

Cabrillo College FOUNDATION

MEMORANDUM

OFFICERS

PRESIDENT

Owen Brown

VICE PRESIDENT

Claire Biancalana

SECRETARY

Gun Ruder

CHIEF FINANCIAL

OFFICER

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PAST PRESIDENT

William Ow

COMMUNITY REPRESENTATIVES

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Linda Downing

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Matt Huffaker

Kelly Nesheim

Amy Newell

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June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

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

Kathleen Welch

VP Instruction

Kristin Wilson

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

DATE: August 22, 2019

TO: Pegi Ard, Claire Biancalana, Linda Burroughs, David Heald,
William Ow, Gun Ruder, Rachael Spencer, Matt Wetstein

FROM: Owen Brown, CCF President

STAFF: Eileen Hill, Nancy Machado, Lori Hood

**SUBJECT: Executive Committee Meeting
Thursday, August 29, 2019
9:00 am – 10:30 am
Cabrillo College, Sesnon House, Room 1824
6500 Soquel Drive, Aptos, CA 95003**

Item	Responsibility	Page
A. Regular Open Session		
1. Welcome and Call to Order	O. Brown	
2. Approval of Agenda	O. Brown	

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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A. Regular Open Session (cont.)		
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B. Public Comment		
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July 1, 2018 to June 30, 2019		
Outright Gifts:	\$3,688,791	
Unbooked Revocable Planned Gifts:	\$1,405,000	
Total:	\$5,093,731	
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Cabrillo College		
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July 1, 2019 to August 20, 2019		
Outright Gifts:	\$87,567	
Unbooked Revocable Planned Gifts:	\$0	
Total:	\$87,567	
D. CLOSED SESSION		
1. Pursuant to California Government Code 54957:	O. Brown	
Performance Review of Executive Director		
2. Executive Director Goals		
E. Return to Open Session		
1. Report out of Closed Session	O. Brown	

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4. Women's Educational Success Update	R. Spencer	49 - 50
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G. Informational Items (cont.)

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H. Adjournment

1. Adjournment	O. Brown
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UPCOMING EXECUTIVE MEETINGS:

9:00 – 10:00 a.m.

Sesnon House, Room 1824

Thursday, October 24, 2019

Thursday, January 23, 2020

Thursday, April 16, 2020

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	P	A
Claire Biancalana	A	P	P	P
Owen Brown	P	P	P	P
Linda Burroughs	A	P	P	P
David Heald	P	P	P	A
Leola Lapidés	P	P	P	P
William Ow	P	P	P	P
Rachael Spencer	P	P	P	A
Matt Wetstein	P	P	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
April 18, 2019**

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

Call to Order – W. Ow called the meeting to order at 9:03 am

Approval of Agenda

Motion: MSC: L. Burroughs/ C. Biancalana. The committee voted unanimously to approve the Executive Committee agenda.

Approve Executive Committee Minutes

Motion: MSC: L. Burroughs/ O. Brown. Claire Biancalana, Owen Brown, Linda Burroughs, Leola Lapides, William Ow and Matt Wetstein voted to approve the Executive Committee Minutes of January 17, 2019.

Public Comment Opportunity

There were no members of the public in attendance.

Cabrillo College President Report

Matt Wetstein gave an update on the new Stadium Turf project. The project is on time and the new turf will be done by graduation.

Matt also reported that a grant was received from The Santa Cruz County Homeless Emergency Assistance Program (HEAP) to help Cabrillo students with rental assistance. \$137,000 in emergency funds are available to help students facing housing insecurity. Matt reported that Landed, a company that offers financial assistance for K-12 teachers and staff to buy homes in the communities they serve, is offering assistance to Cabrillo teachers and staff. Landed will give a match of \$120,000 for down payment to Cabrillo employees. There is no interest on the funds. Landed makes its return on investment when the house is sold or bought out. They buyer shares 25% of the investment gain or loss with Landed.

Matt reported that Victoria Lewis will be retiring on May 2, 2019 from her role as VP Administrative Services. Steve Crow from Monterey Peninsula College will act as interim VP until the position is filled.

Executive Director Report

Eileen Hill reported on the Cabrillo College Foundation's scholarship administration. An estimated 1000 students will be receiving scholarships for the next year.

The Foundation has made some changes to staff. One part time staff member had to be let go and one has gone out on maternity leave. Duties are being dispersed amongst the remaining staff members, part time staff are pitching in more hours, and recruitment and hiring of a new part time staff will begin soon.

Eileen reported that the Foundation has raised \$2,923,203 towards its \$3M goal and \$1,405,000 has been added in unbooked planned gifts.

Eileen described the Dental Hygiene Side by Side project which allows Cabrillo Dental Hygiene student to provide dental care to Stroke Center students. The Foundation received \$25,000 for this program and an additional \$25,000 is pending.

She reported that the Ag Tech Summit and Ag Tech Grand Opening were huge successes launching Cabrillo's new degree in Ag Tech.

The High Achievers Scholarship Ceremony was held on April 9 and was a great event. All 10 recipients of this Grove Foundation scholarship were in attendance and gave heart-warming speeches about how this generous scholarship is changing their lives.

Approve Financial Statements

The Executive Committee received the February 28, 2019 Financial Statements. Owen Brown reported as of February 28, 2019, the total assets of \$35.3M are \$953K over prior year. Net assets were \$34M, \$726K over prior year. The total revenue for unrestricted, nonendowed and endowed funds was \$3M. Total expenses were \$1.8M with a net surplus for all funds of \$1.2M. The total operating revenue was \$747K and expenses \$585K. The operating surplus was \$162K.

Motion: MSC: L. Lapidés/C. Biancalana. The committee voted unanimously to approve the February 28, 2019 Financial Statements.

Approve 2019-20 Operating Budget

Motion: MSC: C. Biancalana /O. Brown. The committee voted unanimously to approve the proposed 2019-20 Operating Budget and the 2019-20 Administrative Salary Schedule and 2019-20 Clerical Salary Schedule.

Fundraising Goal

E.Hill reported that the Foundation has a fundraising goal of \$3M for outright and unbooked planned gifts for 2019-20.

Motion: MSC: O. Brown / L. Lapidés. The committee voted unanimously to approve the 2019-20 Fundraising Goal of \$3M for outright and unbooked planned gifts with a stretch goal of \$3.2M.

Review Nominations Committee Recommendations

The Nominating Committee met on March 11, 2019 to discuss prospective Board members, officers, and Audit Committee members. The goal was to add three to five new members to the Board. The following update shows the Committee's recommendations.

- New Board Members: Pegi Ard, Michele Bassi, Matt Huffaker, Ed Newman, Kristin Wilson
- New Officers: President: Owen Brown
Vice President: Claire Biancalana
Treasurer: Pegi Ard
Secretary: Gun Ruder
Assistant Secretary: Matt Wetstein
Assistant Treasurer: TBD
Past President: William Ow
- College Representatives: President: Matt Wetstein
VP Student Services: Sue Gochis
VP Administrative Services: TBD
VP Instruction: Kathleen Welch
Faculty: Kristin Wilson
Trustee: Rachael Spencer
Trustee: Ed Banks
Trustee: Donna Ziel
- Audit Committee Members: Lee Duffus (Chair), Pegi Ard, Carrie Birkhofer, David Heald, Barbara Scherer, Norm Schwartz, Karen Semingson

Motion: MSC: L. Burroughs. /L. Lapidés. The committee voted unanimously to approve the 2019-20 new Board Members, Officers, College Representatives and Audit Committee Members.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of February 28, 2019 was \$34,039,213. The endowed net assets balance was \$29,234,896. The endowed historical gifts value was \$23,634,250.

Investment Activity review

Our return on investments for the MS Long-Term Pool fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	0.25%
Benchmark Return:	0.79%
Difference:	- 0.54%

Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	3.39%
Benchmark Return:	3.36%
Difference:	0.03%

Our return on investments for the Title V Pool fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	3.11%
Benchmark Return:	3.59%
Difference:	- 0.48%

Our return on investments for the Title III Pool fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	2.92%
Benchmark Return:	3.48%
Difference:	-0.44%

Our return on investments for the Short Term Portfolio fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	1.40%
Benchmark Return:	1.65%
Difference:	-0.25%

Our return on investments for the Intermediate Term Portfolio fiscal year to date as of March 31, 2019 (9 months) is as follows:

Actual Return:	1.30%
Benchmark Return:	1.21%
Difference:	0.09%

Community Capital Management

Eileen Hill reported that Brian Sharpes recommended moving a portion of the Foundation's fixed asset investment portfolio to invest in a CRA Qualified Investment Fund (CRANX) with Community Capital Management. The fund allows investors to target specific counties thereby allowing the Foundation to invest in our local community. All Finance and Investment Committee members indicated their support for this investment.

