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EXECUTIVE DIRECTOR

Eileen Hill

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

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A. Regular Open Session

- | | | |
|------------------------------|-------|--|
| 1. Welcome and Call to Order | W. Ow | |
| 2. Approval of Agenda | W. Ow | |

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

Any open session writings distributed either as part of the agenda packet, or within 72 hours of a regular meeting, can be viewed at the Foundation office, 6500 Soquel Drive, Aptos, CA 95003

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Unbooked Revocable Planned Gifts:	\$1,385,000	
Total:	\$3,632,961	
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F. Adjournment		
1. Adjournment	W. Ow	

UPCOMING MEETINGS:

Thursday, April 18, 2019

9:00 – 10:00 am

Sesnon House, Room 1824

Executive Committee 2018-19 Attendance Chart

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

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

**Cabrillo College Foundation
Executive Committee Meeting Minutes
October 25, 2018**

Present: Alan Aman, Claire Biancalana, Owen Brown, Lind Burroughs, David Heald,
Leola Lapidès , 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

Motion: MSC: O. Brown/ R. Spencer. Alan Aman, Owen Brown, David Heald, Leola Lapidès, William Ow, Rachael Spencer and Matt Wetstein voted to approve the Executive Committee Minutes of August 30, 2018. Claire Biancalana and Linda Burroughs abstained.

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 Ruder 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. Lapidés /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

O. 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

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Leola Lapidés	P	P		
William Ow	P	P		
Rachael Spencer	P	P		
Matt Wetstein	P	P		

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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.

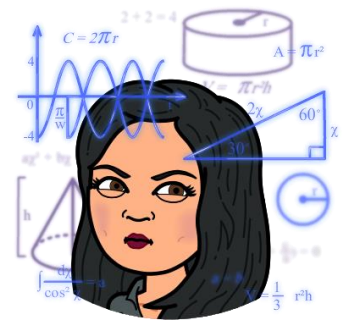
Below is a collection of meetings and events I attended since Dec. 10, 2018.

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

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



Cabrillo College FOUNDATION

DATE: January 10, 2019

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Eileen Hill

TO: Executive Committee

FROM: Eileen Hill

July 1, 2018 to January 7, 2019

2018-19 Outright Gifts Fundraising Total

\$ 2,247,961

2018-19 Unbooked Revocable Planned Gifts

\$ 1,385,000

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)	<u>\$ 544,015</u>
Total Secured Gifts	\$ 2,247,961
Total Unbooked Revocable Planned Gifts	<u>\$ 1,385,000</u>
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.

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EXECUTIVE DIRECTOR

Eileen Hill

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.

Amount Raised 7/1/18 - 1/7/19	2018-19 Target	
	ANNUAL APPEALS	
\$322,497	\$363,000	President's Circle
\$0	\$50,000	Annual Fund
\$157,852	\$170,000	Women's Educational Success
\$384,999	\$100,000	Cabrillo Advancement Program (Endowed)
\$241,767	\$500,000	Scholarships (Endowed)
\$705,173	\$250,000	Scholarships (Nonendowed)
	SPECIAL INITIATIVES	
\$21,533	\$50,000	Cabrillo Stage
\$22,667	\$50,000	Stroke Center
\$100,000	\$400,000	Stadium Turf
\$0	\$10,000	Cabrillo Youth Chorus
\$196,473	\$407,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, SBDC, Engineering, etc)
\$95,000	\$150,000	Donor directed interests (Math faculty professional development, Makerspace Internships)
\$1,385,000	\$500,000	Unbooked Planned Gifts
\$3,632,961	\$3,000,000	TOTAL

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CABRILLO COLLEGE FOUNDATION
November 30, 2018 Condensed Narrative
Updated January 4, 2019

(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

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$32,192	\$80,246	\$84,550	\$196,988	\$290,048
LIGHTHOUSE BANK	\$4	\$94,862	\$0	\$94,866	\$0
BAY FEDERAL	\$6,160	\$0	\$1,290	\$7,450	\$7,446
BAY FEDERAL CREDIT UNION	\$23,161	\$150,000	\$0	\$173,161	\$172,700
MORGAN STANLEY MID TERM POOL	\$304,318	\$0	\$0	\$304,318	\$0
MORGAN STANLEY NONENDOWED	\$711,131	\$2,475,203	\$0	\$3,186,333	\$2,914,725
MORGAN STANLEY GIFT RECEIPT	\$438	\$0	\$0	\$438	\$2,657
SANTA CRUZ COUNTY BANK	\$11,062	\$196,364	\$0	\$207,426	\$206,984
MORGAN STANLEY GATES	\$0	\$0	\$0	\$0	\$30,456
LIGHTHOUSE BANK	\$16,617	\$138,138	\$0	\$154,756	\$250,064
SUBTOTAL CASH	\$1,105,083	\$3,134,813	\$85,839	\$4,325,735	\$3,875,080
INVESTMENTS					
MORGAN STANLEY TITLE V HOLDING	\$38	\$0	\$22,500	\$22,538	\$0
MORGAN STANLEY LONG TERM POOL	\$10	\$0	\$26,786,683	\$26,786,693	\$25,817,720
MORGAN STANLEY TITLE V	\$0	\$0	\$1,114,672	\$1,114,672	\$1,125,819
MORGAN STANLEY TITLE III	\$0	\$0	\$181,465	\$181,465	\$183,983
MORGAN STANLEY ESG	\$0	\$0	\$936,708	\$936,708	\$878,015
SUBTOTAL INVESTMENTS	\$48	\$0	\$29,042,028	\$29,042,076	\$28,005,538
TOTAL CASH AND INVESTMENTS	\$1,105,131	\$3,134,813	\$29,127,867	\$33,367,811	\$31,880,618
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$24,824	\$0	\$0	\$24,824	\$5,111
PLEDGES - ANNUAL FUND	\$29,650	\$0	\$0	\$29,650	\$24,672
PLEDGES - RESTRICTED	\$0	\$395,345	\$63,194	\$458,539	\$164,232
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$10,682)	\$0	\$0	(\$10,682)	(\$8,704)
SUBTOTAL PLEDGES	\$43,792	\$395,345	\$63,194	\$502,331	\$185,311

