018-19 Attendance Chart

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Board of Trustees Report, January 7, 2019

Matt Wetstein

The holiday season had come and gone and the college is gearing up for the spring semester. Here are some highlights from December.

I am pleased to report that Kristin Fabos was selected to chair the Santa Cruz County Business Council in 2019. This is a great honor for her and demonstrates her sustained commitment to representing the college in the broader community.

The Men’s and Women’s Basketball teams got off to a great start. The men won the competitive Delta College Holiday tournament, beating top ranked CCSF 77-73 to win the tourney championship. Their record is 11-3 before this weekend’s game against Allan Hancock College. The women have also been dominant on the court, racing to a 9-3 start. Their only losses have come against Chabot, CCSF, and Butte College, and they currently are ranked just outside the top 20 in the state.

I enjoyed participating in the 2018 version of the Nutcracker staged by Agape Dance Academy at the Crocker Theater, Dec. 22-23. This event helped raise funds for Jacob’s Heart, a non-profit that provides care and assistance to families with children who have been diagnosed with cancer. While my dancing was brief during the early “party scene” it was terrific to participate with all the community members who made this a worthwhile production.

Below is a collection of meetings and events I attended since Dec. 10, 2018.

<table>
<thead>
<tr>
<th>College Events/Meetings</th>
<th>Community Events/Meetings</th>
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<tbody>
<tr>
<td>Lunch with Dan Rothwell, 12/11</td>
<td>Meeting with K-12 CTE Representatives, 12/11</td>
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<td>President’s Roundtable, 12/12</td>
<td>Meeting with Youth Homeless advocates, 12/12</td>
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<td>Guided Pathways Faculty Interviews, 12/13</td>
<td>KION-TV News Interview, 12/12</td>
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<td>Isabel O’Connor Farewell Potluck, 12/13</td>
<td>United Way Board Meeting, 12/12</td>
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<td>Open Office Hour in Watsonville, 12/14</td>
<td>Santa Cruz County Business Council, 12/12</td>
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<td>Open Office Hours in Aptos, 12/14</td>
<td>Santa Cruz Chamber Holiday Mixer, 12/12</td>
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<td>Facilities Planning Committee, 12/14</td>
<td>Aptos Chamber Meeting, 12/13</td>
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<td>HR “Jingle” &amp; Mixer, 12/14</td>
<td>Silicon Valley Leadership Group, 12/13</td>
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<td>Lunch, past Cabrillo President J. Peterson, 12/17</td>
<td>Bob Morgan re: Jewish Film Festival, 12/14</td>
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<td>GP Planning call with Byron McIlenney, 12/19</td>
<td>Nutcracker Dance Rehearsals, 12/14, 12/19-21</td>
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<td>Lunch with Equity Ambassadors, 12/19</td>
<td>Tom Steyer Prop. 35 Interview for film, 12/17</td>
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<tr>
<td>PRO Holiday Party, 12/20</td>
<td>Aptos/Capitola Rotary, 12/20</td>
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<tr>
<td>Regional Public Safety Meeting, 12/20</td>
<td>Nutcracker Performances, 12/22-23</td>
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</tbody>
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Executive Director Report: January 2019

Administration

- Transitioning to Lighthouse Bank
- Annual Fund telephone campaign planning
- Staffing
- Facilitating stock and IRA gifts

Fundraising

- 2018-19 fundraising goal is $3M and $2,247,961 has been raised and $1,385,000 has been added in unbooked planned gifts
- Cabrillo Advancement Program: adding Branciforte Middle School to the program with a gift of $350K and donor intent to provide $1.4M over the next 4 years
- Stadium Turf: $100,000 raised towards $400K goal
- President’s Circle: $329,997 raised towards $380K goal
- Women’s Educational Success: $75,000 is allocated this year in emergency grants for students
- Scholarships: fundraising for existing and new scholarships is ongoing
  - stewardship: scholarship recipient notification sent to donors
  - solicitation: 350 letters sent with personal notes
  - administration: applications, selecting, awarding
- Legacy Giving: gift annuity and MOCIs
- Annual appeal letters for Stroke Center and Cabrillo Stage and Scholarships

Upcoming Events

- Faculty and Staff Grants Reception: January 23, 4:00 – 6:00 pm, Sesnon House
- Ag Tech Advisory Summit: February TBD
- Board of Directors Meeting: February 12, 12:00 – 2:00 pm, Sesnon House
- CAP Awards Ceremony: March 5, 6:00 – 8:00 pm, Crocker Theater
DATE: January 10, 2019  
TO: Executive Committee  
FROM: Eileen Hill

July 1, 2018 to January 7, 2019

<table>
<thead>
<tr>
<th>Outright Gifts Fundraising Total</th>
<th>2018-19 Unbooked Revocable Planned Gifts</th>
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<tr>
<td>$2,247,961</td>
<td>$1,385,000</td>
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</table>

Total: $3,632,961

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

Recorded Gifts 07-01-18 to 01-07-19:
- Anonymous (Cabrillo Advancement Program) $350,000
- The Richard & Mary Solari Charitable Trust (Scholarship) $350,000
- Anonymous (Scholarship) $315,000
- Lee Garner (Scholarship & Professional Development) $150,000
- Anonymous (Stadium Turf & Emergency Mini-grants) $134,000
- Joan Griffiths (Griffiths ACE, Griffiths Nursing, Stroke Center, WES, Griffiths S4C, & President’s Circle) $59,729
- Kathryn Shephard (Scholarship) $43,300
- William & Lupe Burgstrom (Cabrillo Advancement Program) $25,000
- Community Foundation Santa Cruz County (Makerspace Internships) $20,000
- Vertical Raise Trust Account (Baseball) $19,640
- Peter Weber (Scholarship) $17,500
- Kerr Corporation (Dental Hygiene) $17,300
- Rachel Wedeen (President’s Circle, WES & Scholarship) $16,900
- John & Betty Ann Altman (Scholarship) $16,704
- Patty Quillin & Reed Hastings (President’s Circle & WES) $16,000
- Claire Witherspoon and Jim Engelman (Scholarship) $15,204
- Brian & Patti Herman (WES & Scholarship) $15,000
- Esther & Jerry Levandoski (President’s Circle & CAP) $14,214
- Rick & Ruth Moe (President’s Circle & WES) $10,600
- Claire Biancalana & William Kelsay (President’s Circle, Stroke Center & Scholarship) $10,100
- Thomas Sourisseau (President’s Circle & Stroke Center) $10,100
- The Peggy & Jack Baskin Foundation (WES) $10,000
- Edward Newman & Leslie Christie (President’s Circle) $10,000
- Julie Packard (President's Circle & WES) $10,000
- Jane Walton (Unrestricted) $10,000
- Cynthia FitzGerald (Scholarship, President’s Circle, Endowment & WES) $9,405
- Merritt S. Duncan Trust (Scholarship) $7,750
- Ziggy & Sylvia Cierkosz (Engineering) $7,000
- Ned & Dinny Nemacheck (President’s Circle & Cabrillo Stage) $7,000
- Pegi & Tom Ard (WES; President’s Circle, Scholarship & Stage) $6,500
- Gifts under $6,500 (1,108 of 1,138 total donors) $544,015

Total Secured Gifts $2,247,961
Total Unbooked Revocable Planned Gifts $1,385,000
TOTAL $3,632,961

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 $25,230,000.
MEMORANDUM

Date: January 10, 2019
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.

<table>
<thead>
<tr>
<th>Amount Raised 7/1/18 - 1/7/19</th>
<th>2018-19 Target</th>
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<td>$705,173</td>
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<td>$21,533</td>
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<tr>
<td>$3,632,961</td>
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TOTAL
(1) Balance Sheet

- **Total Assets:**
  Total assets of $34.2M are $1.8M over prior year due to receipt of pledge payments and $1.5M in contributed income, which is $400K higher than prior year.

- **Receivables:**
  Total pledges receivable are $317,020 more than prior year.

- **Liabilities:**
  In total, liabilities of $1.3M are consistent with prior year; however, there are notable variances in the following line items:

  - The *Accrued Retiree Medical Benefits* liability is $58,418 more than prior year. As of June 30, 2018, the Cabrillo College Foundation was required to book 100% of the $117,453 Retiree Medical Benefit liability due to reporting changes in GASB 75.

  - The *Unfunded PERS Pension Liability* is $69,065 more than prior year due to lower than projected plan earnings by CalPERS.

- **Net Assets:**
  Total net assets of $32.9M are $1.7M over prior year.

(2) Income Statement

- **Revenue:**
  Earned income as of November 30, 2018 is -$488M compared to the prior year balance of $1.8M due to the volatility the stock market has experienced over the past 9 months. Contributed income of $1.5M is $321K over prior year contributions.

- **Expenses:**
  Expenses of $932K are $420K less than prior year, primarily due to lower nonendowed program expenses paid during the first four months of the fiscal year. Two grants from the Joyce Foundation and Kresge Foundation for the ACE Center program were completed and paid out.