President's Circle

Claire Biancalana reported that the President's Circle Committee has surpassed its goal of \$380,000, having raised a total of \$380,697 to date! There are 20 NEW members and 13 rejoining members increased their support this year. Duf and Paul Fischer will join Michele Bassi as co-chairs of the 2019-2020 campaign. We had another exciting adventure with Sandy Lydon in early April. We ventured to Hollister, Sandy's hometown, and the Foundation has received many nice notes of thanks from the guests who attended.

Scholarships

Claire Biancalana reported that we are very fortunate to have such a robust scholarship program at Cabrillo with approximately 400 scholarship opportunities available to students each year. Last fiscal year we awarded over \$1 million in scholarships to 1031 students. We are now in the midst of the scholarship recipient selection process and awards will be finalized soon. The Financial Aid office will notify all scholarship recipients in mid-May and the funds will be disbursed at the beginning of the fall semester.

Committee members include: Claire Biancalana, Rachael Spencer (chair), Jess Brown, Ceil Cirillo, Virginia Coe, Linda Downing, Jan Furman, Rich Hart, Adele Miller, Corinne Miller, Julie Thiebaut, Rachel Wedeen and Jill Wilson. The next committee meeting will be held sometime in August and the focus of the meeting will be this year's Scholarship Donor Reception, which will be held on October 24th.

WES

Leola Lapidès reported that for the 2019-20 academic year, \$80,000 will be awarded in WES grants to students in need, which is the most ever awarded! These funds will become available on July 1st, when we begin our new fiscal year. WES funds for the 2018-19 academic year have been spent. WES issued grants totaling \$75,000 to students over the last year. Rhonda Bonett and Lindy Bixby are our co-chairs for the 2019 WES Campaign and they have been busy helping to solicit luncheon sponsorships for the event this year. WES has raised \$21,000 towards the goal of \$24,000. There are 30 WES Committee members this year. The following have recently joined: Lynette Cleland, Corrine Flanagan, Sue Nerton, Carilyn Parham and Kristin Wilson. The WES luncheon will be held on Friday, September 20 at the Horticulture Center.

Committee Calendar & Roster

Adjournment

The meeting was adjourned at 10:06 a.m.

Respectfully submitted,



Eileen Hill, Executive Director

UPCOMING EXECUTIVE MEETINGS:

9:00 – 10:00 a.m.

Sesnon House, Room 1824

Thursday, August 29, 2019

Thursday, October 24, 2019

Thursday, January 23, 2020

Thursday, April 16, 2020

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Linda Burroughs	A	P	P	P
David Heald	P	P	P	A
Leola Lapidés	P	P	P	P
William Ow	P	P	P	P
Rachael Spencer	P	P	P	A
Matt Wetstein	P	P	P	P

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Board of Trustees Report, August 5, 2019

Matt Wetstein

June and July flew by in a whirl. Right after the June board meeting I went on vacation for 2.5 weeks. Cindy and I did a great tour of Portugal and Spain, including visits to Lisbon, Salema, Seville, Granada, Valencia, Mallorca, and the Costa Brava. We came back rested, relaxed and recharged...and with a great appreciation or the seafood of Spain and Portugal.

HIGHLIGHTS OF RECENT VISITS/TOURS

A couple of highlights from July included a visit to Common Roots Farm with Trustee Rachael Spencer, and a visit with new UCSC Chancellor Dr. Cindy Larive. The Common Roots Farm features a Cabrillo Ag-Tech program graduate, Natalie Markovics, who is helping them establish a hydroponics program in their greenhouse (see the photo on the left). Natalie is a true Cabrillo success story. Dr. Larive spent time touring the Cabrillo campus with me and met with some of the administrators and program directors. The photo on the right features the two of us making a stop near the VAPA Complex.



SCFF FUNDING ANALYSIS & ADVOCACY

Analysis of the SCFF data for various districts throughout the state shows that at Second Period Apportionment for 2018-19 (P2), the number of districts in Hold Harmless status (COLA funding only) grew to 26 (up from just over a dozen in June of 2018). A handful of these districts are so-called “basic aid” districts that are not really impacted by the SCFF because of their large property tax revenues. Even so, a surprising number of districts are now Hold Harmless or very near the Hold Harmless threshold of SCFF calculations. Included among the “close to the COLA edge” districts are Lake Tahoe and San Diego

(0.2 and 0.9 percent above the Hold Harmless COLA respectively). Depending on spring 2018 success data, they are very likely to become HH COLA districts in the coming budget cycle.

On the advocacy front, I appreciate the internal support for the proposed 5% SCFF Improvement Fund. I know that many Cabrillo individuals wrote to the Chancellor's Office advocating for the proposal. I also know that at least one CEO system-wide offered their support.

In the table below are some of the events and activities I have been involved with over the last month (since July 1, 2019).

College Events, Meetings and Visits	Community Events and Visits
Breakfast with Christina Cuevas, 7/8	Phone call with Patrick McCallum, Lobbyist, 7/1
Emergency Preparedness Meeting, 7/9	Meeting with Teresa Tomae, 7/3
Phone Call with Faris Sabbah, Bldg. 900, 7/11	Meeting with Tom Wilson/Kerri Johnson, 7/8
Bond Re-Funding Conference Call, 7/16	Tour of Common Roots Farm, 7/9
Student Services Council, 7/17	Web Meeting: Watsonville Comm. Hospital, 7/9
Coffee with student Steve Enriquez, 7/19	UC Davis Wheelhouse Fellows Reunion, 7/10-11
Dinner with Angela Hoyt, 7/19	Conference call with TbWB re: Bond, 7/12
Board of Trustees Retreat, 7/22	Presidents Circle Summer Musical Beehive, 7/12
OEI Project Phone Call, 7/23	Tour of Watsonville Ctr. Assemblyman Rivas, 7/16
CCEU Meeting on ICE Raids, 7/23	Aptos/Capitola Rotary, 7/18
Hazard Mitigation Planning Meeting, 7/24	All County Chamber Event, Ag History Ctr., 7/18
Cabrillo Tour with UCSC Chancellor, 7/24	KSCO Radio Interview, 7/18
Sandy Lydon, planning for Flex Day, 7/25	Second Harvest Food Bank Meeting, 7/23
Meeting with student Richard Lewis, 7/30	Phone call Tara Sutton of MS State, 7/24
Meeting with Christina Cuevas, 7/30	Lunch with UCSC Chancellor Cindy Larive, 7/24
Financial Aid & Audit Meeting, 7/31	Aptos/Capitola Rotary, 7/25
Coffee with Tamara McKinnon, 7/31	SC Chamber of Commerce Board Meeting, 7/26
Meeting re: FTES Projections & Budget, 7/31	Lunch with Marshall Delk of SC Bank, 7/30
Student Welcome Video filming, 7/31	Aptos/Capitola Rotary, 8/1
Accreditation Planning for FPPO, 8/1	Coffee with Margarita Carillo, 8/1
Student Trustee Madison Raasch, 8/1	Phone call Eric Middlestead, 8/2
Meeting with Donna Ziel, 8/2	Phone call Lon Yuan at system office, 8/2
Lunch with Dan Rothwell, 8/2	Conference Call with Las Positas College, 8/2
	Trina White Ice Cream Social (PAMF), 8/2

Executive Director Report: August 2019

Administration

- Audit preparation
- Scholarship Administration
- Development Assistant hiring and training
- 2018-19 Final Reporting
 - Raised \$3,688,791 in outright gifts, which includes \$1,308,142 in endowed permanent support
 - \$1,405,000 in unbooked legacy gifts
 - 100% Board member giving
 - Ranked #8 for total fundraising and #6 in total net assets in the state for California Community College Foundations
 - Added Branciforte Middle School to the Cabrillo Advancement Program (CAP)
 - Launched Cabrillo's new Ag Tech degree
 - Put \$1M in the hands of students through our scholarships, including starting a new First Generation College student scholarship and American Dream 2nd year scholarship



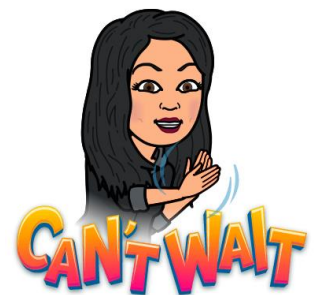
Fundraising

- President's Circle: \$31,368 raised; first committee meeting is September 18
- Women's Educational Success: \$28,469 raised, invitations to WES Luncheon have been mailed, \$80,000 to award this year
- Scholarships: fundraising for existing and new scholarships is ongoing
- Monterey Peninsula Foundation \$200K proposal for Cabrillo website redesign



Upcoming Events

- Board of Directors Meeting:
September 10, 12:00 – 2:00 pm, Sesnon House
- Women's Educational Success Luncheon:
September 20, 11:30 – 1:30 pm, Horticulture Center
- Scholarship Donor Reception: October 24, 4:00 – 6:00 pm, Sesnon House
- Cabrillo College 60th Anniversary Event: November 3, 3:00 – 5:00 pm, Watsonville Center
- President's Circle New Prospects Reception, December 4, 5:30 – 7:30 pm, Shadowbrook



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VP Instruction

Kristin Wilson

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

Date: August 22, 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 with a stretch goal of \$3.2M. The following is an outline of the specific fundraising targets for the year to reach \$3M. The \$3M goal includes a target of \$760,000 in endowed gifts and \$500,000 in unbooked planned gifts. Focusing some effort on legacy giving will help ensure the long-term health and sustainability of the Foundation.