Cabrillo College Foundation

Balance Sheet as of November 30, 2018

With Comparative Totals as of November 30, 2017

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
ACCOUNTS RECEIVABLE					
ACCOUNTS RECEIVABLE	\$0	\$633	\$0	\$633	\$1,293
TOTAL ACCOUNTS RECEIVABLE	\$0	\$633	\$0	\$633	\$1,293
OTHER RECEIVABLES					
NOTES RECEIVABLE	\$0	\$0	\$0	\$0	\$10,925
ACCRUED INTEREST RECEIVABLE	\$0	\$0	\$0	\$0	\$2,622
SPLIT INTEREST AGREEMENTS	\$72,322	\$74,920	\$12,430	\$159,672	\$137,496
SUBTOTAL OTHER RECEIVABLES	\$72,322	\$74,920	\$12,430	\$159,672	\$151,042
TOTAL RECEIVABLES	\$116,115	\$470,898	\$75,624	\$662,636	\$337,647
FIXED ASSETS					
OFFICE EQUIPMENT	\$49,099	\$0	\$0	\$49,099	\$75,944
ACCUMULATED DEPRECIATION	(\$44,356)	\$0	\$0	(\$44,356)	(\$70,092)
TOTAL FIXED ASSETS (NET)	\$4,743	\$0	\$0	\$4,743	\$5,853
PREPAID EXPENSES	\$5,816	\$0	\$0	\$5,816	\$6,585
PREPAID RETIREMENT EXPENSE	\$16,303	\$0	\$0	\$16,303	\$29,147
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$28,721	\$0	\$0	\$28,721	\$44,977
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$84,962	\$0	\$0	\$84,962	\$81,394
TOTAL ASSETS	\$1,361,790	\$3,605,710	\$29,203,491	\$34,170,991	\$32,386,220

Cabrillo College Foundation

Balance Sheet as of November 30, 2018

With Comparative Totals as of November 30, 2017

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$4,431	\$13,820	\$0	\$18,251	\$20,713
ACCURED PTO	\$50,078	\$0	\$0	\$50,078	\$34,932
ACCURED HEALTH BENEFITS	\$22,259	\$0	\$0	\$22,259	\$51,344
PAYROLL WITHHOLDINGS	\$2,235	\$0	\$0	\$2,235	\$0
SECTION 125 WITHHOLDINGS	\$150	\$0	\$0	\$150	\$1,025
ACCURED RETIREE MEDICAL BENEFITS	\$117,453	\$0	\$0	\$117,453	\$59,305
UNFUNDED PERS PENSION LIABILITY	\$406,031	\$0	\$0	\$406,031	\$336,966
DEFERRED INFLOWS - PERS	\$13,198	\$0	\$0	\$13,198	\$40,294
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$615,835	\$13,820	\$0	\$629,655	\$544,578
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$33,997	\$486,350	\$520,347	\$495,174
ENDOWED SCHOLARSHIPS	\$0	\$0	\$8,500	\$8,500	\$0
ANNUAL SCHOLARSHIPS	\$0	\$82,528	\$0	\$82,528	\$84,252
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$116,525	\$494,850	\$611,375	\$579,426
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$37,201	\$37,201	\$35,010
SUBTOTAL WES GRANTS PAYABLE	\$0	\$0	\$37,201	\$37,201	\$35,010
TOTAL LIABILITIES	\$615,835	\$130,345	\$532,051	\$1,278,231	\$1,159,013
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$344,015	\$0	\$0	\$344,015	\$290,617
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMENT	\$10,000	\$0	\$0	\$10,000	\$0
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$294,302	\$0	\$0	\$294,302	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$54,078	\$0	\$0	\$54,078	\$47,023
UNDESIGNATED	\$28,559	\$0	\$0	\$28,559	(\$50,623)
SUBTOTAL OPERATING NET ASSETS	\$745,955	\$0	\$0	\$745,955	\$596,320

Cabrillo College Foundation
Balance Sheet as of November 30, 2018
 With Comparative Totals as of November 30, 2017

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
NET ASSETS - NONENDOWED	\$0	\$3,475,365	\$0	\$3,475,365	\$2,724,460
NET ASSETS - ENDOWED	\$0	\$0	\$28,671,440	\$28,671,440	\$27,906,428
TOTAL NET ASSETS	\$745,955	\$3,475,365	\$28,671,440	\$32,892,760	\$31,227,207
TOTAL LIABILITIES AND NET ASSETS	\$1,361,790	\$3,605,710	\$29,203,491	\$34,170,991	\$32,386,220
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$717,395	\$2,874,059	\$29,252,189	\$32,843,644	\$29,629,353
NET SURPLUS/(DEFICIT)	\$28,559	\$601,306	(\$580,749)	\$49,116	\$1,597,854
ENDING NET ASSETS	\$745,955	\$3,475,365	\$28,671,440	\$32,892,760	\$31,227,207

Cabrillo College Foundation

Income Statement by Fund as of November 30, 2018

With Comparative Totals as of November 30, 2017

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$28,170	\$15	\$295,766	\$323,951	\$203,365
UNREALIZED GAIN/LOSS ON SECURITIES	(\$496)	\$31	(\$1,067,050)	(\$1,067,515)	\$1,225,915
REALIZED GAINS/LOSSES	\$476	\$0	\$81,299	\$81,775	\$212,087
FEE INCOME	\$50,929	\$0	\$0	\$50,929	\$50,412
OPERATIONAL ENDOWMENT PAYOUT	\$14,122	\$0	\$0	\$14,122	\$14,057
ENDOWMENT MANAGEMENT FEE	\$108,841	\$0	\$0	\$108,841	\$96,277
TOTAL EARNED INCOME	\$202,044	\$46	(\$689,985)	(\$487,896)	\$1,802,115
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$804,475	\$461,080	\$1,265,556	\$967,431
ANNUAL FUND	\$2,420	\$0	\$0	\$2,420	\$1,968
PRESIDENT'S CIRCLE GIFTS	\$149,008	\$0	\$0	\$149,008	\$145,356
UNRESTRICTED GIFTS	\$15,139	\$0	\$0	\$15,139	\$2,423
INTERFUND CONTRIBUTIONS	\$4,000	(\$6,903)	\$2,903	\$0	\$0
IN KIND REVENUE	\$0	\$26,602	\$0	\$26,602	\$24,386
IN KIND REVENUE-RENT	\$9,880	\$0	\$0	\$9,880	\$5,550
TOTAL CONTRIBUTED INCOME	\$180,447	\$824,174	\$463,984	\$1,468,604	\$1,147,114
TOTAL REVENUE	\$382,490	\$824,219	(\$226,001)	\$980,708	\$2,949,228
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					
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