- **Surplus/Deficit:**
  As of November 30, 2018, the Cabrillo College Foundation has a $49K surplus compared to prior year surplus of $1.6M due to the losses on investments.
(3) Operational Budget to Actual

- **Revenue:**
  Operating revenue of $382K is $80K favorable vs budget. Earned income is $31K over projection and President’s Circle is off to a great start and $34K over projection.

- **Expenses:**
  Operating expenses of $354K are $51K favorable vs projection.

- **Surplus/Deficit:**
  The operating fund surplus is $29K versus a $52K deficit at this time in 2017-18.

(4) Investment Report

- Our return on investments for the MS Long-Term Pool fiscal year to date as of November 30, 2018 (5 months) is as follows:
  
  Actual Return: -2.76%
  Benchmark Return: -2.66%
  Difference: -0.10%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of November 30, 2018 (5 months) is as follows:
  
  Actual Return: -0.69%
  Benchmark Return: -0.57%
  Difference: -0.12%

- Our return on investments for the Title V Pool fiscal year to date as of November 30, 2018 (5 months) is as follows:
  
  Actual Return: -0.35%
  Benchmark Return: -0.51%
  Difference: 0.16%

- Our return on investments for the Title III Pool fiscal year to date as of November 30, 2018 (5 months) is as follows:
  
  Actual Return: -0.37%
  Benchmark Return: -0.52%
  Difference: 0.15%
Cabrillo College Foundation
Balance Sheet as of November 30, 2018
With Comparative Totals as of November 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>Operating 11/30/18 A</th>
<th>Nonendowed 11/30/18 B</th>
<th>Endowed 11/30/18 C</th>
<th>Total 11/30/18 D</th>
<th>Total 11/30/17 E</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
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<tr>
<td><strong>CASH AND INVESTMENTS</strong></td>
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<tr>
<td>CASH</td>
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<td><strong>PLEDGES</strong></td>
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Cabrillo College Foundation  
Balance Sheet as of November 30, 2018  
With Comparative Totals as of November 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>Operating 11/30/18 A</th>
<th>Nonendowed 11/30/18 B</th>
<th>Endowed 11/30/18 C</th>
<th>Total 11/30/18 D</th>
<th>Total 11/30/17 E</th>
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</thead>
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<tr>
<td>Accounts Receivable</td>
<td>$0</td>
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<tr>
<td>Total Accounts Receivable</td>
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<td>Other Receivables</td>
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<td>$32,386,220</td>
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## LIABILITIES AND NET ASSETS

### LIABILITIES

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<tr>
<th></th>
<th>Operating 11/30/18</th>
<th>Nonendowed 11/30/18</th>
<th>Endowed 11/30/18</th>
<th>Total 11/30/18</th>
<th>Total 11/30/17</th>
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</thead>
<tbody>
<tr>
<td><strong>Accounts Payable</strong></td>
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<td><strong>Section 125 Withholdings</strong></td>
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<td>$117,453</td>
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<td><strong>Subtotal Payables, Accrued Expenses</strong></td>
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### NET ASSETS

<p>| | | | | | |
|                     |                  |                     |                  |                |                |
| <strong>Designated-Operating Reserve</strong> | $344,015        | $0                  | $0               | $344,015       | $290,617       |
| <strong>Designated-President’s Circle Endowment</strong> | $10,000          | $0                  | $0               | $10,000        | $0             |
| <strong>Designated-Equipment</strong> | $15,000          | $0                  | $0               | $15,000        | $15,000        |
| <strong>Designated-Hurd Tribute</strong> | $294,302         | $0                  | $0               | $294,302       | $294,302       |
| <strong>Designated-Retiree Medical Benefits</strong> | $54,078          | $0                  | $0               | $54,078        | $47,023        |
| <strong>Undesignated</strong> | $28,559          | $0                  | $0               | $28,559        | ($50,623)      |
| <strong>Subtotal Operating Net Assets</strong> | $745,955          | $0                  | $0               | $745,955       | $596,320       |</p>
<table>
<thead>
<tr>
<th></th>
<th>Operating 11/30/18</th>
<th>Nonendowed 11/30/18</th>
<th>Endowed 11/30/18</th>
<th>Total 11/30/18</th>
<th>Total 11/30/17</th>
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<tbody>
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<td>$34,170,991</td>
<td>$32,386,220</td>
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**BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS**

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<tr>
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**NET SURPLUS/(DEFICIT)**

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<table>
<thead>
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**ENDING NET ASSETS**

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<td><strong>ENDING NET ASSETS</strong></td>
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Cabrillo College Foundation

Income Statement by Fund as of November 30, 2018
With Comparative Totals as of November 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>Operating 11/30/18 A</th>
<th>Nonendowed 11/30/18 B</th>
<th>Endowed 11/30/18 C</th>
<th>Total 11/30/18 D</th>
<th>Total 11/30/17 E</th>
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<tbody>
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<td>REVENUE</td>
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<tr>
<td>EARNED INCOME</td>
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<tr>
<td>INTEREST AND DIVIDENDS</td>
<td>$28,170</td>
<td>$15</td>
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<td>$26,602</td>
<td>$0</td>
<td>$26,602</td>
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<td>($226,001)</td>
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EXPENSES

|                     |                      |                       |                   |                 |                 |
| SALARIES & WAGES    |                      |                       |                   |                 |                 |
| SALARIES & WAGES    | $189,596             | $0                    | $2,786            | $192,382        | $184,596        |
| TOTAL SALARIES & WAGES | $189,596           | $0                    | $2,786            | $192,382        | $184,596        |
| PAYROLL TAXES, BENEFITS | $91,664            | $0                    | $356              | $92,020         | $92,696         |
| TOTAL PAYROLL TAXES, BENEFITS | $91,664          | $0                    | $356              | $92,020         | $92,696         |
| ADVERTISING         | $44                  | $0                    | $0                | $44             | $0              |
| PRINTING            | $11,494              | $0                    | $0                | $11,494         | $16,430         |
| PHOTOS              | $550                 | $0                    | $0                | $550            | $1,575          |
| CONSULTANTS         | $20,300              | $0                    | $0                | $20,300         | $33,615         |
### Cabrillo College Foundation

**Income Statement by Fund as of November 30, 2018**

*With Comparative Totals as of November 30, 2017*

<table>
<thead>
<tr>
<th></th>
<th>Operating 11/30/18</th>
<th>Nonendowed 11/30/18</th>
<th>Endowed 11/30/18</th>
<th>Total 11/30/18</th>
<th>Total 11/30/17</th>
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<tr>
<td><strong>FUNDRAISING/EVENTS/PUBLIC RELATIONS</strong></td>
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<td>$277</td>
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<td>$12,490</td>
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<td><strong>NET SURPLUS/(DEFICIT)</strong></td>
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Cabrillo College Foundation
Income Statement - Operating Budget as of 11/30/18
With Comparative Totals as of 11/30/17

<table>
<thead>
<tr>
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<tr>
<td><strong>REVENUE</strong></td>
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<tr>
<td><strong>EARNED INCOME</strong></td>
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<tr>
<td>SALARIES &amp; WAGES</td>
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<td>SALARIES &amp; WAGES</td>
<td>$181,893</td>
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<td><strong>TOTAL SALARIES &amp; WAGES</strong></td>
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<td>$189,596</td>
<td>$198,745</td>
<td>$9,149</td>
<td>$488,988</td>
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<td>PAYROLL TAXES, BENEFITS</td>
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<td></td>
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<td><strong>TOTAL PAYROLL TAXES, BENEFITS</strong></td>
<td>$92,338</td>
<td>$91,664</td>
<td>$102,779</td>
<td>$11,116</td>
<td>$236,137</td>
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</table>
# Cabrillo College Foundation