Total fundraising for 2018-19 was \$5,093,791 raised in outright and unbooked planned gifts from 2,509 donors. We exceeded the \$760,000 target for endowed gifts with \$1,308,142 raised for the endowment.

Amount Raised 7/1/18 - 6/30/19	2018-19 Target	
ANNUAL APPEALS		
\$387,697	\$380,000	President's Circle
\$73,886	\$50,000	Annual Fund
\$197,509	\$170,000	Women's Educational Success
\$406,123	\$100,000	Cabrillo Advancement Program (Endowed)
\$503,095	\$500,000	Scholarships (Endowed)
\$1,006,704	\$250,000	Scholarships (Nonendowed)
SPECIAL INITIATIVES		
\$42,540	\$50,000	Cabrillo Stage
\$44,025	\$50,000	Stroke Center
\$130,269	\$400,000	Stadium Turf
\$2,000	\$10,000	Cabrillo Youth Chorus
\$759,943	\$390,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, Engineering, etc.)
\$135,000	\$150,000	Donor directed interests (Math faculty professional development, Makerspace Internships, Student Research, SBDC, Baskin Girls in Engineering)
\$1,405,000	\$500,000	Unbooked Planned Gifts
\$5,093,791	\$3,000,000	TOTAL

Cabrillo College FOUNDATION

DATE: August 22, 2019

OFFICERS

TO: Executive Committee

PRESIDENT

Owen Brown

FROM: Eileen Hill

VICE PRESIDENT

Claire Biancalana

SECRETARY

Gun Ruder

July 1, 2018 to June 30, 2019

2018-19 Outright Gifts Fundraising Total \$ 3,688,791

2018-19 Unbooked Revocable Planned Gifts \$ 1,405,000

Total \$5,093,791

CHIEF FINANCIAL OFFICER

Pegi Ard

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

Recorded Gifts 07-01-18 to 06-30-19:

PAST PRESIDENT

William Ow

The Richard & Mary Solari Charitable Trust (Scholarship & President's Circle) \$ 355,000

Anonymous (Cabrillo Advancement Program) \$ 350,000

Anonymous (Scholarship) \$ 315,000

SD Trombetta Foundation (ECE, Peace Library & Scholarships) \$ 200,000

Anonymous (Guardian Scholars) \$ 200,000

Anne Mitchell Estate (Scholarship) \$ 170,506

Lee Garner (Scholarship) \$ 150,000

Anonymous (Stadium Turf & Emergency Mini-grants) \$ 134,000

The Grove Foundation (Scholarship) \$ 110,000

Brian & Patti Herman (WES & Scholarship) \$ 67,250

Joan Griffiths (Griffiths ACE, Griffiths Nursing, Stroke Center, WES, Griffiths S4C, & President's Circle) \$ 59,729

Ow Family Properties (Scholarship) \$ 57,500

Kathryn Shephard (Scholarship) \$ 43,300

The Peggy & Jack Baskin Foundation (WES & Girls in Engineering) \$ 35,000

John Fry (Football) \$ 30,000

Community Initiatives (ACE) \$ 26,696

ADEAGies Foundation (Dental Hygiene) \$ 25,000

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

Rick & Ruth Moe (President's Circle, Student Research & WES) \$ 15,600

Claire Witherspoon and Jim Engelman (Scholarship & Cabrillo Stage) \$ 15,354

Esther & Jerry Levandoski (President's Circle & CAP) \$ 14,214

Bill & Joan Rentz (Scholarship, Music & Chorus) \$ 12,250

Foundation for California Community Colleges (Scholarship) \$ 12,100

Kevin & Barbara Monahan (Scholarship) \$ 12,079

Rae Victor (Scholarship) \$ 12,000

Gifts under \$12,000 (2,478 of 2,510 total donors) \$ 1,117,169

Total Secured Gifts **\$ 3,688,791**

Total Unbooked Revocable Planned Gifts \$ 1,405,000

TOTAL \$ 5,093,791

COMMUNITY REPRESENTATIVES

Rob Allen

Michele Bassi

Linda Burroughs

Ceil Cirillo

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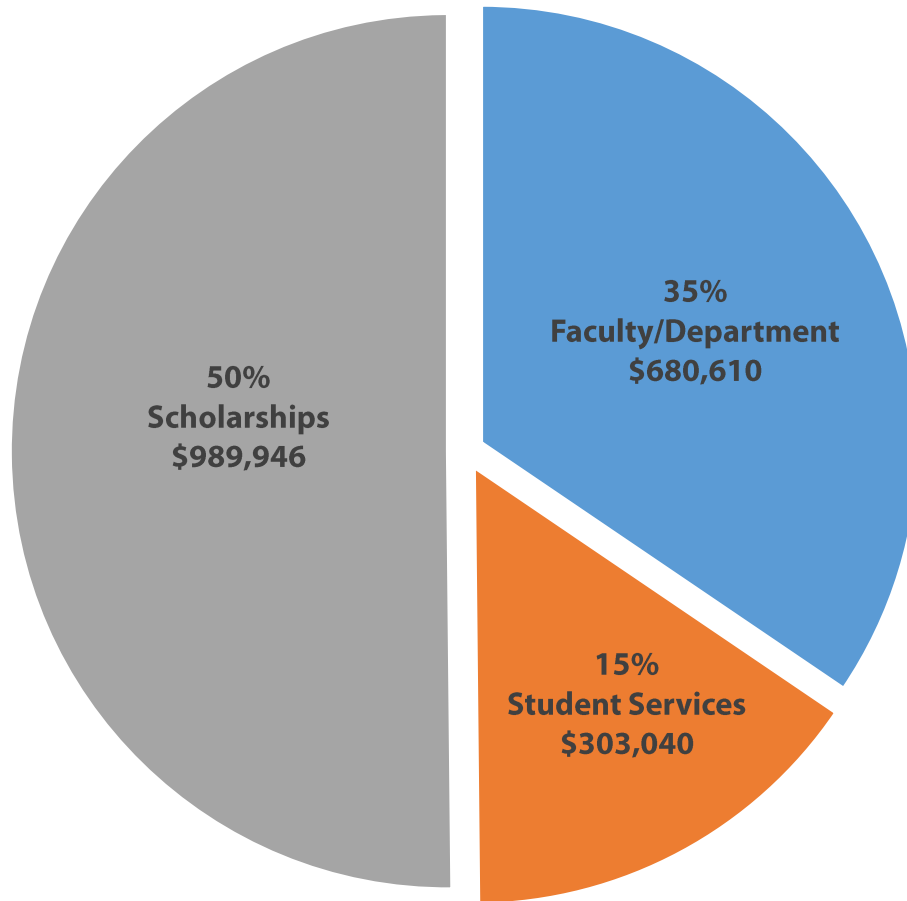
EXECUTIVE DIRECTOR

Eileen Hill

Notes: 1. For 2018-19, the Cabrillo College Foundation has been notified of two planned gifts and an increase to the amount of another.
2. The cumulative unbooked revocable planned gifts total is \$25,250,000.