	Operating 11/30/18 A	Nonendowed 11/30/18 B	Endowed 11/30/18 C	Total 11/30/18 D	Total 11/30/17 E
FUNDRAISING/EVENTS/PUBLIC RELATIONS					
OFFICE EQUIP & MAINTENANCE	\$5,550	\$0	\$0	\$5,550	\$17,170
OFFICE EQUIPMENT	\$277	\$0	\$0	\$277	\$474
DEPRECIATION EXPENSE	\$505	\$0	\$0	\$505	\$101
SOFTWARE MAINTENANCE	\$11,708	\$0	\$0	\$11,708	\$10,953
TOTAL OFFICE EQUIP & MAINTENANCE	\$12,490	\$0	\$0	\$12,490	\$11,529
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$209	\$0	\$0	\$209	\$147
OFFICE SUPPLIES	\$2,538	\$0	\$0	\$2,538	\$3,621
POSTAGE & MAILING SERVICE	\$4,070	\$0	\$0	\$4,070	\$2,708
BOARD EXPENSES	(\$385)	\$0	\$0	(\$385)	(\$610)
OTHER EXPENSES					
MISCELLANEOUS	\$192	\$0	\$0	\$192	\$234
UNCOLLECTIBLE PLEDGES	\$97	\$395	\$200	\$692	\$12,505
MILEAGE & PARKING	\$70	\$0	\$0	\$70	\$192
INTERNET SERVICE	\$529	\$0	\$0	\$529	\$492
IT HOSTING SERVICE	\$350	\$0	\$0	\$350	\$290
BANK CHARGES	\$1,822	\$0	\$0	\$1,822	\$2,270
INVESTMENT FEES	\$0	\$0	\$77,702	\$77,702	\$62,548
MANAGEMENT FEES	\$0	\$0	\$108,841	\$108,841	\$96,277
DIRECTOR/OFFICER LIABILITY INS	\$1,253	\$0	\$0	\$1,253	\$1,803
LIABILITY AND PROPERTY INSURANCE	\$1,617	\$0	\$0	\$1,617	\$1,617
TOTAL OTHER EXPENSES	\$5,931	\$395	\$186,743	\$193,069	\$178,227
IN KIND EXPENSE	\$0	\$26,602	\$0	\$26,602	\$24,386
IN KIND EXPENSE - RENT	\$9,880	\$0	\$0	\$9,880	\$5,550
NONENDOWED PROGRAM EXPENSES	\$0	\$170,234	\$0	\$170,234	\$580,979
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$124,790	\$124,790	\$119,182
SCHOLARSHIPS	\$0	\$25,683	\$40,071	\$65,754	\$79,574
TOTAL EXPENSES	\$353,931	\$222,913	\$354,747	\$931,592	\$1,351,375

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

NET SURPLUS/(DEFICIT)	\$28,559	\$601,306	(\$580,749)	\$49,116	\$1,597,854
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Cabrillo College Foundation

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

With Comparative Totals as of 11/30/17

	17-18 Actual 5 Months A	18-19 Actual 5 Months B	18-19 Budget 5 Months C	Variance 18-19 Actual To 18-19 5 Mo. Budget D	18-19 5 Mos. and 7 Mos. Projected E	18-19 Annual Budget (Approved 5/8/18) F	Variance 18-19 5 Mos. Actual & 7 Mos. Projected to 18-19 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$12,748	\$28,170	\$10,833	\$17,337	\$26,000	\$26,000	\$0
UNREALIZED GAIN/LOSS ON SECURITIES	\$39	(\$496)	\$0	(\$496)	\$0	\$0	\$0
REALIZED GAINS/LOSSES	\$0	\$476	\$0	\$476	\$0	\$0	\$0
FEE INCOME	\$50,412	\$50,929	\$43,502	\$7,427	\$114,527	\$114,527	\$0
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$14,122	\$15,565	(\$1,443)	\$14,122	\$15,565	(\$1,443)
ENDOWMENT MANAGEMENT FEE	\$96,277	\$108,841	\$101,340	\$7,502	\$405,358	\$405,358	\$0
TOTAL EARNED INCOME	\$173,533	\$202,044	\$171,240	\$30,804	\$560,007	\$561,450	(\$1,443)
CONTRIBUTED INCOME							
ANNUAL FUND	\$1,968	\$2,420	\$1,250	\$1,170	\$50,000	\$50,000	\$0
PRESIDENT'S CIRCLE GIFTS	\$145,356	\$149,008	\$115,000	\$34,008	\$363,000	\$363,000	\$0
UNRESTRICTED GIFTS	\$2,423	\$15,139	\$9,339	\$5,800	\$22,414	\$22,414	\$0
INTERFUND CONTRIBUTIONS	\$0	\$4,000	\$0	\$4,000	\$4,000	\$0	\$4,000
IN KIND REVENUE-RENT	\$5,550	\$9,880	\$5,550	\$4,330	\$23,712	\$13,320	\$10,392
TOTAL CONTRIBUTED INCOME	\$155,297	\$180,447	\$131,139	\$49,307	\$463,126	\$448,734	\$14,392
TOTAL REVENUE	\$328,830	\$382,490	\$302,379	\$80,111	\$1,023,133	\$1,010,184	\$12,949
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$181,893	\$189,596	\$198,745	\$9,149	\$488,988	\$488,988	\$0
TOTAL SALARIES & WAGES	\$181,893	\$189,596	\$198,745	\$9,149	\$488,988	\$488,988	\$0
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$92,338	\$91,664	\$102,779	\$11,116	\$236,137	\$246,671	\$10,534
TOTAL PAYROLL TAXES, BENEFITS	\$92,338	\$91,664	\$102,779	\$11,116	\$236,137	\$246,671	\$10,534
ADVERTISING	\$0	\$44	\$0	(\$44)	\$1,000	\$1,000	\$0
PRINTING	\$16,430	\$11,494	\$8,925	(\$2,569)	\$21,420	\$21,420	\$0
PHOTOS	\$1,575	\$550	\$1,583	\$1,033	\$3,800	\$3,800	\$0
CONSULTANTS	\$33,615	\$20,300	\$26,043	\$5,743	\$50,043	\$50,043	\$0
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$17,170	\$5,550	\$23,800	\$18,250	\$43,401	\$57,120	\$13,719