## Income Statement - Operating Budget as of 11/30/18

With Comparative Totals as of 11/30/17

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<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
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<tbody>
<tr>
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<tr>
<td>POSTAGE &amp; MAILING SERVICE</td>
<td>$2,708</td>
<td>$4,070</td>
<td>$4,218</td>
<td>$148</td>
<td>$10,123</td>
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<tr>
<td>BOARD EXPENSES</td>
<td>($610)</td>
<td>($385)</td>
<td>$950</td>
<td>$1,334</td>
<td>$2,279</td>
<td>$2,279</td>
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<tr>
<td>OTHER EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>MISCELLANEOUS</td>
<td>$234</td>
<td>$192</td>
<td>$208</td>
<td>$16</td>
<td>$500</td>
<td>$500</td>
<td>$0</td>
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<tr>
<td>UNCOLLECTIBLE PLEDGES</td>
<td>$6,920</td>
<td>$97</td>
<td>$7,292</td>
<td>$7,195</td>
<td>$17,500</td>
<td>$17,500</td>
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<tr>
<td>MILEAGE &amp; PARKING</td>
<td>$192</td>
<td>$70</td>
<td>$248</td>
<td>$178</td>
<td>$795</td>
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<tr>
<td>INTERNET SERVICE</td>
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<td>$529</td>
<td>$550</td>
<td>$21</td>
<td>$1,320</td>
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<td>IT HOSTING SERVICE</td>
<td>$290</td>
<td>$350</td>
<td>$0</td>
<td>($350)</td>
<td>$9,295</td>
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<tr>
<td>BANK CHARGES</td>
<td>$1,940</td>
<td>$1,822</td>
<td>$4,233</td>
<td>$2,411</td>
<td>$10,159</td>
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<tr>
<td>DIRECTOR/OFFICER LIABILITY INS</td>
<td>$1,803</td>
<td>$1,253</td>
<td>$1,875</td>
<td>$622</td>
<td>$4,500</td>
<td>$4,500</td>
<td>$0</td>
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<tr>
<td>LIABILITY AND PROPERTY INSURANCE</td>
<td>$1,617</td>
<td>$1,617</td>
<td>$1,683</td>
<td>$66</td>
<td>$4,040</td>
<td>$4,040</td>
<td>$0</td>
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<tr>
<td>TOTAL OTHER EXPENSES</td>
<td>$13,487</td>
<td>$5,931</td>
<td>$16,089</td>
<td>$10,158</td>
<td>$47,909</td>
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<td>$0</td>
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<td>IN KIND EXPENSE - RENT</td>
<td>$5,550</td>
<td>$9,889</td>
<td>$5,550</td>
<td>($4,330)</td>
<td>$23,712</td>
<td>$13,320</td>
<td>($10,392)</td>
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<tr>
<td>TOTAL EXPENSES</td>
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<td>$353,931</td>
<td>$404,887</td>
<td>$50,956</td>
<td>$951,274</td>
<td>$965,135</td>
<td>$13,861</td>
</tr>
</tbody>
</table>

**NET SURPLUS/(DEFICIT)**

|                               | ($50,623) | $28,559 | ($102,508) | $131,067 | $71,858 | $45,049 | $26,809 |
MEMORANDUM

Date: January 10, 2019
To: Executive Committee
From: Eileen Hill, Executive Director
Subject: Authorized signers for Cabrillo College Foundation on Lighthouse Bank operating account

BACKGROUND

Effective January 2, 2019, Cabrillo College Foundation began to transition their checking account from Wells Fargo Bank to Lighthouse Bank. The following individuals are already authorized signers for the Cabrillo College Foundation Lighthouse Bank account relationship:

- Eileen Hill, Cabrillo College Foundation Executive Director
- Mathew Wetstein, Cabrillo College Foundation Assistant Secretary
- Victoria Lewis, Cabrillo College Foundation Assistant Treasurer

The following signers need to be added as authorized signers for the Lighthouse Bank operating account:

- Susan Gochis, Cabrillo College VP of Student Services
- Kathleen Welch, Cabrillo College VP of Instruction

RECOMMENDED MOTION

Approve adding Susan Gochis and Kathleen Welch as authorized signers on the Cabrillo College Foundation Lighthouse Bank operating account.
MEMORANDUM

Date: January 10, 2019

To: Executive Committee

From: Eileen Hill, Executive Director

Subject: Approve applying for Lighthouse Bank credit cards

BACKGROUND

Effective January 18, 2019, Cabrillo College Foundation would like to apply for Lighthouse Bank credit cards for Eileen Hill, Kate Staveland and Lori Hood. Upon approval and receipt of the new cards, the existing credit cards with First National Bank of Omaha will be closed. Lighthouse Bank requires we complete the attached Corporate Authorization Resolution to be deliver to the credit card company with the credit card applications.

RECOMMENDED MOTION

Approve Eileen Hill, Kate Staveland and Lori Hood to borrow money on behalf and in the name of the Cabrillo College Foundation, execute and deliver promissory notes or other evidences of indebtedness with Lighthouse Bank.
Total Net Assets highest level was $33,863,673 as of September 30, 2018

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

Endowed Historical Gifts highest level was $23,292,189 as of November 30, 2018
### Portfolio Returns

<table>
<thead>
<tr>
<th>Name</th>
<th>Incept. Date</th>
<th>Current Allocation</th>
<th>Latest Quarter</th>
<th>Fiscal Year</th>
<th>YTD</th>
<th>To Date</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Eight Years</th>
<th>Since Incep.</th>
<th>Comparative Index</th>
<th>Latest Fiscal Year</th>
<th>Year</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Eight Years</th>
<th>Since Incep.</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>04/26/99</td>
<td>28.5%</td>
<td>(5.14)</td>
<td>1.32</td>
<td>4.65</td>
<td>5.70</td>
<td>11.82</td>
<td>10.53</td>
<td>13.10</td>
<td>6.39</td>
<td>Russell 3000</td>
<td>(5.35)</td>
<td>1.22</td>
<td>4.48</td>
<td>5.53</td>
<td>11.80</td>
<td>10.62</td>
<td>13.25</td>
<td>6.20</td>
</tr>
<tr>
<td>Parametric R3000</td>
<td>04/30/18</td>
<td>4.8%</td>
<td>(14.71)</td>
<td>(10.22)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(7.30)</td>
<td>Barclays Int Gov/Cr</td>
<td>(10.19)</td>
<td>(3.76)</td>
<td>(3.38)</td>
<td>1.21</td>
<td>1.01</td>
<td>1.98</td>
<td>0.57</td>
<td></td>
</tr>
<tr>
<td>MLP</td>
<td>05/31/06</td>
<td>20.7%</td>
<td>(0.13)</td>
<td>0.55</td>
<td>0.21</td>
<td>0.05</td>
<td>1.40</td>
<td>2.02</td>
<td>2.52</td>
<td>4.81</td>
<td>Alerian MLP Index</td>
<td>(0.09)</td>
<td>0.53</td>
<td>(0.45)</td>
<td>(0.34)</td>
<td>1.14</td>
<td>1.62</td>
<td>2.01</td>
<td>3.70</td>
</tr>
<tr>
<td>Breckinridge Intm Fixed</td>
<td>04/30/99</td>
<td>12.0%</td>
<td>(4.42)</td>
<td>(4.47)</td>
<td>(4.53)</td>
<td>(1.69)</td>
<td>4.70</td>
<td>2.66</td>
<td>5.59</td>
<td>6.14</td>
<td>MSCI Net EAFE</td>
<td>(7.28)</td>
<td>(6.83)</td>
<td>(9.39)</td>
<td>(7.94)</td>
<td>4.12</td>
<td>1.84</td>
<td>4.99</td>
<td>3.58</td>
</tr>
<tr>
<td>Brandes Intl</td>
<td>01/31/05</td>
<td>4.7%</td>
<td>(8.28)</td>
<td>(7.83)</td>
<td>(9.00)</td>
<td>(7.27)</td>
<td>8.49</td>
<td>5.08</td>
<td>6.02</td>
<td>6.27</td>
<td>MSCI ACWI x US</td>
<td>(6.84)</td>
<td>(6.61)</td>
<td>(10.13)</td>
<td>(8.12)</td>
<td>5.43</td>
<td>1.79</td>
<td>3.89</td>
<td>4.71</td>
</tr>
<tr>
<td>Hansberger Intl</td>
<td>12/22/08</td>
<td>0.5%</td>
<td>(4.60)</td>
<td>(4.68)</td>
<td>(8.04)</td>
<td>(6.76)</td>
<td>6.57</td>
<td>4.95</td>
<td>9.74</td>
<td>15.21</td>
<td>MSCI SC World</td>
<td>(10.55)</td>
<td>(7.43)</td>
<td>(4.70)</td>
<td>(3.23)</td>
<td>9.05</td>
<td>6.88</td>
<td>9.96</td>
<td>13.72</td>
</tr>
<tr>
<td>Brandes Global MidCap</td>
<td>11/30/11</td>
<td>4.6%</td>
<td>(8.30)</td>
<td>(9.61)</td>
<td>(13.79)</td>
<td>(12.52)</td>
<td>1.93</td>
<td>0.59</td>
<td>-</td>
<td>3.74</td>
<td>MSCI ACWI x US</td>
<td>(6.84)</td>
<td>(6.61)</td>
<td>(10.13)</td>
<td>(8.12)</td>
<td>5.43</td>
<td>1.79</td>
<td>3.89</td>
<td>5.37</td>
</tr>
<tr>
<td>Accuvest Intl</td>
<td>10/24/16</td>
<td>9.1%</td>
<td>(9.56)</td>
<td>(10.90)</td>
<td>(13.41)</td>
<td>(11.07)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4.50</td>
<td>SP Developed ExUS S&amp;P</td>
<td>(11.40)</td>
<td>(10.97)</td>
<td>(12.76)</td>
<td>(10.16)</td>
<td>6.26</td>
<td>4.66</td>
<td>7.12</td>
<td>7.19</td>
</tr>
<tr>
<td>Liquid Alternatives</td>
<td>04/30/13</td>
<td>10.0%</td>
<td>(3.02)</td>
<td>(2.39)</td>
<td>(3.99)</td>
<td>(3.26)</td>
<td>2.19</td>
<td>1.32</td>
<td>-</td>
<td>1.04</td>
<td>HFRX Global Hedge</td>
<td>(4.37)</td>
<td>(4.08)</td>
<td>(4.89)</td>
<td>(4.19)</td>
<td>0.65</td>
<td>0.25</td>
<td>0.32</td>
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<tr>
<td>Putnam Short Duration</td>
<td>04/30/18</td>
<td>5.2%</td>
<td>0.46</td>
<td>1.04</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.22</td>
<td>-</td>
<td>FTSE 1 Mo TBill</td>
<td>0.53</td>
<td>0.84</td>
<td>1.62</td>
<td>1.72</td>
<td>0.88</td>
<td>0.54</td>
<td>0.35</td>
<td>1.13</td>
</tr>
<tr>
<td>TOTAL FUND</td>
<td>04/30/99</td>
<td>100.0%</td>
<td>(4.82)</td>
<td>(2.76)</td>
<td>(2.53)</td>
<td>(1.21)</td>
<td>6.99</td>
<td>5.49</td>
<td>7.47</td>
<td>6.04</td>
<td>Composite Benchmark</td>
<td>(5.16)</td>
<td>(2.66)</td>
<td>(2.86)</td>
<td>(1.61)</td>
<td>6.83</td>
<td>5.20</td>
<td>7.20</td>
<td>5.50</td>
</tr>
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</table>