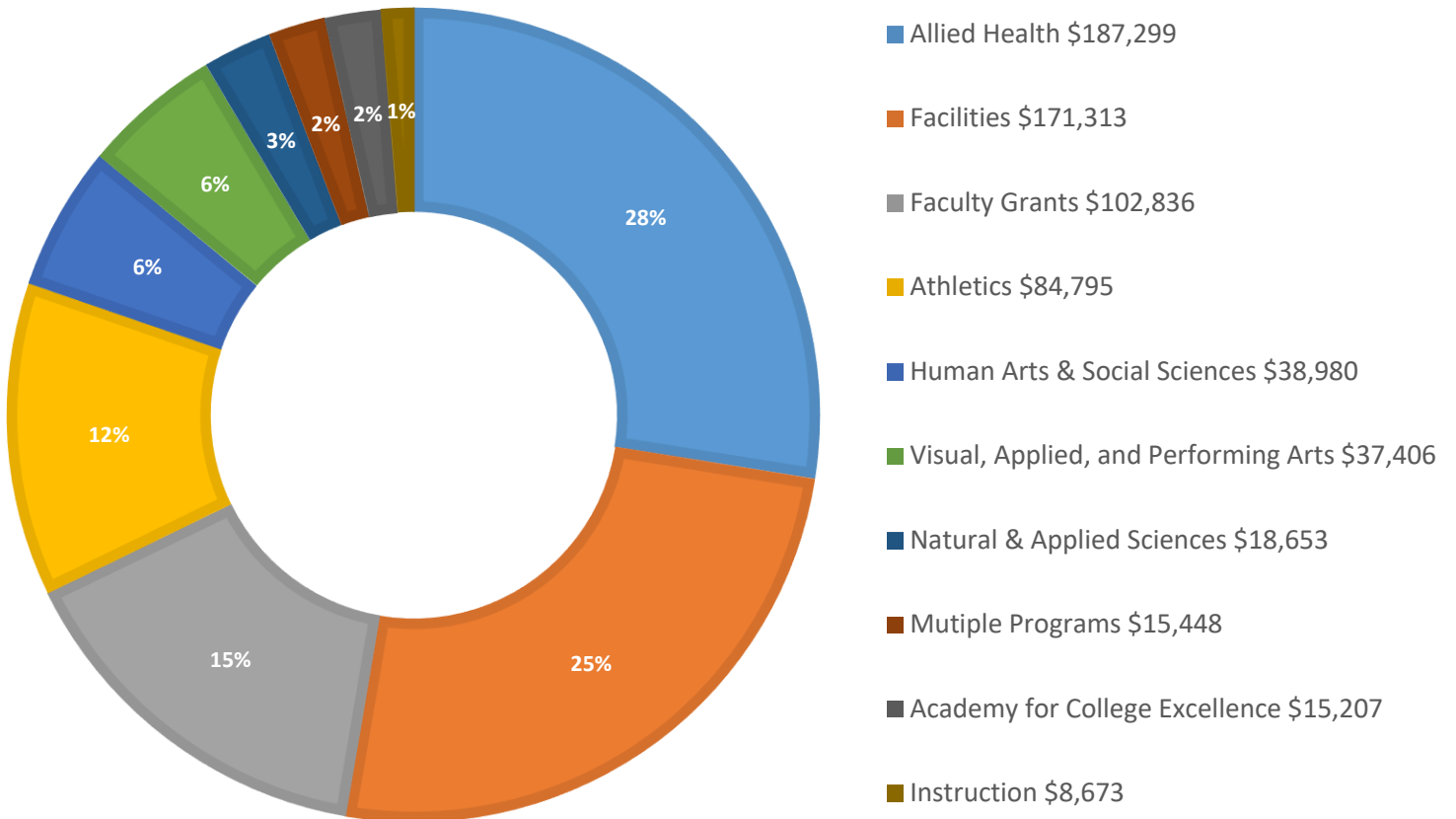
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**Cabrillo College Foundation
Disbursement to Cabrillo College and Students
July 1, 2018 to June 30, 2019
\$1,973,596**

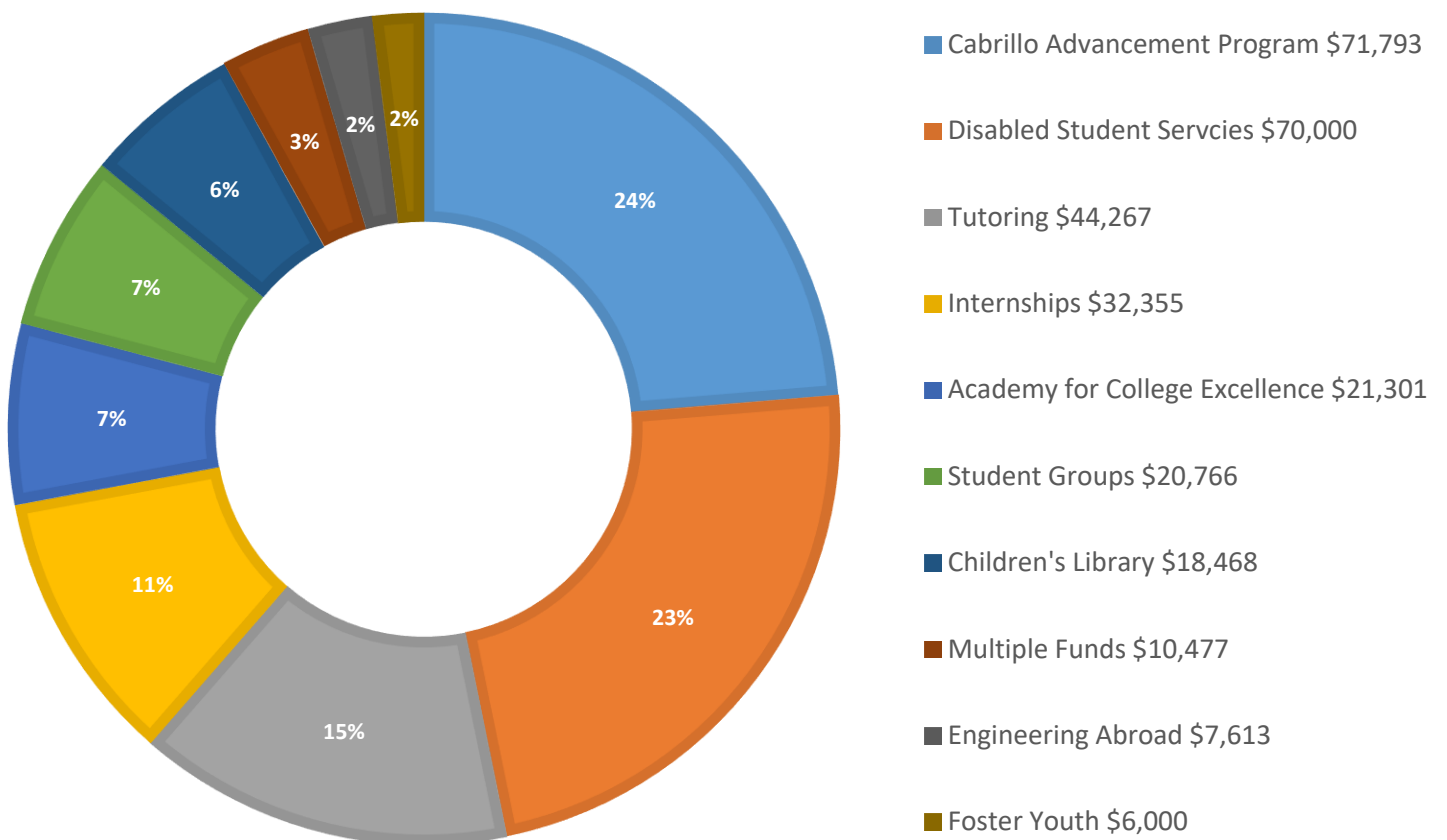


Faculty/Department Support (Faculty Grants, Allied Health, Athletics)	35%	\$680,610
Student Support Services (Disabled Student services, Internships, CAP, Tutoring)	15%	\$303,040
Scholarships (Direct support to students)	50%	\$989,946
	TOTAL	\$1,973,596

2018-19 FACULTY AND DEPARTMENT SUPPORT \$680,610



2018-19 STUDENT SUPPORT SERVICES \$303,040



Cabrillo College FOUNDATION

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VICE PRESIDENT

Claire Biancalana

SECRETARY

Gun Ruder

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PAST PRESIDENT

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Ceil Cirillo

Linda Downing

David Heald

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Amy Newell

Ed Newman

June Padilla Ponce

Patty Quillin

Maria Esther Rodriguez

Karen Semingson

Kate Terrell

Rachel Wedeen

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Rachael Spencer

Donna Ziel

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Matthew E. Wetstein

President

Sue Gochis

VP Student Services

Kathleen Welch

VP Instruction

Kristin Wilson

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

MEMORANDUM

Date: August 22, 2019
To: Executive Committee
From: Eileen Hill
Subject: 2019-20 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 and sustainability of the Foundation.