Cabrillo College Foundation

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

With Comparative Totals as of 11/30/17

	17-18 Actual 5 Months A	18-19 Actual 5 Months B	18-19 Budget 5 Months C	Variance 18-19 Actual To 18-19 5 Mo. Budget D	18-19 5 Mos. and 7 Mos. Projected E	18-19 Annual Budget (Approved 5/8/18) F	Variance 18-19 5 Mos. Actual & 7 Mos. Projected to 18-19 Budget G
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$474	\$277	\$525	\$248	\$1,260	\$1,260	\$0
DEPRECIATION EXPENSE	\$101	\$505	\$505	\$0	\$1,211	\$1,211	\$0
SOFTWARE MAINTENANCE	\$10,953	\$11,708	\$11,736	\$28	\$11,736	\$11,736	\$0
TOTAL OFFICE EQUIP & MAINTENANCE	\$11,529	\$12,490	\$12,766	\$275	\$14,207	\$14,207	\$0
BOOKS/PUBLICATIONS/MEMBERSHIPS							
OFFICE SUPPLIES	\$147	\$209	\$657	\$448	\$1,577	\$1,577	\$0
POSTAGE & MAILING SERVICE	\$3,621	\$2,538	\$2,783	\$244	\$6,678	\$6,678	\$0
BOARD EXPENSES	\$2,708	\$4,070	\$4,218	\$148	\$10,123	\$10,123	\$0
OTHER EXPENSES	(\$610)	(\$385)	\$950	\$1,334	\$2,279	\$2,279	\$0
MISCELLANEOUS	\$234	\$192	\$208	\$16	\$500	\$500	\$0
UNCOLLECTIBLE PLEDGES	\$6,920	\$97	\$7,292	\$7,195	\$17,500	\$17,500	\$0
MILEAGE & PARKING	\$192	\$70	\$248	\$178	\$595	\$595	\$0
INTERNET SERVICE	\$492	\$529	\$550	\$21	\$1,320	\$1,320	\$0
IT HOSTING SERVICE	\$290	\$350	\$0	(\$350)	\$9,295	\$9,295	\$0
BANK CHARGES	\$1,940	\$1,822	\$4,233	\$2,411	\$10,159	\$10,159	\$0
DIRECTOR/OFFICER LIABILITY INS	\$1,803	\$1,253	\$1,875	\$622	\$4,500	\$4,500	\$0
LIABILITY AND PROPERTY INSURANCE	\$1,617	\$1,617	\$1,683	\$66	\$4,040	\$4,040	\$0
TOTAL OTHER EXPENSES	\$13,487	\$5,931	\$16,089	\$10,158	\$47,909	\$47,909	\$0
IN KIND EXPENSE - RENT	\$5,550	\$9,880	\$5,550	(\$4,330)	\$23,712	\$13,320	(\$10,392)
TOTAL EXPENSES	\$379,452	\$353,931	\$404,887	\$50,956	\$951,274	\$965,135	\$13,861
NET SURPLUS/(DEFICIT)	(\$50,623)	\$28,559	(\$102,508)	\$131,067	\$71,858	\$45,049	\$26,809

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

Linda Downing

David Heald

Kelly Nesheim

Amy Newell

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

Karen Semingson

Kate Terrell

Rachel Wedeen

COLLEGE TRUSTEE REPRESENTATIVES

Ed Banks

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: 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.

Cabrillo College FOUNDATION

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VICE PRESIDENT

Owen Brown

SECRETARY

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CHIEF FINANCIAL OFFICER

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Kate Terrell

Rachel Wedeen

COLLEGE TRUSTEE REPRESENTATIVES

Ed Banks

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: January 10, 2019
To: Executive Committee
From: Eileen Hill, Executive Director
Subject: Approve applying for Lighthouse Bank credit cards

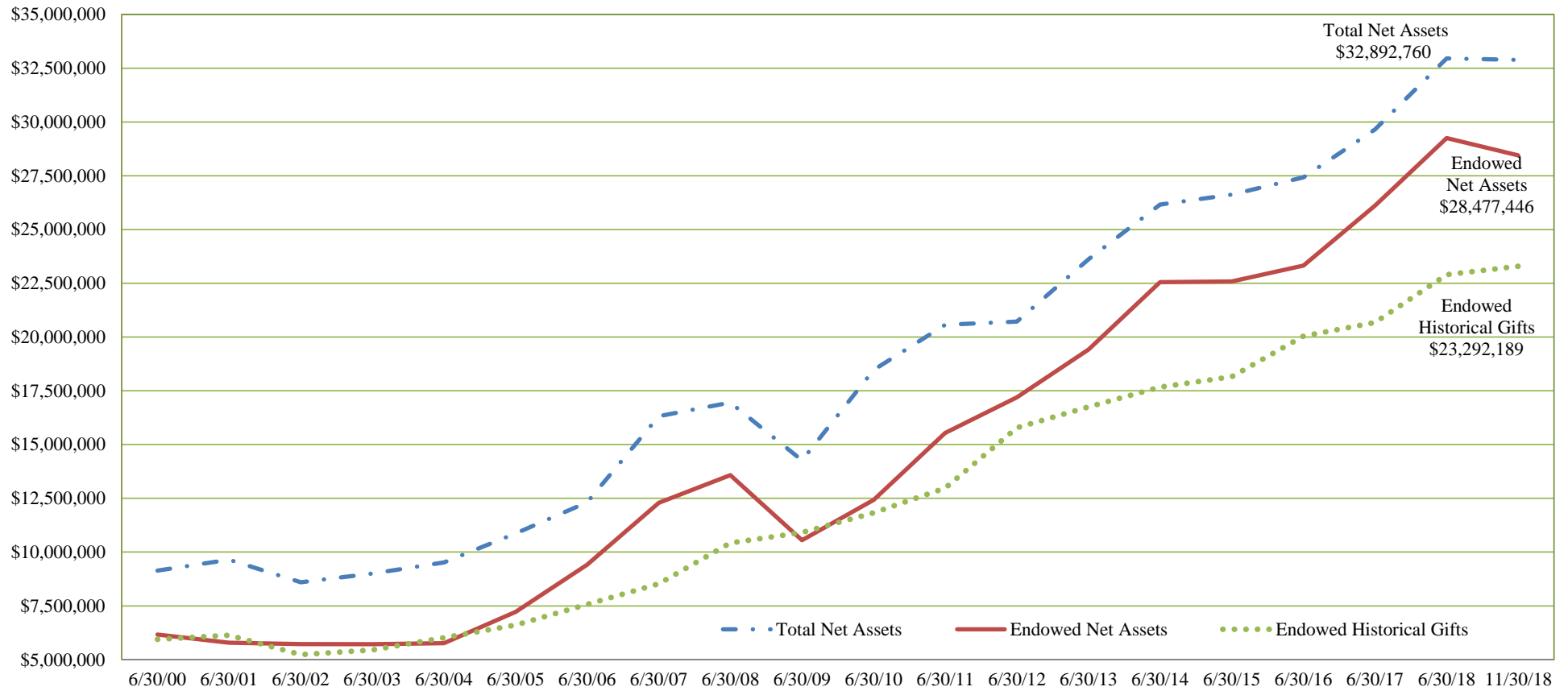
BACKGROUND

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.