### Asset Allocation Analysis

<table>
<thead>
<tr>
<th></th>
<th>FIXED INCOME 20.50%</th>
<th>INTERNATIONAL EQUITY 29.62%</th>
<th>EQUITY 32.82%</th>
<th>ALTERNATIVE INVESTMENTS 9.71%</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>0.20</td>
<td>0.29</td>
<td>0.33</td>
<td>0.09</td>
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</tbody>
</table>

### Asset Allocation as of November 30, 2018

<table>
<thead>
<tr>
<th></th>
<th>FIXED INCOME 20.00%</th>
<th>INTERNATIONAL EQUITY 32.95%</th>
<th>EQUITY 32.50%</th>
<th>ALTERNATIVE INVESTMENTS 10.00%</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>0.20</td>
<td>0.33</td>
<td>0.33</td>
<td>0.10</td>
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</table>

### Target Asset Allocation

<table>
<thead>
<tr>
<th></th>
<th>FIXED INCOME 20.00%</th>
<th>INTERNATIONAL EQUITY 32.50%</th>
<th>EQUITY 32.50%</th>
<th>ALTERNATIVE INVESTMENTS 10.00%</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>0.20</td>
<td>0.33</td>
<td>0.33</td>
<td>0.10</td>
</tr>
</tbody>
</table>

### Portfolio Growth

- Source of Portfolio Growth: April 30, 1999 Through November 30, 2018
- Latest Quarter: 12/2018
- Since Inception: 11/30/2018

#### Composite Benchmark

<table>
<thead>
<tr>
<th></th>
<th>S&amp;P 500 Index</th>
<th>MSCI ACWI x US</th>
<th>MSCI Net EM</th>
<th>BB Int Gov/Cr</th>
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</thead>
<tbody>
<tr>
<td>Latest Fiscal Year</td>
<td>-4.82</td>
<td>-4.97</td>
<td>-5.45</td>
<td>-0.09</td>
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<tr>
<td>Year To Date</td>
<td>-2.76</td>
<td>-3.03</td>
<td>-5.99</td>
<td>0.53</td>
</tr>
<tr>
<td>One Year</td>
<td>-2.53</td>
<td>-2.95</td>
<td>-12.24</td>
<td>-0.45</td>
</tr>
<tr>
<td>Three Years</td>
<td>-1.21</td>
<td>-1.84</td>
<td>-9.09</td>
<td>-0.34</td>
</tr>
<tr>
<td>Five Years</td>
<td>6.99</td>
<td>6.37</td>
<td>9.41</td>
<td>1.14</td>
</tr>
<tr>
<td>Eight Years</td>
<td>5.49</td>
<td>6.77</td>
<td>2.26</td>
<td>1.46</td>
</tr>
<tr>
<td>Since Inception</td>
<td>7.47</td>
<td>5.02</td>
<td>4.37</td>
<td>1.92</td>
</tr>
</tbody>
</table>
## Asset Allocation Analysis

### Asset Allocation as of November 30, 2018

- **CASH & EQUIVALENTS**: 0.71%
- **INTERNATIONAL EQUITY**: 31.80%
- **FIXED INCOME**: 29.72%
- **EQUITY**: 37.78%

### Target Asset Allocation

- **CASH & EQUIVALENTS**: 0.71%
- **INTERNATIONAL EQUITY**: 35.00%
- **FIXED INCOME**: 30.00%
- **EQUITY**: 35.00%

### Portfolio Returns

<table>
<thead>
<tr>
<th>Name</th>
<th>Incept. Date</th>
<th>Current Allocation Quarter</th>
<th>Fiscal Year To Date</th>
<th>One Year</th>
<th>Since Inception</th>
<th>Comparative Index</th>
<th>Latest Quarter Fiscal Year To Date</th>
<th>One Year</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>05/19/16</td>
<td>10.7% (4.63)</td>
<td>2.97</td>
<td>6.95</td>
<td>7.30</td>
<td>12.82</td>
<td>S&amp;P 500 Index (4.40)</td>
<td>2.39</td>
<td>5.11</td>
</tr>
<tr>
<td>ESG Trillium Lg Cap Core</td>
<td>05/19/16</td>
<td>10.7% (4.63)</td>
<td>2.97</td>
<td>6.95</td>
<td>7.30</td>
<td>12.82</td>
<td>S&amp;P 500 Index (4.40)</td>
<td>2.39</td>
<td>5.11</td>
</tr>
<tr>
<td>ESG Gabelli</td>
<td>01/23/18</td>
<td>9.2% (5.79)</td>
<td>6.61</td>
<td>5.64</td>
<td>5.50</td>
<td>5.50</td>
<td>BB Int Gov/Cr (0.09)</td>
<td>0.53</td>
<td>0.45</td>
</tr>
<tr>
<td>ESG Breckinridge Intm Fixed Funds</td>
<td>05/19/16</td>
<td>30.0% (0.10)</td>
<td>0.61</td>
<td>0.73</td>
<td>0.77</td>
<td>0.77</td>
<td>BofA Int Gov/Cr (0.09)</td>
<td>0.53</td>
<td>0.45</td>
</tr>
<tr>
<td>ESG Intl Funds</td>
<td>05/18/16</td>
<td>16.0% (6.59)</td>
<td>5.76</td>
<td>8.87</td>
<td>7.17</td>
<td>5.89</td>
<td>MSCI ACWI ESG (4.64)</td>
<td>0.74</td>
<td>0.83</td>
</tr>
<tr>
<td>ESG Parametric ACWI</td>
<td>04/30/18</td>
<td>34.2% (4.45)</td>
<td>0.42</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>MSCI ACWI ESG (4.64)</td>
<td>0.74</td>
<td>0.83</td>
</tr>
<tr>
<td>TOTAL FUND</td>
<td>05/18/16</td>
<td>100.0% (3.69)</td>
<td>0.69</td>
<td>3.17</td>
<td>2.24</td>
<td>4.76</td>
<td>Composite Benchmark (3.50)</td>
<td>0.57</td>
<td>1.57</td>
</tr>
</tbody>
</table>

### Rates of Return (%)

- **Latest Quarter**: -3.69
- **Fiscal YTD**: -0.69
- **Year To Date**: -3.17
- **One Year**: -2.24
- **Since Inception**: 4.76

### Portfolio Growth

- **Source of Portfolio Growth**: May 18, 2016 Through November 30, 2018

### Market Value

- **Beginning Market Value & Net Contributions**
  - **Beginning Value**: 875,772
  - **Net Contribution**: 198,742

### Market Value Growth

- **Ending Value**: 843,454
- **Ending Value Growth**: 4.76%

### Portfolio Market Value & Net Contributions

- **Dollars**
  - **Beginning Value**: 875,772
  - **Net Contribution**: 198,742
  - **Ending Value**: 843,454

### Asset Allocation

- **EQUITY**: 37.78%
- **CASH & EQUIVALENTS**: 0.71%
- **INTERNATIONAL EQUITY**: 31.80%
- **FIXED INCOME**: 29.72%

### Source of Portfolio Growth

- **May 18, 2016 Through November 30, 2018**
### Asset Allocation Analysis

**Asset Allocation as of November 30, 2018**

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Equivalents</td>
<td>12.15%</td>
</tr>
<tr>
<td>International Equity</td>
<td>12.25%</td>
</tr>
<tr>
<td>Equity</td>
<td>15.64%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>59.96%</td>
</tr>
</tbody>
</table>