Amount Raised 7/1/19 - 8/20/19	2019- 20 Target	
ANNUAL APPEALS		
\$31,368	\$366,000	President's Circle
\$0	\$50,000	Annual Fund
\$28,469	\$175,000	Women's Educational Success
\$370	\$400,000	Cabrillo Advancement Program (Endowed)
\$5,510	\$500,000	Scholarships (Endowed)
\$10,660	\$250,000	Scholarships (Nonendowed)
SPECIAL INITIATIVES		
\$2,453	\$50,000	Cabrillo Stage
\$2,162	\$50,000	Stroke Center
\$6,575	\$409,000	Additional support for campus departments (Athletics, Dental Hygiene, Children's Center, Engineering, etc.)
\$0	\$250,000	Donor directed interests
\$0	\$500,000	Unbooked Planned Gifts
\$87,567	\$3,000,000	TOTAL

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EXECUTIVE DIRECTOR

Eileen Hill

DATE: August 22, 2019
TO: Executive Committee
FROM: Eileen Hill

July 1, 2019 to August 20, 2019

2019-20 Outright Gifts Fundraising Total \$ 87,567

2019-20 Unbooked Revocable Planned Gifts \$ 0

Total \$ 87,567

2019-20 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 07-01-19 to 08-20-19:

The Peggy & Jack Baskin Foundation (WES) \$ 10,000

Thomas Sourisseau (President's Circle) \$ 10,000

Harry & Mary Blanchard (WES, President's Circle & Cabrillo Stage) \$ 6,000

Janet Heien (WES) \$ 6,000

Foundation for California Community Colleges (Scholarship) \$ 5,400

East Bay Community Foundation (Scholarship) \$ 5,000

Carolyn Parham (WES) \$ 3,000

Ian Wendt (Scholarship) \$ 3,000

Phillip & Robin Adkins (President's Circle) \$ 2,500

Mark Cowell (Engineering) \$ 2,500

W. Todd & Corinne Wipke (President's Circle) \$ 2,500

Robert Edwards & Julie Olsen Edwards (Scholarship) \$ 2,000

Harold & Dorothy Hyde (President's Circle) \$ 2,000

Eileen & Dave Hill (President's Circle, WES & CAP) \$ 1,860

Michael & Toby Alexander (President's Circle, WES) \$ 1,603

John & Linda Burroughs (President's Circle) \$ 1,500

Shannon & Tom Brady (President's Circle) \$ 1,000

Kathryn Shephard (President's Circle) \$ 1,000

Pamela Davis (WES) \$ 1,000

Kristin Fabos & Rye Livingston (President's Circle) \$ 1,000

Kent & Marie Imai (President's Circle) \$ 1,000

Randy Repass & Sally-Christine Rodgers (President's Circle) \$ 1,000

Gifts under \$1,000 (of 184 total donors) \$ **16,704**

Total Secured Gifts \$ **87,567**

Total Unbooked Revocable Planned Gifts \$ 0

TOTAL \$ 87,567

Notes: 1. The cumulative unbooked revocable planned gifts total is \$25,250,000.

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CABRILLO COLLEGE FOUNDATION
June 30, 2019 Pre-Audit Condensed Narrative
Updated August 20, 2019

(1) Balance Sheet

- **Total Assets:**
Total assets of \$36.5M are \$1.7M over prior year due to increased cash and investment balances.
- **Receivables:**
Total pledges receivable are \$81K more than prior year. This is the net pledge activity between receiving a \$300,000 pledge (award is \$100,000 per year for three years) to First Generation College Student Scholarships and collecting pledge payments from pledges made in prior years.
- **Liabilities:**
Total Liabilities of \$2.6M are \$568K over prior year. There was \$187K more in scholarships awarded, \$195K in additional CAP scholarships and \$172K higher in outstanding accounts payable to Cabrillo College.
- **Net Assets:**
Total net assets of \$34M are \$1.1M over prior year.

(2) Income Statement

- **Revenue:**
Earned income as of June 30, 2019 is \$1.5M compared to the prior year balance of \$2.7M due to lower investment income earned. Contributed income of \$3.7M is \$606K lower than prior year contributions. Last year, we received the \$1.2M bequest from the estate of Evelyn Pelz.
- **Expenses:**
Total Expenses of \$4.1M are \$367K over prior year. Salary expense was lower as well and payroll taxes and benefits were lower due to two job vacancies for part of the year. Program expenses were \$165K higher than prior year and Scholarships \$310K higher than prior year.
- **Surplus/Deficit:**
As of June 30, 2019, the Cabrillo College Foundation has a \$1.1M surplus compared to prior year surplus of \$3.3M.

(3) Operational Budget to Actual

- **Revenue:**

Operating revenue of \$1.2M is \$144K favorable vs budget. Earned income was \$93K favorable due to larger than projected interest and dividend income and endowment management fees. Contributed income was \$51K favorable. Both President's Circle and Annual fund exceeded their goals for 2018-19.

- **Expenses:**

Operating expenses of \$905K are \$61K favorable vs projection primarily due to lower salaries and payroll taxes and benefits due to vacancies in two positions during the year.

- **Surplus/Deficit:**

The operating fund surplus is \$249,689 prior to audit. This number will be updated when the annual adjustments for the CalPERS liability and the Retiree Medical Insurance liability are calculated during the course of the audit. Any surplus will be allocated to the Operating Reserve account to fulfill the goal of having 6 months of operating reserve. We have \$344,015 in reserve pre-audit as of June 30, 2019. This is 70% of our 19-20 operating reserve goal of \$489,805.

(4) Investment Report – June 30, 2019

- Our return on investments for the MS Long-Term Pool fiscal year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	2.44%
Benchmark Return:	3.47%
Difference:	-1.03%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	7.05%
Benchmark Return:	7.01%
Difference:	.04%

- Our return on investments for the MS Title V Pool fiscal year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	5.43%
Benchmark Return:	6.69%
Difference:	-1.26%

- Our return on investments for the MS Title III Pool fiscal year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	5.15%
Benchmark Return:	6.41%
Difference:	-1.26%
- Our return on investments for the MS Intermediate-Term Pool year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	2.80%
Benchmark Return:	2.71%
Difference:	0.09%
- Our return on investments for the MS Short-Term Pool fiscal year to date as of June 30, 2019 (12 months) is as follows:

Actual Return:	1.92%
Benchmark Return:	2.28%
Difference:	-0.36%

(5) Investment Report – July 31, 2019

- Our return on investments for the MS Long-Term Pool fiscal year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	-0.20%
Benchmark Return:	0.22%
Difference:	-0.42%
- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	0.10%
Benchmark Return:	0.18%
Difference:	-0.08%
- Our return on investments for the MS Title V Pool fiscal year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	-0.06%
Benchmark Return:	0.24%
Difference:	-0.30%

- Our return on investments for the MS Title III Pool fiscal year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	-0.05%
Benchmark Return:	0.23%
Difference:	-0.28%

- Our return on investments for the MS Intermediate-Term Pool year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	0.00%
Benchmark Return:	-0.06%
Difference:	0.06%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of July 31, 2019 (1 month) is as follows:

Actual Return:	0.19%
Benchmark Return:	0.19%
Difference:	0.00%

Cabrillo College Foundation

Pre-Audit Balance Sheet as of June 30, 2019

With Comparative Totals as of June 30, 2018

	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
WELLS FARGO BANK	\$0	\$0	\$0	\$0	\$151,791
LIGHTHOUSE BANK	\$7,902	\$14,705	\$70,063	\$92,669	\$0
LIGHTHOUSE BANK SWEEP	\$307	\$311,000	\$0	\$311,307	\$0
BAY FEDERAL CREDIT UNION	\$6,164	\$0	\$1,290	\$7,454	\$7,449
BAY FEDERAL CREDIT UNION	\$173,641	\$0	\$0	\$173,641	\$173,024
MORGAN STANLEY MID TERM POOL	\$312,888	\$394,205	\$0	\$707,093	\$0
MORGAN STANLEY NONENDOWED	\$542,758	\$2,931,337	\$0	\$3,474,095	\$3,352,458
MORGAN STANLEY GIFT RECEIPT	\$3,551	\$0	\$0	\$3,551	\$6,052
SANTA CRUZ COUNTY BANK	\$207,678	\$0	\$0	\$207,678	\$207,295
VANGUARD	\$0	\$0	\$0	\$0	\$0
MORGAN STANLEY GATES	\$0	\$0	\$0	\$0	\$30,549
LIGHTHOUSE BANK	\$0	\$0	\$0	\$0	\$249,159
SUBTOTAL CASH	\$1,254,890	\$3,651,246	\$71,352	\$4,977,488	\$4,177,777
INVESTMENTS					
MORGAN STANLEY TITLE III/V HOLDING	\$12	\$0	\$1,500	\$1,512	\$8,911
MORGAN STANLEY LONG TERM POOL	\$146,539	\$0	\$28,272,885	\$28,419,424	\$27,352,782
MORGAN STANLEY TITLE V	\$16,668	\$0	\$1,159,829	\$1,176,498	\$1,136,382
MORGAN STANLEY TITLE III	\$2,728	\$0	\$245,473	\$248,201	\$185,069
MORGAN STANLEY ESG	\$4,015	\$0	\$1,099,098	\$1,103,114	\$929,681
SUBTOTAL INVESTMENTS	\$169,962	\$0	\$30,778,786	\$30,948,748	\$29,612,825
TOTAL CASH AND INVESTMENTS	\$1,424,852	\$3,651,246	\$30,850,138	\$35,926,236	\$33,790,602
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$16,973	\$0	\$0	\$16,973	\$8,080
PLEDGES - ANNUAL FUND	\$20,019	\$0	\$0	\$20,019	\$38,180
PLEDGES - RESTRICTED	\$0	\$210,686	\$5,658	\$216,344	\$130,389
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$6,998)	\$0	\$0	(\$6,998)	(\$11,495)