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



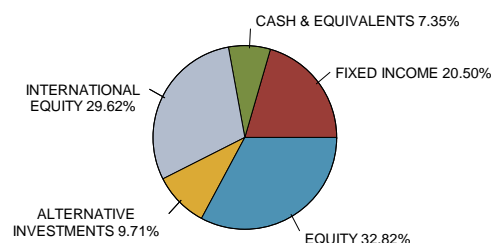
Total Net Assets highest level was \$33,863,673 as of September 30, 2018

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

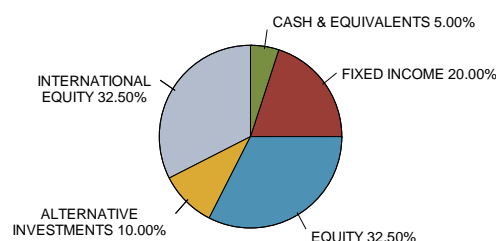
Endowed Historical Gifts highest level was \$23,292,189 as of November 30, 2018

Asset Allocation Analysis

Asset Allocation as of November 30, 2018

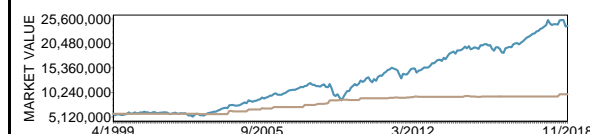


Target Asset Allocation



Portfolio Growth

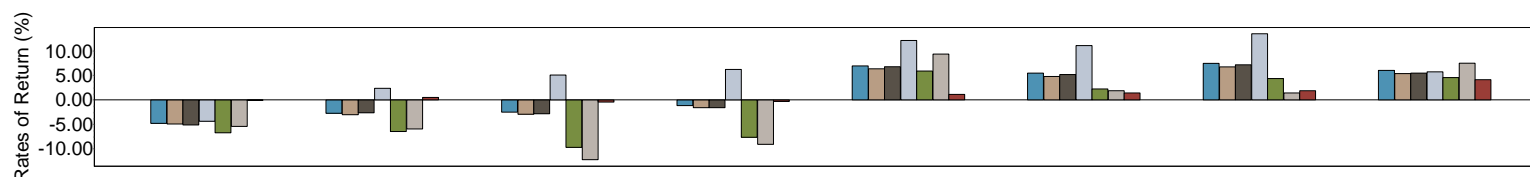
Source of Portfolio Growth
April 30, 1999 Through November 30, 2018



	Dollars	
	Latest Quarter	Since Inception
Beginning Value	25,396,657	5,808,118
Net Contribution	-3,613	4,065,851
Investment Return	-1,261,692	14,257,383
Ending Value	24,131,352	24,131,352

Portfolio Returns

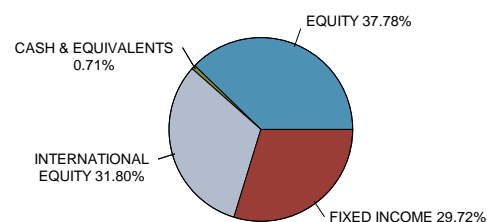
Name	Incept. Date	Current Allocation	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incept	Comparative Index	Latest Quarter	Fiscal YTD To Date	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Incept
TOTAL FUND																			
Parametric R3000	04/26/99	28.5%	(5.14)	1.32	4.65	5.70	11.82	10.53	13.10	6.39	Russell 3000	(5.35)	1.22	4.48	5.53	11.80	10.62	13.25	6.20
MLP	04/30/18	4.8%	(14.71)	(10.22)	-	-	-	-	-	(7.30)	Alerian MLP Index	(10.19)	(2.76)	(3.38)	1.21	1.01	(5.16)	1.98	0.57
Breckinridge Intm Fixed	05/31/06	20.7%	(0.13)	0.55	(0.21)	(0.05)	1.40	2.02	2.52	4.81	Barclays Int Gov/Cr *	(0.09)	0.53	(0.45)	(0.34)	1.14	1.62	2.01	3.70
Brandes Intl	04/30/99	12.0%	(4.42)	(4.47)	(4.53)	(1.69)	4.70	2.66	5.59	6.14	MSCI Net EAFE	(7.28)	(6.83)	(9.39)	(7.94)	4.12	1.84	4.99	3.58
Hansberger Intl	01/31/05	4.7%	(8.28)	(7.83)	(9.00)	(7.27)	8.49	5.08	6.02	6.27	MSCI ACWI x US	(6.84)	(6.61)	(10.13)	(8.12)	5.43	1.79	3.89	4.71
Brandes Global MidCap	12/22/08	0.5%	(4.80)	(4.68)	(8.04)	(6.76)	6.57	4.95	9.74	15.21	MSCI SC World	(10.55)	(7.43)	(4.70)	(3.23)	9.05	6.88	9.96	13.72
Accuvest Intl	11/30/11	4.6%	(8.30)	(9.61)	(13.79)	(12.52)	1.93	0.59	-	3.74	MSCI ACWI x US	(6.84)	(6.61)	(10.13)	(8.12)	5.43	1.79	3.89	5.37
Intl Small Cap	10/24/16	9.1%	(9.56)	(10.90)	(13.41)	(11.07)	-	-	-	4.50	SP Developed ExUS SC	(11.40)	(10.97)	(12.76)	(10.16)	6.26	4.66	7.12	7.19
Liquid Alternatives	04/30/13	10.0%	(3.02)	(2.39)	(3.99)	(3.26)	2.19	1.32	-	1.04	HFRX Global Hedge	(4.37)	(4.08)	(4.89)	(4.19)	0.65	(0.09)	0.25	0.32
Putnam Short Duration	04/30/18	5.2%	0.46	1.04	-	-	-	-	-	1.22	FTSE 1 Mo TBill	0.53	0.84	1.62	1.72	0.88	0.54	0.35	1.13
TOTAL FUND	04/30/99	100.0%	(4.82)	(2.76)	(2.53)	(1.21)	6.99	5.49	7.47	6.04	Composite Benchmark	(5.16)	(2.66)	(2.86)	(1.61)	6.83	5.20	7.20	5.50



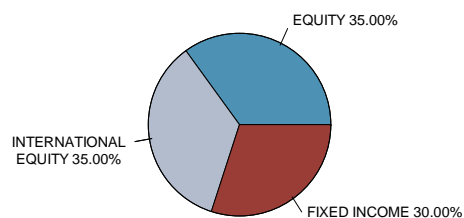
	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Eight Years	Since Inception
TOTAL FUND Gross Time Weighted Return	-4.82	-2.76	-2.53	-1.21	6.99	5.49	7.47	6.04
TOTAL FUND Net Time Weighted Return	-4.97	-3.03	-2.95	-1.64	6.37	4.83	6.77	5.40
Composite Benchmark	-5.16	-2.66	-2.86	-1.61	6.83	5.20	7.20	5.50
S&P 500 Index	-4.40	2.39	5.11	6.27	12.16	11.12	13.55	5.79
MSCI ACWI x US	-6.78	-6.50	-9.72	-7.67	5.94	2.26	4.37	4.60
MSCI Net EM	-5.45	-5.99	-12.24	-9.09	9.41	1.90	1.45	7.56
BB Int Gov/Cr	-0.09	0.53	-0.45	-0.34	1.14	1.46	1.92	4.17