**Target Asset Allocation**

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Equivalents</td>
<td>15.00%</td>
</tr>
<tr>
<td>International Equity</td>
<td>15.00%</td>
</tr>
<tr>
<td>Equity</td>
<td>15.00%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>60.00%</td>
</tr>
</tbody>
</table>

### Portfolio Growth

**Source of Portfolio Growth**

January 5, 2011 Through November 30, 2018

**Composite Benchmark**

<table>
<thead>
<tr>
<th>Latest Quarter</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>(5.73)</td>
<td>(0.98)</td>
</tr>
<tr>
<td>(2.13)</td>
<td>(1.34)</td>
</tr>
<tr>
<td>(2.55)</td>
<td>(2.03)</td>
</tr>
<tr>
<td>(0.98)</td>
<td>0.41</td>
</tr>
</tbody>
</table>

**Beginning Value**

<table>
<thead>
<tr>
<th>Latest Quarter</th>
<th>Since Inception</th>
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<tr>
<td>1,147,945</td>
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<td>-16,607</td>
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<td>-16,426</td>
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<td>1,114,911</td>
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</table>

**Portfolio Returns**

<table>
<thead>
<tr>
<th>Name</th>
<th>Incept. Date</th>
<th>Current Allocation</th>
<th>Latest Quarter</th>
<th>Fiscal Year To Date</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Since Inception</th>
<th>Comparative Index</th>
<th>Latest Quarter</th>
<th>Fiscal Year To Date</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Core Equity</td>
<td>04/30/18</td>
<td>29.1%</td>
<td>(3.97)</td>
<td>(2.14)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(2.46)</td>
<td>MSCI AC World Net</td>
<td>(5.73)</td>
<td>(2.13)</td>
<td>(2.55)</td>
<td>(0.98)</td>
<td>8.57</td>
<td>6.16</td>
</tr>
<tr>
<td>US Core Fixed Income</td>
<td>04/30/18</td>
<td>60.4%</td>
<td>(0.39)</td>
<td>0.30</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.90</td>
<td>BB Agg Bond</td>
<td>(0.84)</td>
<td>(0.18)</td>
<td>(1.79)</td>
<td>(1.34)</td>
<td>1.33</td>
<td>2.03</td>
</tr>
<tr>
<td>Putnam Short Duration</td>
<td>04/30/18</td>
<td>10.4%</td>
<td>0.46</td>
<td>1.04</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.25</td>
<td>FTSE 1 Mo TBill</td>
<td>0.53</td>
<td>0.84</td>
<td>1.62</td>
<td>1.72</td>
<td>0.88</td>
<td>0.54</td>
</tr>
<tr>
<td>TOTAL FUND</td>
<td>01/05/11</td>
<td>100.0%</td>
<td>(1.38)</td>
<td>(0.35)</td>
<td>0.47</td>
<td>5.27</td>
<td>4.23</td>
<td>5.16</td>
<td>Composite Benchmark</td>
<td>(2.06)</td>
<td>(0.51)</td>
<td>(1.54)</td>
<td>(0.52)</td>
<td>5.23</td>
<td>4.36</td>
</tr>
</tbody>
</table>

**Rates of Return (%)**

- Latest Quarter: 
  - TOTAL FUND Gross Time Weighted Return: -1.38
  - TOTAL FUND Net Time Weighted Return: -1.46
  - Composite Benchmark: -2.06

- Fiscal Year To Date: 
  - TOTAL FUND Gross Time Weighted Return: -1.46
  - TOTAL FUND Net Time Weighted Return: -1.54
  - Composite Benchmark: -0.51

- One Year: 
  - TOTAL FUND Gross Time Weighted Return: 0.51
  - TOTAL FUND Net Time Weighted Return: 0.30
  - Composite Benchmark: -0.52

- Three Years: 
  - TOTAL FUND Gross Time Weighted Return: 5.27
  - TOTAL FUND Net Time Weighted Return: 4.91
  - Composite Benchmark: 5.23

- Five Years: 
  - TOTAL FUND Gross Time Weighted Return: 4.23
  - TOTAL FUND Net Time Weighted Return: 3.84
  - Composite Benchmark: 4.36

- Since Inception: 
  - TOTAL FUND Gross Time Weighted Return: 5.16
  - TOTAL FUND Net Time Weighted Return: 4.77
  - Composite Benchmark: 5.20
### Asset Allocation Analysis

#### Portfolio Returns

<table>
<thead>
<tr>
<th>Name</th>
<th>Incept. Date</th>
<th>Current Allocation</th>
<th>Latest Fiscal Year</th>
<th>Latest Quarter</th>
<th>Year To Date</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND</td>
<td>10/12/12</td>
<td>100.0%</td>
<td>(1.85)</td>
<td>(0.37)</td>
<td>(0.67)</td>
<td>0.32</td>
<td>5.29</td>
<td>4.25</td>
<td>5.67</td>
</tr>
<tr>
<td>Global Core Equity</td>
<td>04/30/18</td>
<td>29.7%</td>
<td>(5.39)</td>
<td>(2.14)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(2.45)</td>
</tr>
<tr>
<td>US Core Fixed Income</td>
<td>04/30/18</td>
<td>60.0%</td>
<td>(0.39)</td>
<td>0.30</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.90</td>
</tr>
<tr>
<td>Putnam Short Duration</td>
<td>04/30/18</td>
<td>10.3%</td>
<td>0.46</td>
<td>1.04</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1.22</td>
<td></td>
</tr>
</tbody>
</table>

#### Target Asset Allocation

- FIXED INCOME 59.45%
- INTERNATIONAL EQUITY 12.51%
- CASH & EQUIVALENTS 11.97%
- EQUITY 16.08%

### Portfolio Growth

#### Source of Portfolio Growth

- October 12, 2012 Through November 30, 2018

#### Market Value

<table>
<thead>
<tr>
<th>Name</th>
<th>Inception</th>
<th>Latest Quarter</th>
<th>Latest Fiscal Year</th>
<th>Latest Quarter</th>
<th>Year To Date</th>
<th>One Year</th>
<th>Three Years</th>
<th>Five Years</th>
<th>Since Inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL FUND Gross Time Weighted Return</td>
<td>-1.85</td>
<td>-0.37</td>
<td>-0.67</td>
<td>0.32</td>
<td>5.29</td>
<td>4.25</td>
<td>5.67</td>
<td>5.29</td>
<td>5.67</td>
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<tr>
<td>TOTAL FUND Net Time Weighted Return</td>
<td>-1.93</td>
<td>-0.53</td>
<td>-0.89</td>
<td>0.10</td>
<td>4.94</td>
<td>3.88</td>
<td>5.29</td>
<td>4.35</td>
<td>5.38</td>
</tr>
<tr>
<td>Composite Benchmark</td>
<td>-2.09</td>
<td>-0.52</td>
<td>-1.55</td>
<td>-0.53</td>
<td>5.22</td>
<td>4.35</td>
<td>5.38</td>
<td>5.38</td>
<td>5.38</td>
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MEMORANDUM

DATE: January 10, 2019

TO: Executive Committee

FROM: Nancy Machado

SUBJECT: 2019-20 Budget Timeline

The following is the schedule for the 2019-20 Cabrillo College Foundation budget process:

Week of January 7, 2019  Nancy Machado requests information required for starting the budget process

Week of January 21, 2019  Eileen Hill and Nancy Machado to review information and determine if further information is needed

Week of January 28, 2019  Eileen Hill and Nancy Machado to compare prior year trends to 2019-20 plan

Week of February 18, 2019  Nancy Machado provides Eileen Hill with draft of 2019-20 Budget. Eileen Hill reviews, recommends changes and approves final 2019-20 Budget

March 14, 2019  Send recommended Budget to Finance and Investment Committee

March 28, 2019  Finance and Investment Committee reviews 2019-20 Budget and makes recommendation to Executive Committee

April 12, 2019  Send recommended Budget to Executive Committee

April 18, 2019  Executive Committee reviews 2019-20 Budget and makes recommendations to Board of Directors

April 26, 2019  Send recommended Budget to Board of Directors

May 14, 2019  Board of Directors approve 2019-20 Budget
 MEMORANDUM

DATE: January 10, 2019

TO: Executive Committee

FROM: Nancy Machado

SUBJECT: 2017-18 990 Schedule

The following is a projection for the 2017-18 Cabrillo College Foundation federal Form 990 process:

Week of April 1, 2019
Cabrillo College Foundation staff completes Form 990 and submits to Auditor Terri Montgomery

Week of April 15, 2019
Terri Montgomery completes Form 990 and e-mails draft to Nancy Machado.

April 18, 2019
Cabrillo College Foundation Executive Director reviews draft Form 990

April 22, 2019
Draft Federal Form 990 e-mailed to the Board of Directors with an overview and instructions for review.

April 29, 2019
Cabrillo College Foundation Board of Directors responds to Nancy Machado with any suggestions/changes to draft Federal Form 990.

May 2, 2019
Final Federal Form 990 is e-mailed to the Board of Directors for final review.

May 14, 2019
At the Cabrillo College Foundation Board meeting, final Federal form 990 is approved and signed by a Board Officer.