Cabrillo College Foundation

Pre-Audit Balance Sheet as of June 30, 2019

With Comparative Totals as of June 30, 2018

	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
SUBTOTAL PLEDGES	\$29,995	\$210,686	\$5,658	\$246,339	\$165,154
ACCOUNTS RECEIVABLE					
ACCOUNTS RECEIVABLE	\$0	\$26,731	\$15,980	\$42,711	\$78,539
TOTAL ACCOUNTS RECEIVABLE	\$0	\$26,731	\$15,980	\$42,711	\$78,539
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$59,557	\$63,657	\$11,707	\$134,920	\$655,032
SUBTOTAL OTHER RECEIVABLES	\$59,557	\$63,657	\$11,707	\$134,920	\$655,032
TOTAL RECEIVABLES	\$89,551	\$301,074	\$33,345	\$423,970	\$898,725
FIXED ASSETS					
OFFICE EQUIPMENT	\$49,099	\$0	\$0	\$49,099	\$49,099
ACCUMULATED DEPRECIATION	(\$45,063)	\$0	\$0	(\$45,063)	(\$43,852)
TOTAL FIXED ASSETS (NET)	\$4,036	\$0	\$0	\$4,036	\$5,247
PREPAID EXPENSES	\$19,508	\$0	\$0	\$19,508	\$5,678
PREPAID RETIREMENT EXPENSE	\$12,625	\$0	\$0	\$12,625	\$18,929
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$28,721	\$0	\$0	\$28,721	\$28,721
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$84,962	\$0	\$0	\$84,962	\$84,962
TOTAL ASSETS	\$1,664,255	\$3,952,320	\$30,883,482	\$36,500,058	\$34,832,864

Cabrillo College Foundation

Pre-Audit Balance Sheet as of June 30, 2019

With Comparative Totals as of June 30, 2018

	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$101,002	\$205,709	\$91,656	\$398,367	\$226,167
SCHOLARSHIPS PAYABLE	\$0	\$328,030	\$365,279	\$693,308	\$505,927
ACCRUED PTO	\$59,407	\$0	\$0	\$59,407	\$50,078
SECTION 125 WITHHOLDINGS	\$0	\$0	\$0	\$0	\$125
EMPLOYEE PORTION OF BENEFITS	\$80	\$0	\$0	\$80	\$0
ACCRUED RETIREE MEDICAL BENEFITS	\$117,453	\$0	\$0	\$117,453	\$117,453
UNFUNDED PERS PENSION LIABILITY	\$406,031	\$0	\$0	\$406,031	\$406,031
DEFERRED INFLOWS - PERS	\$13,198	\$0	\$0	\$13,198	\$13,198
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$697,171	\$333,738	\$456,935	\$1,687,844	\$1,318,978
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$33,997	\$715,503	\$749,500	\$554,775
ENDOWED SCHOLARSHIPS	\$0	\$0	\$8,000	\$8,000	\$4,500
ANNUAL SCHOLARSHIPS	\$0	\$110,653	\$0	\$110,653	\$110,917
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$144,650	\$723,503	\$868,153	\$670,192
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$0	\$0	\$0	\$50
SUBTOTAL WES GRANTS PAYABLE	\$0	\$0	\$0	\$0	\$50
TOTAL LIABILITIES	\$697,171	\$678,388	\$1,180,438	\$2,555,997	\$1,989,220
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$344,015	\$0	\$0	\$344,015	\$344,015
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMENT	\$10,000	\$0	\$0	\$10,000	\$10,000
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	\$54,078
UNDESIGNATED	\$249,689	\$0	\$0	\$249,689	\$0
SUBTOTAL OPERATING NET ASSETS	\$967,084	\$0	\$0	\$967,084	\$717,395
NET ASSETS - NONENDOWED	\$0	\$3,273,932	\$0	\$3,273,932	\$2,874,059

Cabrillo College Foundation
Pre-Audit Balance Sheet as of June 30, 2019
 With Comparative Totals as of June 30, 2018

	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
NET ASSETS - ENDOWED	\$0	\$0	\$29,703,044	\$29,703,044	\$29,252,189
TOTAL NET ASSETS	\$967,084	\$3,273,932	\$29,703,044	\$33,944,060	\$32,843,644
TOTAL LIABILITIES AND NET ASSETS	\$1,664,255	\$3,952,320	\$30,883,482	\$36,500,058	\$34,832,864
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$717,395	\$2,874,059	\$29,252,189	\$32,843,644	\$29,569,914
NET SURPLUS/(DEFICIT)	\$249,689	\$399,872	\$450,855	\$1,100,416	\$3,273,730
ENDING NET ASSETS	\$967,084	\$3,273,932	\$29,703,044	\$33,944,060	\$32,843,644

Cabrillo College Foundation

Pre-Audit Income Statement by Fund as of June 30, 2019

With Comparative Totals as of June 30, 2018

REVENUE	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
EARNED INCOME					
INTEREST AND DIVIDENDS	\$82,678	\$15	\$867,644	\$950,336	\$672,105
UNREALIZED GAIN/LOSS ON SECURITIES	(\$3,710)	\$31	(\$2,766,059)	(\$2,769,738)	(\$648,537)
REALIZED GAINS/LOSSES	\$4,149	\$0	\$2,720,253	\$2,724,401	\$2,031,528
CHANGE IN VALUE OF SPLIT INTEREST AGREEMENT	(\$2,766)	\$0	(\$724)	(\$3,489)	(\$1,776)
FEE INCOME	\$114,339	\$0	\$0	\$114,339	\$180,562
OPERATIONAL ENDOWMENT PAYOUT	\$14,122	\$0	\$0	\$14,122	\$14,057
ENDOWMENT MANAGEMENT FEE	\$446,027	\$0	\$0	\$446,027	\$428,592
TOTAL EARNED INCOME	\$654,839	\$46	\$821,114	\$1,475,999	\$2,676,532
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$2,192,870	\$965,931	\$3,158,801	\$3,725,803
ANNUAL FUND	\$66,325	\$0	\$0	\$66,325	\$96,695
PRESIDENT'S CIRCLE GIFTS	\$382,267	\$0	\$0	\$382,267	\$378,388
UNRESTRICTED GIFTS	\$23,186	\$0	\$0	\$23,186	\$33,779
INTERFUND CONTRIBUTIONS	\$4,000	(\$366,734)	\$362,734	\$0	\$0
IN KIND REVENUE-PROGRAM	\$0	\$41,733	\$0	\$41,733	\$43,858
IN KIND REVENUE-RENT	\$23,556	\$0	\$0	\$23,556	\$23,556
TOTAL CONTRIBUTED INCOME	\$499,334	\$1,867,869	\$1,328,665	\$3,695,868	\$4,302,078
TOTAL REVENUE	\$1,154,173	\$1,867,915	\$2,149,779	\$5,171,867	\$6,978,609
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$447,956	\$0	\$8,122	\$456,078	\$472,837
TOTAL SALARIES & WAGES	\$447,956	\$0	\$8,122	\$456,078	\$472,837
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$235,356	\$0	\$981	\$236,337	\$302,290
TOTAL PAYROLL TAXES, BENEFITS	\$235,356	\$0	\$981	\$236,337	\$302,290
ADVERTISING	\$480	\$0	\$0	\$480	\$449
PRINTING	\$18,485	\$0	\$0	\$18,485	\$18,676
PHOTOS	\$1,450	\$0	\$0	\$1,450	\$3,375
CONSULTANTS	\$42,366	\$0	\$0	\$42,366	\$53,180