Asset Allocation Analysis

Asset Allocation as of November 30, 2018

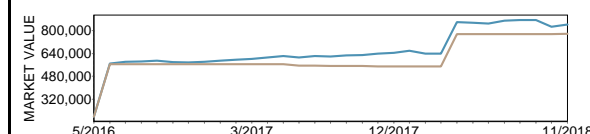


Target Asset Allocation



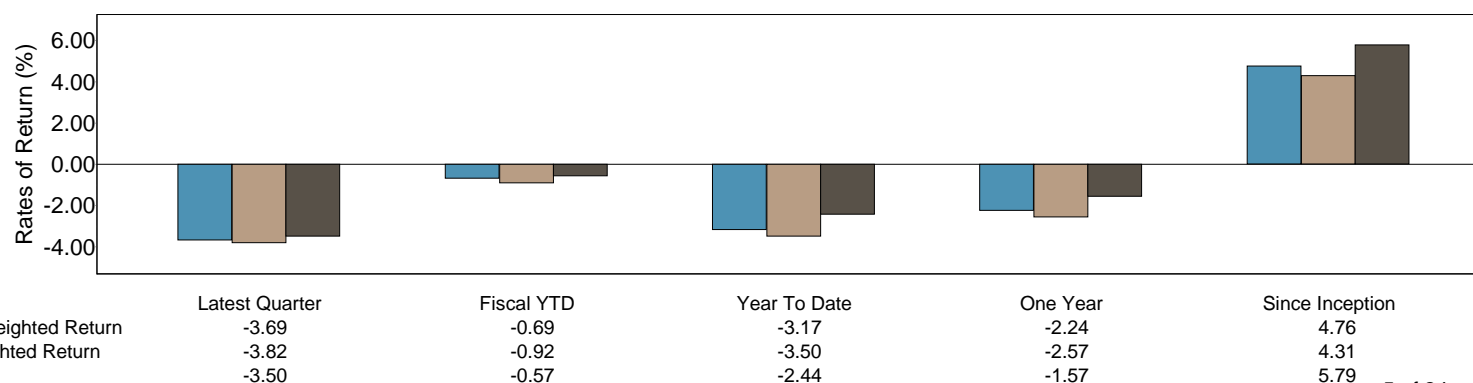
Portfolio Growth

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



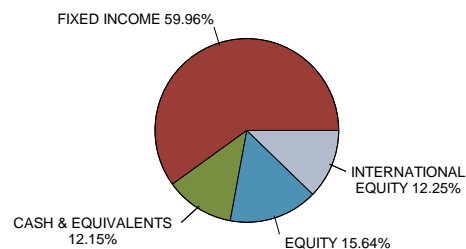
	Dollars	
	Latest Quarter	Since Inception
Beginning Value	875,772	198,742
Net Contribution	1,112	578,386
Investment Return	-33,430	66,327
Ending Value	843,454	843,454

Name	Incept. Date	Current Allocation	Latest Quarter	Portfolio Returns				Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Since Inception	
				Fiscal YTD	Year To Date	One Year	Since Inception							
TOTAL FUND														
ESG Trillium Lg Cap Core	05/19/16	10.7%	(4.63)	2.97	6.95	7.30	12.82	S&P 500 Index	(4.40)	2.39	5.11	6.27	13.89	
ESG Gabelli	01/23/18	9.2%	(5.79)	(0.65)	-	-	(9.31)	S&P 500 Index	(4.40)	2.39	5.11	6.27	(0.59)	
ESG Breckinridge Intm Fixed	05/19/16	30.0%	(0.10)	0.61	(0.73)	(0.33)	0.77	BB Int Gov/Cr	(0.09)	0.53	(0.45)	(0.34)	0.46	
ESG Intl Funds	05/18/16	16.0%	(6.59)	(5.76)	(8.87)	(7.17)	5.89	MSCI ACWI Ex-US*	(6.84)	(6.61)	(10.13)	(8.67)	6.53	
ESG Parametric ACWI	04/30/18	34.2%	(4.45)	(0.42)	-	-	(3.54)	MSCI ACWI ESG	(4.64)	(0.74)	(3.00)	(0.83)	(3.38)	
TOTAL FUND	05/18/16	100.0%	(3.69)	(0.69)	(3.17)	(2.24)	4.76	Composite Benchmark	(3.50)	(0.57)	(2.44)	(1.57)	5.79	

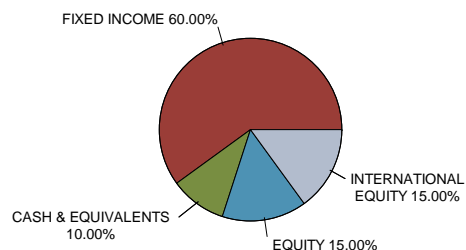


Asset Allocation Analysis

Asset Allocation as of November 30, 2018

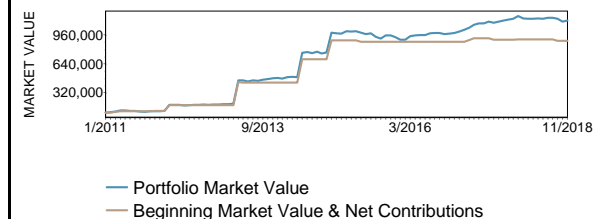


Target Asset Allocation



Portfolio Growth

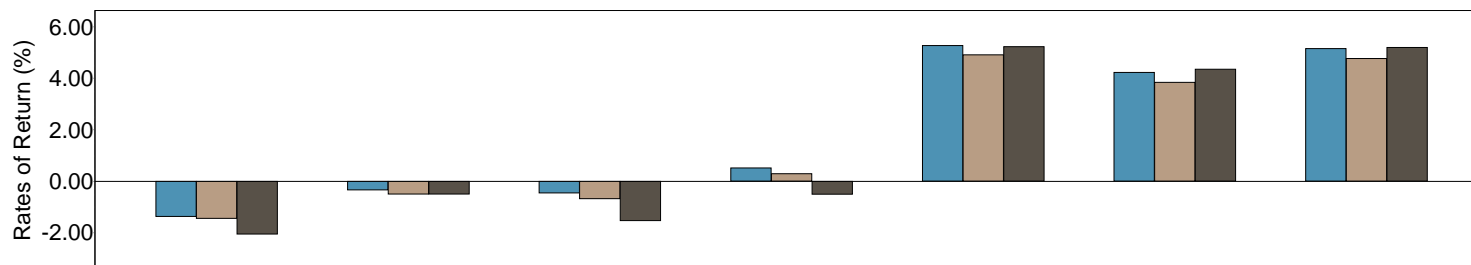
Source of Portfolio Growth
January 5, 2011 Through November 30, 2018