May 21, 2019
Cabrillo College Foundation mails final Federal Form 990 to the Internal Revenue Service
MEMORANDUM

DATE: January 10, 2019
TO: Executive Committee
FROM: Claire Biancalana
SUBJECT: President’s Circle Campaign

2018-19 President’s Circle Campaign
Ceil Cirillo and Michele Bassi are co-chairs of the 2018-19 President’s Circle Committee. As of January 7, 2019:
- $329,997 has been raised toward our goal of $380,000
- 190 members have joined
- 18 NEW members have joined

A 2018-19 member list and history report are attached

2018 President’s Circle Events

President Level ($1,000+)
- Sandy Lydon Historical Tour .........................................................April 13
- Summer Musical and Reception: Beehive .................................July 12
- President’s Holiday Party .........................................................December 6

President’s Plus Level ($1,500+)
- Garden Party at Rancho Soquel ...............................................May 29

Director Level ($2,500+)
- Winemaker’s Dinner at the Sesnon House ..........................Spring (TBD)

Trustee Level ($5,000+)
- Lunch With Cabrillo College President, Matt Wetstein ........ March 20

Benefactor Level ($10,000+)
Feasting with Faculty .................................................................Summer (TBD)
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<tr>
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<td># of Committee Members</td>
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<td>37</td>
<td>37</td>
<td>36</td>
<td>29</td>
<td>36</td>
<td>33</td>
<td>37</td>
<td>44</td>
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<tr>
<td># of Annual Members ($1,000+)</td>
<td>169</td>
<td>176</td>
<td>192</td>
<td>190</td>
<td>189</td>
<td>206</td>
<td>214</td>
<td>227</td>
<td>190</td>
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<tr>
<td># of New Annual Members ($1,000+)</td>
<td>23</td>
<td>26</td>
<td>30</td>
<td>20</td>
<td>16</td>
<td>23</td>
<td>19</td>
<td>32</td>
<td>18</td>
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<tr>
<td># of Rejoining Annual Members ($1,000+)</td>
<td>146</td>
<td>150</td>
<td>162</td>
<td>170</td>
<td>179</td>
<td>183</td>
<td>192</td>
<td>195</td>
<td>172</td>
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<td>% of Rejoining Members</td>
<td>88%</td>
<td>88%</td>
<td>92%</td>
<td>88%</td>
<td>94%</td>
<td>97%</td>
<td>93%</td>
<td>91%</td>
<td>76%</td>
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<td># of $15,000+</td>
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<td># of $5,000-$9,999</td>
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<td># of $2,500-$4,999</td>
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<td>13</td>
<td>13</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>23</td>
<td>26</td>
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<td># of $1,500-$2,499 (Starting 2011-2012)*</td>
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<td>38</td>
<td>45</td>
<td>52</td>
<td>54</td>
<td>56</td>
<td>59</td>
<td>44</td>
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<td># of $1,000 Donations</td>
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<td>112</td>
<td>126</td>
<td>119</td>
<td>114</td>
<td>127</td>
<td>133</td>
<td>132</td>
<td>108</td>
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<tr>
<td># of Donors Who Gave &lt; $1,000</td>
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<td>8</td>
<td>9</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>8</td>
<td>3</td>
<td>4</td>
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<tr>
<td># of Prospects Solicited</td>
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<td>1,168</td>
<td>1,085</td>
<td>1,063</td>
<td>1,011</td>
<td>1,045</td>
<td>1,041</td>
<td>1,031</td>
<td>1,042</td>
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<td>Operational Budget Goal</td>
<td>$218,000</td>
<td>$225,000</td>
<td>$250,000</td>
<td>$280,000</td>
<td>$285,000</td>
<td>$317,000</td>
<td>$318,000</td>
<td>$332,000</td>
<td>$380,000</td>
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<td>Total Funds Raised</td>
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<td>$250,616</td>
<td>$271,652</td>
<td>$282,774</td>
<td>$311,406</td>
<td>$318,074</td>
<td>$330,908</td>
<td>$377,795</td>
<td>$329,997</td>
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<td>Percent Increase/ Decrease Over Previous Year</td>
<td>3%</td>
<td>11%</td>
<td>8%</td>
<td>4%</td>
<td>10%</td>
<td>2%</td>
<td>4%</td>
<td>14%</td>
<td>35%</td>
</tr>
</tbody>
</table>
$10,000+
Esther and Gerry Levandoski
Edward Newman and Leslie Christie
Patty Quillin and Reed Hastings
Thomas Sourisseau

$5,000+
Claire Biancalana and William Kelsay
Harry and Mary Blanchard
Barbara Canfield
John and Judy Eiskamp
Vance Landis-Carey and Robert Carey
Rick and Ruth Moe
Julie Packard/Applewood Fund
Elio and Joy Rodoni

$2,500+
Phillip and Robin Adkins
Pegi and Tom Ard
Bright Horizon Fund
Jess Brown
Owen Brown and Mary Akin
Lee and Emily Duffus
Jack Farr
Joan Griffiths
Trisha and Brandon Kett
Marilyn Manning Lonergan and Richard Lonergan
John and Megan Martinelli / S. Martinelli & Co.
Robert Millsagle and Bjorg Yonts
Joe and Susan Mingione
Bill and Karen Moncovich
Ned and Dinny Nemacheck
Kelly and Maria Nesheim
Amy Newell
Gayle and Joseph Ortiz
William and Erica Ow
Pat and Rowland Rebele
Shadowbrook and Crow’s Nest Restaurants
Stephen and Gail Snodgrass
Ginny Solari Mazry
Rachael Spencer and Kevin Rooney
Rachel Wedeen
Kit Anderton
Jim Baker and Nancy Millslagle
Edward and Kathleen Banks
Michele Bassi/Lighthouse Bank
Blaine and Connie Brokaw
John and Sydney Brokaw
John and Linda Burroughs
Andrew and Marilyn Calciano
Linda Charman
Al Cheney
Ceil Cirillo
Susan Cony
Diane Craddock and David Hogye
Sally Della Santana
Dwayne and Linda Downing
Edward and Janas Durkee

$1,500+
Charles and Sandra Eldridge
Esch Family
Duf and Paula Fischer
Mahlon and Joel-Ann Foote
John and Sue Graulty
Stephen Green
Ken Haber
David and Jacqueline Heald
Harold and Dorothy Hyde
Kent and Marie Imai
Mary James and George Cook
Erik and Judy Johnson
Therese Johnson
Judy B. Jones
Ralph and Julie Kimball
Dominic and Karen Massaro

Keith and Della McKenzie
Earleen Overend and Wayne Palmer
Nancy Rice Bradley
Maria Esther and Jose Raul Rodriguez
Carol and Kirk Schmidt
Robert Scott
Greg and Tangie Solow
Gabrielle Stocker
James Thompson
Evans Whitaker and Deborah Bronstein
Theo Wierdsma and Julie Hamilton
Wierdsma
Thomas and Connie Wilson

$1,000+
Finkelman Family Foundation/Herb Finkelman and Edda Tusinac
Cynthia FitzGerald
Peggy Flynn
Rocky and Judy Franich
Lesley Franz
Mary Gaukel and Les Forster
Susana and John Glina
Kimberly Hallinan and Ken Helms
Diane and Conrad Hamako
Richard and DeAnne Hart
Janet Heien
Eileen and Dave Hill
Joseph and Bette Hirsch
Ron and Evelyn Hirsch
David and Katharine Hopkins
Angela and James Hoyt
Carolyn Hyatt
Ronald and Linda Israel
Ton and Thelma Jue
Tom and Nanette Kelsey
Richard and Diane Klein
David and Sharon Kluger
George and Diane Koenig
Ko-Kahuna Trust
Agata Konopka and Flavio Cheng
Ron Kusel and Carolyn Gong-Guy
Julie Lambert
Linda Larkin and Harold Widom
Sarah Latham
Nancy Lenox
Mark Linder and Mary Dean
Pamela Lowry and Allen Rozelle
Michael and Nancy Machado
Laura Marcus and Johan Rubens
Allen and Janet Martin
Mike and Bertie McElroy

Paul Meltzer
Mark Mestit-Miller and Donna Murphy
Peter and Debbie Nelson
Linda and Bruce Nicholson
Harvey and Judy Nickelson
Fane and Corie Opperman
Erica Padilla-Chavez
Rock Pfenhauer and Linda Wilhusen
James and Mary Ellen Poth
Muriel Prolo and Jack Samuelson
Paula and Robert Quinn
Kenneth and Barbara Reed
Randy Repass and Sally-Christine Rodgers
Phyllis Rosenblum
Craig Rowell and Corinda Ray
Cherri Rupert-Canfield
Barbara and William Scherer
Ronald and Cynthia Sekkel
Karen Semingson
Robert and Helen Shepherd
Melinda and Thomas Silverstein
Greg and Robin Sirakides
Elaine-Maryse Solari
Carol and Stephen Spragens
Bruce and Barbara Swenson
Kate Terrell and David Ryan
Susan True
Franco Vaca and Fatima Carlos Vaca
Anina Van Alstine
Jerry and Robynn Walters
Susan and Nels Westman
Terrence Willett and Jennifer Cross
Sue Wilson
Peppy and Ron Woll
Neal and Paula Woods
Founding President Robert E. Swenson’s Lifetime Supporters*