Cabrillo College Foundation

Pre-Audit Income Statement by Fund as of June 30, 2019

With Comparative Totals as of June 30, 2018

	Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
FOOD	\$196	\$0	\$0	\$196	\$251
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$41,054	\$0	\$0	\$41,054	\$67,262
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$8,905	\$0	\$0	\$8,905	\$6,293
DEPRECIATION EXPENSE	\$1,211	\$0	\$0	\$1,211	\$807
SOFTWARE MAINTENANCE	\$11,708	\$0	\$0	\$11,708	\$10,953
SOFTWARE	\$159	\$0	\$0	\$159	\$56
TOTAL OFFICE EQUIP & MAINTENANCE	\$21,983	\$0	\$0	\$21,983	\$18,109
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$665	\$0	\$0	\$665	\$1,713
OFFICE SUPPLIES	\$9,322	\$0	\$0	\$9,322	\$8,394
POSTAGE & MAILING SERVICE	\$9,123	\$0	\$0	\$9,123	\$12,372
BOARD EXPENSES	\$1,119	\$0	\$0	\$1,119	\$1,991
OTHER EXPENSES					
MISCELLANEOUS	\$724	\$0	\$0	\$724	\$411
UNCOLLECTIBLE PLEDGES	\$26,293	\$811	\$200	\$27,304	\$39,954
OROURKE/RANCON ADJUSTMENT	\$0	\$0	\$0	\$0	\$25,435
MILEAGE & PARKING	\$448	\$0	\$0	\$448	\$932
INTERNET SERVICE	\$1,299	\$0	\$0	\$1,299	\$1,230
IT HOSTING SERVICE	\$9,355	\$0	\$0	\$9,355	\$9,295
BANK CHARGES	\$5,655	\$0	\$0	\$5,655	\$7,152
INVESTMENT FEES	\$710	\$0	\$140,241	\$140,951	\$100,971
MANAGEMENT FEES	\$0	\$0	\$446,027	\$446,027	\$428,592
DIRECTOR/OFFICER LIABILITY INS	\$3,008	\$0	\$0	\$3,008	\$4,327
LIABILITY AND PROPERTY INSURANCE	\$3,881	\$0	\$0	\$3,881	\$3,881
TOTAL OTHER EXPENSES	\$51,374	\$811	\$586,468	\$638,652	\$622,180
IN KIND EXPENSE-PROGRAM	\$0	\$41,733	\$0	\$41,733	\$43,858
IN KIND EXPENSE - RENT	\$23,556	\$0	\$0	\$23,556	\$23,556
NONENDOWED PROGRAM EXPENSES	\$0	\$917,128	\$0	\$917,128	\$1,006,383
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$469,941	\$469,941	\$215,759
SCHOLARSHIPS	\$0	\$508,371	\$633,413	\$1,141,784	\$832,246
TOTAL EXPENSES	\$904,484	\$1,468,042	\$1,698,924	\$4,071,451	\$3,704,880

Cabrillo College Foundation **Pre-Audit Income Statement by Fund as of June 30, 2019** With Comparative Totals as of June 30, 2018

Operating 6/30/19 A	Nonendowed 6/30/19 B	Endowed 6/30/19 C	Total 6/30/19 D	Total 6/30/18 E
\$249,689	\$399,872	\$450,855	\$1,100,416	\$3,273,730

NET SURPLUS/(DEFICIT)

Cabrillo College Foundation

Pre-Audit Income Statement - Operating Budget as of 6/30/19

With Comparative Totals as of 06/30/18

	17-18 Actual 12 Months A	18-19 Actual 12 Months B	18-19 Budget 12 Months C	18-19 Actual To 18-19 Budget D
REVENUE				
EARNED INCOME				
INTEREST AND DIVIDENDS	\$38,536	\$82,678	\$26,000	\$56,678
UNREALIZED GAIN/LOSS ON SECURITIES	(\$4,919)	(\$3,710)	\$0	(\$3,710)
REALIZED GAINS/LOSSES	\$147	\$4,149	\$0	\$4,149
CHANGE IN VALUE OF SPLIT INTEREST AGREE	(\$1,067)	(\$2,766)	\$0	(\$2,766)
FEE INCOME	\$180,562	\$114,339	\$114,527	(\$188)
OPERATIONAL ENDOWMENT PAYOUT	\$14,057	\$14,122	\$15,565	(\$1,443)
ENDOWMENT MANAGEMENT FEE	\$428,592	\$446,027	\$405,358	\$40,669
TOTAL EARNED INCOME	\$655,908	\$654,839	\$561,450	\$93,389
CONTRIBUTED INCOME				
ANNUAL FUND	\$96,695	\$66,325	\$50,000	\$16,325
PRESIDENT'S CIRCLE GIFTS	\$378,388	\$382,267	\$363,000	\$19,267
UNRESTRICTED GIFTS	\$33,779	\$23,186	\$22,414	\$772
INTERFUND CONTRIBUTIONS	\$1,750	\$4,000	\$0	\$4,000
IN KIND REVENUE-PROGRAM	\$1,137	\$0	\$0	\$0
IN KIND REVENUE-RENT	\$23,556	\$23,556	\$13,320	\$10,236
TOTAL CONTRIBUTED INCOME	\$335,304	\$499,334	\$448,734	\$50,600
TOTAL REVENUE	\$1,191,212	\$1,154,173	\$1,010,184	\$143,989
EXPENSES				
SALARIES & WAGES				
SALARIES & WAGES	\$462,913	\$447,956	\$488,988	\$41,032
TOTAL SALARIES & WAGES	\$462,913	\$447,956	\$488,988	\$41,032
PAYROLL TAXES, BENEFITS				
PAYROLL TAXES, BENEFITS	\$301,061	\$235,356	\$246,671	\$11,315
TOTAL PAYROLL TAXES, BENEFITS	\$301,061	\$235,356	\$246,671	\$11,315
ADVERTISING	\$449	\$480	\$1,000	\$520
PRINTING	\$18,676	\$18,485	\$21,420	\$2,935
PHOTOS	\$3,375	\$1,450	\$3,800	\$2,350
CONSULTANTS	\$53,180	\$42,366	\$50,043	\$7,677

Cabrillo College Foundation

Pre-Audit Income Statement - Operating Budget as of 6/30/19

With Comparative Totals as of 06/30/18

	17-18 Actual 12 Months A	18-19 Actual 12 Months B	18-19 Budget 12 Months C	18-19 Actual To 18-19 Budget D
FOOD	\$251	\$196	\$0	(\$196)
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$67,262	\$41,054	\$57,120	\$16,066
OFFICE EQUIP & MAINTENANCE				
OFFICE EQUIPMENT	\$6,293	\$8,905	\$1,260	(\$7,645)
DEPRECIATION EXPENSE	\$807	\$1,211	\$1,211	\$0
SOFTWARE MAINTENANCE	\$10,953	\$11,708	\$11,736	\$28
SOFTWARE	\$56	\$159	\$0	(\$159)
TOTAL OFFICE EQUIP & MAINTENANCE	\$18,109	\$21,983	\$14,207	(\$7,776)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,713	\$665	\$1,577	\$912
OFFICE SUPPLIES	\$8,394	\$9,322	\$6,678	(\$2,644)
POSTAGE & MAILING SERVICE	\$12,372	\$9,123	\$10,123	\$1,000
BOARD EXPENSES	\$1,991	\$1,119	\$2,279	\$1,160
OTHER EXPENSES				
MISCELLANEOUS	\$411	\$724	\$500	(\$224)
UNCOLLECTIBLE PLEDGES	\$34,369	\$26,293	\$17,500	(\$8,793)
O'ROURKE/RANCON ADJUSTMENT	\$25,435	\$0	\$0	\$0
MILEAGE & PARKING	\$932	\$448	\$595	\$147
INTERNET SERVICE	\$1,230	\$1,299	\$1,320	\$21
IT HOSTING SERVICE	\$9,295	\$9,355	\$9,295	(\$60)
BANK CHARGES	\$7,002	\$5,655	\$10,159	\$4,504
INVESTMENT FEES	\$0	\$710	\$0	(\$710)
DIRECTOR/OFFICER LIABILITY INS	\$4,327	\$3,008	\$4,500	\$1,492
LIABILITY AND PROPERTY INSURANCE	\$3,881	\$3,881	\$4,040	\$159
TOTAL OTHER EXPENSES	\$86,881	\$51,374	\$47,909	(\$3,465)
IN KIND EXPENSE-PROGRAM	\$1,137	\$0	\$0	\$0
IN KIND EXPENSE - RENT	\$23,556	\$23,556	\$13,320	(\$10,236)
TOTAL EXPENSES	\$1,061,319	\$904,484	\$965,135	\$60,651
NET SURPLUS/(DEFICIT)	\$129,892	\$249,689	\$45,049	\$204,640

Cabrillo College FOUNDATION

OFFICERS

PRESIDENT
Owen Brown

VICE PRESIDENT
Claire Biancalana

SECRETARY
Gun Ruder

**CHIEF FINANCIAL
OFFICER**
Pegi Ard

PAST PRESIDENT
William Ow

COMMUNITY REPRESENTATIVES

Rob Allen
Michele Bassi
Linda Burroughs
Ceil Cirillo
Linda Downing
David Heald
Matt Huffaker
Kelly Nesheim
Amy Newell
Ed Newman
June Padilla Ponce
Patty Quillin
Maria Esther Rodriguez
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

Kathleen Welch
VP Instruction

Kristin Wilson
Faculty Representative

EXECUTIVE DIRECTOR
Eileen Hill

MEMORANDUM

DATE: August 22, 2019
TO: Executive Committee
FROM: Owen Brown
SUBJECT: Authorization for CCF Executive Director to Sign Checks up to \$2,500

Currently the Executive Director has the authority to sign checks for \$1,500 or less. Checks of \$1,500 or more require two signatures. To expedite office procedures and to account for inflation, it is recommended that the Cabrillo College Foundation Executive Director be given the authority to sign Cabrillo College Foundation checks up to \$2,500.

RECOMMENDED MOTION

Approve authorization of the Cabrillo College Foundation Executive Director having the authority to sign Cabrillo College Foundation checks up to \$2,500.