	Dollars	
	Latest Quarter	Since Inception
Beginning Value	1,147,945	98,929
Net Contribution	-16,607	792,478
Investment Return	-16,426	223,504
Ending Value	1,114,911	1,114,911

Portfolio Returns

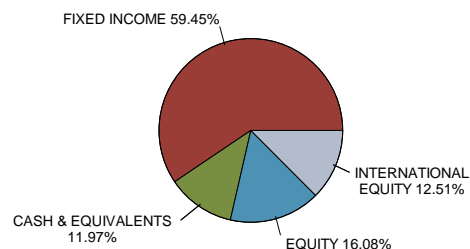
Name	Incept. Date	Current Allocation	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception	Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception
TOTAL FUND																	
Global Core Equity	04/30/18	29.1%	(3.97)	(2.14)	-	-	-	-	(2.46)	MSCI AC World Net	(5.73)	(2.13)	(2.55)	(0.98)	8.57	6.16	(2.54)
US Core Fixed Income	04/30/18	60.4%	(0.39)	0.30	-	-	-	-	0.90	BB Agg Bond	(0.84)	(0.18)	(1.79)	(1.34)	1.33	2.03	0.41
Putnam Short Duration	04/30/18	10.4%	0.46	1.04	-	-	-	-	1.25	FTSE 1 Mo TBill	0.53	0.84	1.62	1.72	0.88	0.54	1.13
TOTAL FUND	01/05/11	100.0%	(1.38)	(0.35)	(0.47)	0.51	5.27	4.23	5.16	Composite Benchmark	(2.06)	(0.51)	(1.54)	(0.52)	5.23	4.36	5.20



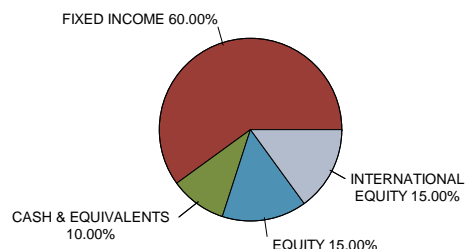
	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception
TOTAL FUND Gross Time Weighted Return	-1.38	-0.35	-0.47	0.51	5.27	4.23	5.16
TOTAL FUND Net Time Weighted Return	-1.46	-0.51	-0.68	0.30	4.91	3.84	4.77
Composite Benchmark	-2.06	-0.51	-1.54	-0.52	5.23	4.36	5.20

Asset Allocation Analysis

Asset Allocation as of November 30, 2018

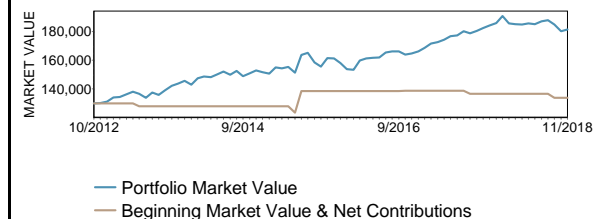


Target Asset Allocation



Portfolio Growth

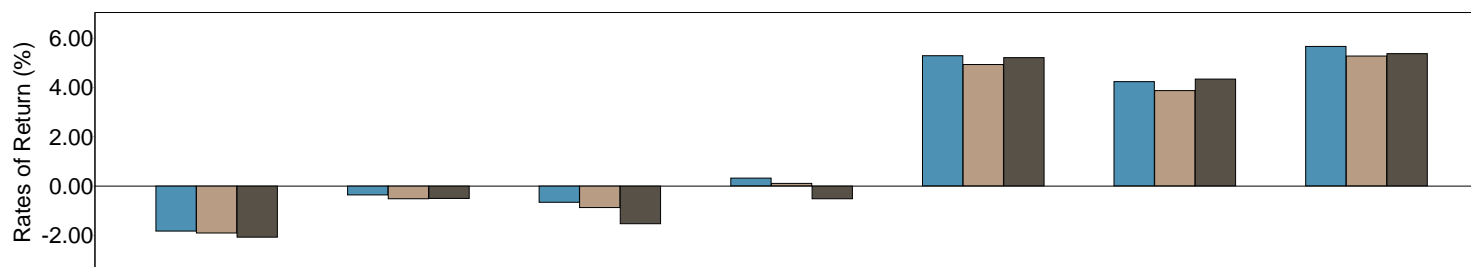
Source of Portfolio Growth
October 12, 2012 Through November 30, 2018



	Dollars	
	Latest Quarter	Since Inception
Beginning Value	187,815	129,984
Net Contribution	-2,742	3,959
Investment Return	-3,570	47,560
Ending Value	181,503	181,503

Portfolio Returns

Name	Incept. Date	Current Allocation	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception	Comparative Index	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception
TOTAL FUND																	
Global Core Equity	04/30/18	29.7%	(5.39)	(2.14)	-	-	-	-	(2.45)	MSCI AC World Net	(5.73)	(2.13)	(2.55)	(0.98)	8.57	6.16	(2.54)
US Core Fixed Income	04/30/18	60.0%	(0.39)	0.30	-	-	-	-	0.90	BB Agg Bond	(0.84)	(0.18)	(1.79)	(1.34)	1.33	2.03	0.41
Putnam Short Duration	04/30/18	10.3%	0.46	1.04	-	-	-	-	1.22	FTSE 1 Mo TBill	0.53	0.84	1.62	1.72	0.88	0.54	1.13
TOTAL FUND	10/12/12	100.0%	(1.85)	(0.37)	(0.67)	0.32	5.29	4.25	5.67	Composite Benchmark	(2.09)	(0.52)	(1.55)	(0.53)	5.22	4.35	5.38



	Latest Quarter	Fiscal YTD	Year To Date	One Year	Three Years	Five Years	Since Inception
TOTAL FUND Gross Time Weighted Return	-1.85	-0.37	-0.67	0.32	5.29	4.25	5.67
TOTAL FUND Net Time Weighted Return	-1.93	-0.53	-0.89	0.10	4.94	3.88	5.29
Composite Benchmark	-2.09	-0.52	-1.55	-0.53	5.22	4.35	5.38

Cabrillo College FOUNDATION

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VICE PRESIDENT

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Leola Lapides

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Ceil Cirillo

Linda Downing

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Amy Newell

June Padilla Ponce

Patty Quillin

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Gun Ruder

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Rachel Wedeen

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Rachael Spencer

Donna Ziel

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Sue Gochis

VP Student Services

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Enrique Buelna

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

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

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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

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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)