<table>
<thead>
<tr>
<th>Name</th>
<th>Donor Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cornelia Ackley</td>
<td>Jim and Dolores</td>
</tr>
<tr>
<td>Kate Ashcraft</td>
<td>Graefe</td>
</tr>
<tr>
<td>Jack Baskin and Peggy Downes</td>
<td>Granite Construction</td>
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<tr>
<td>Mark and Barbara Beck</td>
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<tr>
<td>Greta Bell</td>
<td>Joan and Gerald</td>
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<tr>
<td>Neva Bournier</td>
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<td>California Wellness Foundation</td>
<td>Penny and Marie</td>
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<td>Mary Frances</td>
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<td>Diane and Donald Cooley</td>
<td>Grove Foundation</td>
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<td>Richard and Theresa Crocker</td>
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<td>Dominican Hospital</td>
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<td>Walter S. Johnson</td>
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<td>Rowland and Pat Rebele</td>
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<td>George Ow and Gail Michaelis-Ow</td>
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<td>Elinor and Keith Shaffer</td>
<td>The David and Lucile Packard Foundation</td>
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<tr>
<td>Paul and Pat Shirley</td>
<td>Rena Perlino</td>
</tr>
<tr>
<td>Bill and Brigid Simpkins</td>
<td></td>
</tr>
</tbody>
</table>

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

DATE: January 10, 2019

TO: Executive Committee

FROM: Eileen Hill

SUBJECT: Cabrillo Advancement Program (CAP) Update

Description
The Cabrillo Advancement Program (CAP) is a scholarship and support program designed to increase the academic success of high risk, low income students and to support their preparation for attending college. CAP includes 350 participants in 12 schools throughout Santa Cruz County. CAP scholars are selected through a competitive process open to students who qualify for free or reduced lunches.

Beginning with the first year of middle school and continuing through high school, CAP students receive after-school tutoring and participate in counseling and extra-curricular activities that sustain their commitment to preparing for college. Students who complete CAP receive $3,000 in scholarships upon high school graduation for their first and second year at Cabrillo.

Results
CAP has shown amazing success in high school graduation and college-going rates compared to similar population. Last year, 75% of CAP high school seniors reported going to college—either Cabrillo or directly to a four-year university, exceeding the college enrollment benchmark of 49% by 26%.

Reaching a Long Term Goal!
Cesar Chavez Middle School in Watsonville and Branciforte Middle School in Santa Cruz are the top priority middle schools in Santa Cruz County that are not part of the CAP Program with students with the greatest need. CAP prides itself on the fact that it is a permanent program. Unlike other program services offered that go away once public funding is depleted, CAP is a permanent program offered to the at-risk youth of our county. We have received an anonymous gift of $350,000 and donor intent to provide an additional $1.4M over the next four years to add Branciforte Middle School to the CAP Program. This additional funding will cover tutoring, mentoring, and all CAP activities for 70 students each year once the program has matured.

Cabrillo Advancement Program Ceremony
March 5, 2019, 6:00 p.m. at the Crocker Theater
The first 10 students from Branciforte Middle School will be inducted into the CAP program
MEMORANDUM

DATE: January 10, 2019

TO: Executive Committee

FROM: Owen Brown

SUBJECT: Faculty and Staff Grants

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.

This year the Cabrillo Foundation awarded a total of $102,836 to Cabrillo staff and faculty to enhance student learning and increase student success. In November, a committee of Foundation Board Members, Cabrillo faculty, and community members reviewed proposals and selected projects to award.

Please join us for the Faculty and Staff Grant Awards Reception, where you’ll learn more about the projects that have received funding and celebrate the grant recipients!

Faculty and Staff Grant Awards Reception
Wednesday, January 23rd
4:00-6:00pm
Sesnon House

2019 Funded projects are listed in the program attached.

Current committee members include: Cherie Barkey (HASS), Owen Brown, Ted Burke, Ceil Cirillo, Francisco Iniguez (BELA), Amy Newell, Gun Ruder, and David Schwartz (NAS).
Faculty Grants for Student Success
The Faculty Grants for Student Success program began in 1985 with an endowment gift by Keith and Elinor Shaffer to the Cabrillo College Foundation. This year $57,508 is being awarded.

Crocker Endowment Grants
The Crocker Endowment Grants were established by Richard and Theresa Crocker in 2007. This year, $36,359 is being awarded.

Beck Engineering and Applied Science Endowment
Founded by Mark and Barbara Beck in 2004, the Engineering and Applied Science Endowment awarded $8,969 this year.

Associated Students of Cabrillo College-Wide Grants
Student Senate to enhance educational opportunities for students. This year, $18,000 is being awarded.

January 23, 2019
2018 Faculty Grants for Student Success

Kim Belliveau, Kinesiology Manikins for First Aid & CPR $1,158

Mark Bidelman, Performing Arts Performance Opportunities $3,000

Flor Chacon, Student Services/Veterans Program Cabrillo’s Design and Fabrication Student Project $3000

Michelle Chao, Early Childhood Education Laser Printer, Copier, Scanner $1,026

Nicole Crane, Biology Laboratory Research Experiences for Cabrillo Students: Genetics of Coral Reef Organisms $1,920

Skip Epperson, Theater Arts Color Printer Replacement, MIG Welder for Theatre Arts Scene Shop $2,149

Karl Ewald, Engineering Find Your Own Errors Exam Process $500

Michael Johnson, Horticulture Crop Evapotranspiration Measurement for Efficient Irrigation Scheduling $3,485

Noel Kelsch, Dental Hygiene Portable Dental Hygiene Unit $10,995

David King, Dance Floor Fans for Dance Studio Classrooms $2,000

Tera Martin, Watsonville Center/English Tablets for Mobile Learning $2,188

Tamara McKinnon, Nursing Electronic Medical Records for Inter-professional Students $1,942

Payson McNett, Visual and Performing Arts Shade Structure $1,000

Greg Mettler, Art Photography Portable Lighting Equipment for Cabrillo Student Use $2,125

Dawn Nakanishi, Art Studio Steel Fusion Plates with Nuts and Bolts for Mokume Gane $770

Jo-An Panzardi, Engineering Drafting Boards $1,300

Nancy Phillips, Reading Fitdesks $800

Peter Shaw, Horticulture Parts for Tissue Culture Hood $3,327

Susan Stuart, Theater Arts Industrial Fabric Steamer $240

Claire Thorson, Art Studio ArtNOW Lecture and Workshop Series $278

Stephanie Tran, Mathematics ELMOs for Math Classes $3,130

Merritt Tucker, Stroke and Disability Learning Center Technology Upgrades for Classrooms $11,175

2018 Crocker Endowment Grants

Kathryn Adkins, Theater Arts Piano Accompanist for Musical Theater Classes $1,240

Sarah Albertson, Theater Arts Camera Operator for Acting Courses $260

Jamie Alonzo, Mathematics Math Faculty Professional Development $1,203

Cheryl Anderson, Music “Visiting Artist Project: Craig Hella-Johnson,” Composer, Lyricist, Conductor and Choreography for “Considering Matthew Shepherd,” and oratorio by Dr. Craig Hella-Johnson $5,000

Mark Bidelman, Performing Arts Performance Opportunities $1,600

Susan Bruckner, Music Digitizing MIDI Files for Piano Practice $800

Michelle Donohue-Mendoza, Student Services Student Resource Kiosks $2,200

Eric Grabiel, Instruction/LCC Hallway Benches for Students $3,500

Noel Kelsch, Dental Hygiene Emergency Preparation for Clinic, High Volume Dental Suction Compliance Device, LCD projectors, Structured 4 Part Human Skull, Human Demonstration Skull Disarticulated Bones Fingertip Pulse Oximeters $8,218

David King, Dance Baile Folklórico Practice Skirts, Floor Fans for Dance Studio Classrooms $2,279

Tera Martin, Watsonville Center Facult and Student Forums $240

Victoria May, Gallery/Art Studio Improved Display Cabinet $1,518

Tamara McKinnon, Nursing Nurse Managed Center Support, Electronic Medical Records for Inter-professional Students $1,608

Adela Najarro, English Textbooks for STARS and Puente Learning Communities $2,792

Max Rain, Art Equipment for New Gas Kiln $1,774

Mark Ramsey, Athletics/Kinesiology Improvement of Sound System in Stadium $1,700

Claire Thorson, Art Studio ArtNOW Lecture and Workshop Series $427

2018 Engineering and Applied Science Endowment Grants

Kelli Horner, MESA Program STEM Center Support $7,176

Gary Marcoccia, E-tech Student Assistant $1,793

2018 ASCC Student Senate College Wide Grants

Cheryl Anderson, Music Video Camera for Rehearsal Use, Voice Classes, Performances $2,000

Diane Avelar, Student Health Services Send Silence Packing $3,200

Allison Gong, Biology iClickers for Student Engagement in the Classroom $1,000

Kelli Horner, STEM Steve Hodges, Computer Science Wall-Mounted Monitor for Networking Lab $1,800

James Page, Athletics and Kinesiology Wellness Education Center (WEC) Improvement and Maintenance Plan for Student Safety and Success $5,000

Ana Ruiz, Student Services Welcome Center Technology Upgrade $5,000
Major Donors to the Cabrillo College Foundation for Faculty & Staff Grants

$1,000,000+
Leonard R. Lundquist

$500,000+
Richard & Theresa Crocker, Founders, Crocker Endowment Grants

$250,000+
Keith & Elinor Shaffer, Founders, Faculty Grants for Student Success
Ley Family

$100,000+
Barbara & Mark Beck, Founders, Engineering and Applied Science Endowment
John Morgan

$20,000+
Leila Biancalana • Frank & Zoe Ann Orr • Gary Reece

$10,000+
Borina Foundation • Dale O'Toole
Finkleman Family Charitable Foundation/Edda Tusinac and Herb Finkleman

$5,000+
John & Tery Gargiulo • Rachael Spencer & Kevin Rooney • Robert & Frances Swenson

$2,500+
Cabrillo College Faculty Senate
William & Elise Neubauer

Faculty Grants for Student Success Committee
Cherie Barkey, Owen Brown, Ted Burke, Ceil Cirillo, Francisco Íñiguez,
Amy Newell, Gun Ruder, David Schwartz

Crocker Endowment Grants Committee
Cynthia FitzGerald, Sue Gochis, John Graulty, Victoria Lewis, Kathie Welch,
Matt Wetstein

ASCC Student Senate Grants Committee
Renae Stowell, Alex Unger

Engineering and Applied Science Endowment Grants Committee
Steve Hodges, Joe McCullough, Gary Marcoccia, Michael Matera,
Jo-Ann Panzardi
MEMORANDUM

DATE: January 10, 2019

TO: Executive Committee

FROM: Eileen Hill

SUBJECT: Stadium Turf Fundraising Update

Description
The Cabrillo College stadium is an asset to student, youth, and adult athletes throughout the county with 200 – 300 athletes using it daily during the academic term. The Cabrillo College stadium turf was last resurfaced in 2005. The anticipated lifespan was 8-10 years, which it has outlasted by five years. The turf has become a liability for our students, student-athletes and the community members who use the stadium. The deterioration of the turf is apparent in the exposed hard surfaces and drainage issues. Compaction tests show very poor results for the absorption of impact.

Cabrillo College has committed to replacing the surface this spring with a completion goal of May 2019 in time for graduation ceremonies and summer youth camps. The cost of the project is $1.2M, with $800,000 committed from college funds. The College has tasked the foundation to raise $400,000 in private donations to help complete the project.

Fundraising Plan
- An anonymous gift of $100,000 has been received to match gifts
- Proposals to foundation’s will be submitted
- Working with various Cabrillo coaches (past and present) to send personal solicitation letters

Naming Opportunities Pending Approval

Carl Connelly Stadium

<table>
<thead>
<tr>
<th>Donation Level</th>
<th>Building/Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>$500,000</td>
<td>Field</td>
</tr>
<tr>
<td>$250,000</td>
<td>Press Box</td>
</tr>
<tr>
<td>$100,000</td>
<td>Concession Stand</td>
</tr>
</tbody>
</table>
### BOARD OF DIRECTORS
**Tuesdays, 12:00-2:00 pm**  
*Sesnon House Room 1804*  
New Member Orientation  
September 11, 2018  
10:00-11:00 am  
(Sesnon House Room 1824)

**Walking Tour for Full Board:**  
September 11, 2018  
11:00-11:45 am

**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 (8:30 – 10:00)

### CABRILLO ADVANCEMENT PROGRAM (CAP)
*Sesnon House Room 1824*

<table>
<thead>
<tr>
<th><strong>FACULTY GRANTS</strong></th>
<th><strong>EXCLUSIVE EVENTS FOR PRESIDENT’S CIRCLE MEMBERS</strong></th>
</tr>
</thead>
</table>
| *Sesnon House Room 1824*  
November 26, 2018  
2:00 – 5:00 pm | Lunch with CC President  
$5,000 + Members  
March 20, 2019  
12:00 – 1:30 pm  
Sesnon House |
| **NOMINATING** | Sandy Lydon Historical Tour  
$1,000 + Members  
April 13, 2019 |
| *Sesnon House Room 1824*  
| **WINEMAKERS DINNER**  
Sesnon House  
$2,500+ Members |

| **PRESIDENT’S CIRCLE** | **GARDEN PARTY AT RANCHO SOQUEL**  
$1,500+ Members  
May 29, 2019 |
| *Sesnon House Room 1804*  
September 26, 2018  
5:30 – 7:00 pm  
(kick-off party) | Feasting with Faculty  
Sesnon House  
$10,000+ Members |
| *Sesnon House Room 1824*  
October 23, 2018  
9:00 am – 12:00 pm  
(signing party) | Cabrillo Stage Play,  
“Beehive”  
and PC Reception  
$1,000+ Members  
July 12, 2019  
5:30 pm  
Sesnon House |

<table>
<thead>
<tr>
<th><strong>WOMEN’S EDUCATIONAL SUCCESS (WES)</strong></th>
<th><strong>EVENT DATES</strong></th>
</tr>
</thead>
</table>
| *Sesnon House Room 1824*  
September 21, 2018  
11:30 am – 1:30 pm  
(Luncheon)  
Horticulture Center | President’s Circle  
New Prospects Reception  
October 30, 2018  
5:30 – 7:30 pm  
Ella’s at the Airport |
| **SCHOLARSHIP** | Seahawk Social  
Happy Hour  
November 3, 2018  
5:00 – 7:00 pm  
Horticulture Center |
| *Sesnon House Room 1824*  
November 29, 2018  
9:00 – 10:00 am | Heritage Club Luncheon  
November 6, 2018  
12:00 – 1:30 pm  
Sesnon House |
| **CABRILLO ADVANCEMENT PROGRAM (CAP) CEREMONY** | President’s Circle  
New Prospects Reception  
November 28  
5:30 – 7:30 pm  
Shadowbrook |
| *(CAP) Ceremony*  
March 5, 2019  
6:00 – 8:00 pm  
Crocker Theater | President’s Holiday Party  
November 30, 2018  
5:30 pm  
Sesnon House |
| **HIGH ACHIEVER SCHOLARSHIP CEREMONY** | Faculty and Staff Grants  
Reception  
January 23, 2019  
4:00-6:00pm  
Sesnon House |
| *(April 2019 TBD)*  
3:00 – 5:00 pm  
Sesnon House | Cabrillo Advancement Program  
| **AMERICAN DREAM SCHOLARSHIP CEREMONY** | (CAP) Ceremony  
March 5, 2019  
6:00 – 8:00 pm  
Crocker Theater |
| *(April 2019 TBD)*  
3:00 – 5:00 pm  
Sesnon House | High Achiever Scholarship  
Ceremony  
April 2019 TBD  
3:00 – 5:00 pm  
Sesnon House |
| *(May/June 2019 TBD)*  
4:00 – 5:00 pm  
Samper Recital Hall | **American Dream Scholarship Ceremony**  
*(May/June 2019 TBD)*  
4:00 – 5:00 pm  
Samper Recital Hall |
2018-19 Cabrillo College Foundation Committee Roster – Updated 1/9/2018

BOARD OF DIRECTORS
Rob Allen
Alan Aman, CFO
Ed Banks, College Trustee
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 Lapides, Past President
Victoria Lewis, VP Admin. Services, Asst. Treasurer
Kelly Nesheim
Amy Newell
William Ow, President
June Padilla Ponce
Patty Quillin
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

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 Lapides
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 Iniguez
Tobin Keller
Amy Newell
Gun Ruder
David Schwartz
Staff: Eileen Hill, Caitlin Bonura

NOMINATING
Chair: Leola Lapides
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
  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 Millsagle
  Kelly Nesheim
  William Ow
  June Padilla Ponce
  Bob Shepherd
  Helen Shepherd
  Ginny Solari Mazry
  Rachael Spencer
  Rachel Wedeen
  Matt Wetstein
  Theo Wiersma
  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 Lapides
  Nancy Machado
  Angie McClean
  Amy Newell
  Mara Paladroni
  Tonee Picard
  Patty Quillin
  Cathy Richards Bradley
  Karen Semingson
  Rachael Spencer, cofounder
  Mary Spire
  Bunny Tavares
  Kate Terrell
  Teresa Thomas
  Karri White
  Donna Ziel

WES Advisors:
  Marcy Alanraig
  Leti Amexca
  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