**CABRILLO COLLEGE FOUNDATION
PRESIDENT'S CIRCLE HISTORY REPORT
Updated 1/10/2019**

	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Committee Chair	Ceil Cirillo	Jess Brown & Ted Burke	Ted Burke & Linda Burroughs	Diane Craddock & Linda Burroughs	Diane Craddock & Owen Brown	Claire Biancalana & Owen Brown	Claire Biancalana & Mahlon Foote	Mahlon Foote & Ceil Cirillo	Ceil Cirillo & Michele Bassi
# of Committee Members	35	37	37	36	29	36	33	37	44
# of Annual Members (\$1,000+)	169	176	192	190	189	206	214	227	190
# of New Annual Members (\$1,000+)	23	26	30	20	16	23	19	32	18
# of Rejoining Annual Members (\$1,000+)	146	150	162	170	179	183	192	195	172
% of Rejoining Members	88%	88%	92%	88%	94%	97%	93%	91%	76%
# of \$15,000+							1	1	1
# of \$10,000+	0	0	0	2	3	3	2	3	3
# of \$5,000-\$9,999	8	8	10	7	7	8	7	9	8
# of \$2,500-\$4,999	17	16	13	13	13	14	15	23	26
# of \$1,500-\$2,499 (Starting 2011-2012)*	n/a	37	38	45	52	54	56	59	44
# of \$1,000 Donations	138	112	126	119	114	127	133	132	108
# of Donors Who Gave < \$1,000	8	8	9	7	8	9	8	3	4
# of Prospects Solicited	1,137	1,168	1,085	1,063	1,011	1,045	1,041	1,031	1,042
Operational Budget Goal	\$218,000	\$225,000	\$250,000	\$280,000	\$285,000	\$317,000	\$318,000	\$332,000	\$380,000
Total Funds Raised	\$225,095	\$250,616	\$271,652	\$282,774	\$311,406	\$318,074	\$330,908	\$377,795	\$329,997
Percent Increase/ Decrease Over Previous Year	3%	11%	8%	4%	10%	2%	4%	14%	

\$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 Millslagle 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

\$1,500+

Kit Anderton
Jim Baker and Nancy Millsagle
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 Hogue
Sally Della Santina
Dwayne and Linda Downing
Edward and Janas Durkee

Charles and Sandra Eldridge
Esch Family
Duf and Paula Fischer
Mahlon and Joel-Ann Foote
John and Sue Gaulty
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+

Michael and Toby Alexander
Walter and Janet Alexander
Alan and Wendy Aman
Joyce Anderson
Ann Asche/Locatelli Moving and
Storage
Vince and Sheryl Barabba
Brian and Maryann Barry
William and Pat Barton
Philip and Kathryn Bates
Nancy Beekman
Judy Boemer
Robert and Susan Bosso
Sue Broadston
Alan and Gweneth Brown
George and Elizabeth Bunch
Thomas Bush and Grace Sanchez
Nancy Campeau
Gordon and Mary Jane Chambers
Frederick and Kate Chen
Sara Clarenbach
Sarah Clark
Joanne Clever
Bill and Cloy Codiga
Virginia Coe
Karen Cogswell and John Maenchen
Margaret Cottle
Bud and Martina Cummings
Wallace Dale
Kimberley Dawn and Roger Findley
Daryl Dichek and Ken Smith
Ken and Kathy Doctor
Roberta Dunton
Geoff and Sandy Eisenberg
Kristin Fabos and Rye Livingston
Michele Finch

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 Mesiti-Miller and Donna Murphy
Peter and Debbie Nelson
Linda and Bruce Nicholson
Harvey and Judy Nickelson
Fane and Corie Opperman
Erica Padilla-Chavez
Rock Pfothenhauer and Linda Wilshusen
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 Semington
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*

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

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

Cabrillo College FOUNDATION

MEMORANDUM

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Linda Burroughs

Ceil Cirillo

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David Heald

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Kelly Nesheim

Amy Newell

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Maria Esther Rodriguez

Gun Ruder

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Sue Gochis

VP Student Services

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Enrique Buelna

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

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

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Kathleen Welch

VP Instruction

Enrique Buelna

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

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).

Cabrillo College Foundation

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-Ann 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 Grabiell, 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 Gaulty, Victoria Lewis, Kathie Welch,

Matt Wetstein

ASCC Student Senate Grants Committee

Rena Stowell, Alex Unger

Engineering and Applied Science Endowment Grants Committee

Steve Hodges, Joe McCullough, Gary Marcoccia, Michael Matera,

Jo-Ann Panzardi

Cabrillo College FOUNDATION

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VP Administrative Services

Kathleen Welch

VP Instruction

Enrique Buelna

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

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 fundraise for \$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 Conelly Stadium

Donation Level	Building/Area
\$500,000	Field
\$250,000	Press Box
\$100,000	Concession Stand

2018-19 Cabrillo College Foundation Committee Meetings and Events

Updated 1/9/2019

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 (8:30 – 10:00)

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

March 20, 2019

12:00 – 1:30 pm

Sesnon House

Sandy Lydon Historical Tour

\$1,000 + Members

April 13, 2019

Winemakers Dinner

Sesnon House

\$2,500+ Members

Garden Party at

Rancho Soquel

\$1,500+ Members

May 29, 2019

Feasting with Faculty

Sesnon House

\$10,000+ Members

Cabrillo Stage Play,

"Beehive"

and PC Reception

\$1,000+ Members

July 12, 2019

5:30 pm

Sesnon House

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 23, 2019

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 1/9/2018

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Ed Banks, College Trustee
Claire Biancalana, Secretary
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Ceil Cirillo
Linda Downing
Enrique Buelna, Faculty Representative
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Services, Asst. Treasurer
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Maria Esther Rodriguez
Gun Ruder
Karen Semingson
Rachael Spencer, College Trustee
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Rachel Wedeen
Kathie Welch, VP of Instruction
Matt Wetstein, Asst. Secretary, CC President
Donna Ziel, College Trustee

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

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David Heald
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William Ow, President
Rachael Spencer
Matt Wetstein, CC President
Staff: Eileen Hill
Nancy Machado

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Gun Ruder
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Nancy Machado

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Rachel Mayo
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Eva Acosta
College Advisors:
Liz Dominguez
Michelle Donohue
Staff: Eileen Hill, Caitlin Bonura

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Ceil Cirillo
Anne Freiwald
Francisco Íñiguez
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

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Ceil Cirillo
Pegi Ard
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Ed Banks
Pat Barton
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Jess Brown
Owen Brown
Ted Burke
Linda Burroughs
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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 Loneragan
Richard Loneragan
Keith McKenzie
Fred McPherson
Bob Millslagle
Kelly Nesheim
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Bob Shepherd
Helen Shepherd
Ginny Solari Mazry
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Theo Wierdsma
Bjorg Yonts
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Rich Hart
Rachel Wedeen
Staff: Caitlin Bonura

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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
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Mara Paladrani
Tonee Picard
Patty Quillin
Cathy Richards-Bradley
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Rachael Spencer, cofounder
Mary Spire
Bunny Tavares
Kate Terrell
Teresa Thomae
Karri White
Donna Ziel

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