Cabrillo College FOUNDATION

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Kristin Wilson
Faculty Representative

EXECUTIVE DIRECTOR
Eileen Hill

MEMORANDUM

DATE: August 22, 2019
TO: Executive Committee
FROM: Owen Brown
SUBJECT: Authorization Signer Changes for Cabrillo College Foundation

BACKGROUND

Victoria Lewis, the past Vice President of Business Services has retired effective May, 2019. Victoria Lewis was one of the authorized signers on the Cabrillo College Foundation banking and investment accounts.

Effective July 1, 2019 Bradley Olin became Vice President of Business Services and Assistant Secretary for the Cabrillo College Foundation.

RECOMMENDED MOTION

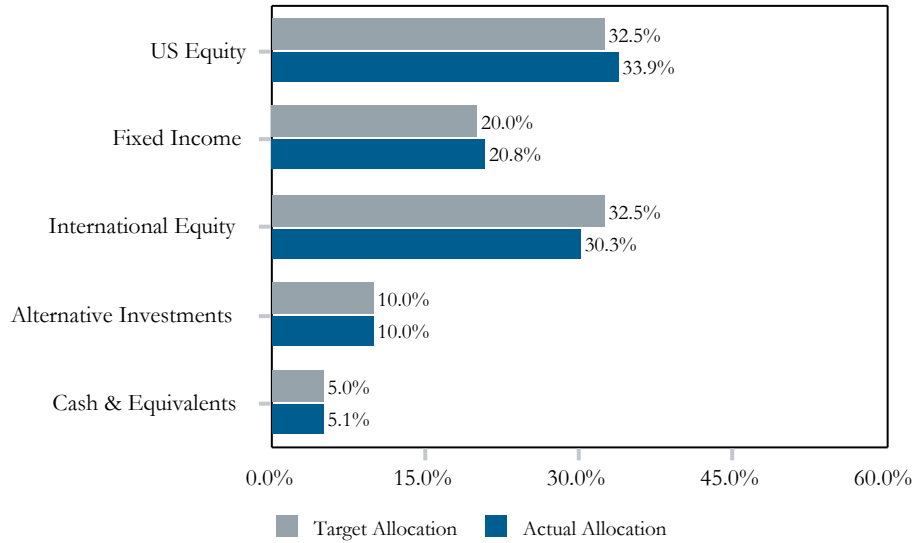
Approve removing Victoria Lewis and adding Bradley Olin as an authorized signer for the Cabrillo College Foundation banking and investment accounts.

Cabrillo College Foundation

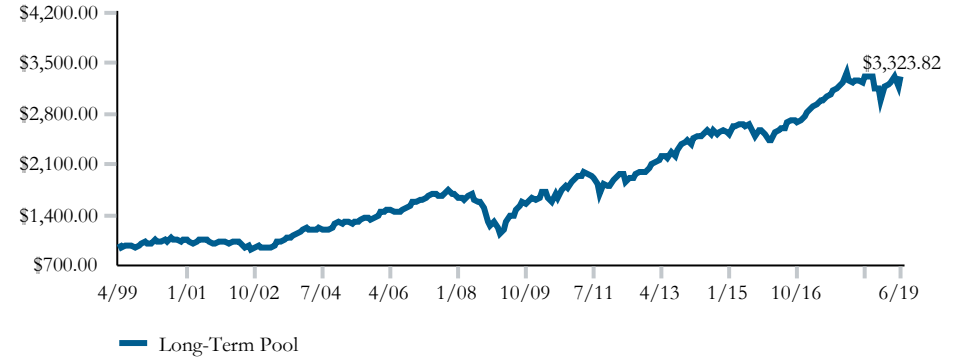
Long-Term Pool Summary

As of June 30, 2019

Asset Allocation Analysis

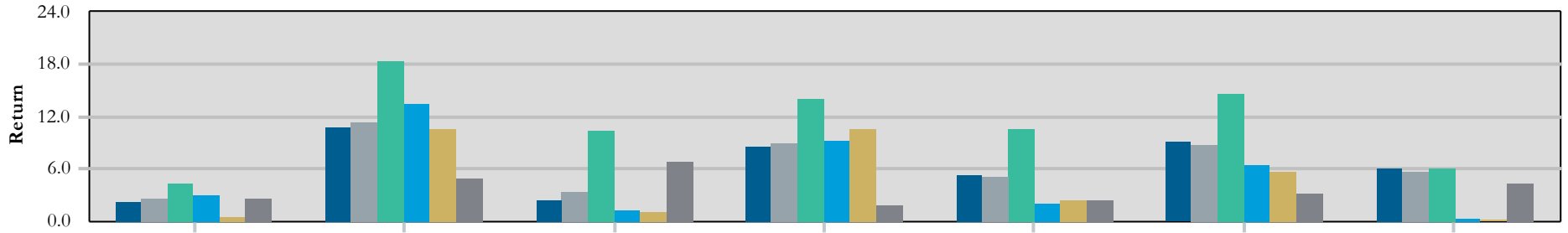


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Long-Term Pool			05/01/99
Beginning Market Value	24,877,071	5,808,118	
Net Deposits/Withdrawals	-	4,066,586	
Gain/Loss	535,140	15,537,507	
Ending Market Value	25,412,211	25,412,211	

Performance



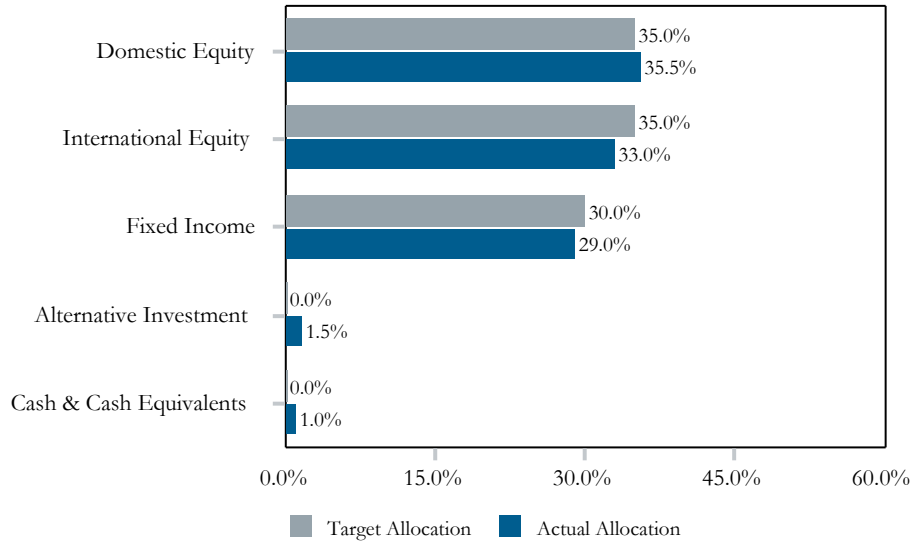
	Current Quarter	YTD	Fiscal YTD	3 Years	5 Years	10 Years	Since Inception	Inception Date
Long-Term Pool	2.33	10.92	2.44	8.61	5.30	9.11	6.14	05/01/1999
Composite Benchmark	2.60	11.52	3.47	8.93	5.22	8.81	5.71	05/01/1999
S&P 500 Total Return	4.30	18.54	10.42	14.19	10.71	14.70	6.01	05/01/1999
MSCI AC World ex US Net	2.98	13.60	1.29	9.39	2.16	6.54	0.31	05/01/1999
MSCI EM Net	0.61	10.58	1.21	10.66	2.49	5.81	0.28	05/01/1999
BC Gov/Cr Intm	2.59	4.97	6.93	1.99	2.39	3.24	4.37	05/01/1999

Cabrillo College Foundation

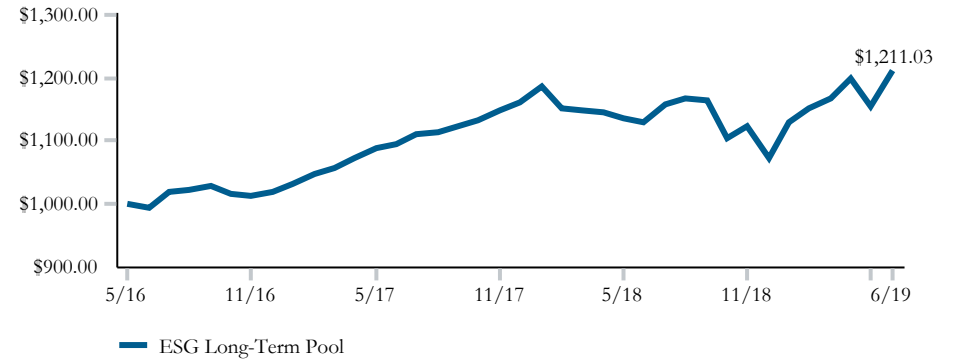
ESG Long-Term Pool Summary

As of June 30, 2019

Asset Allocation Analysis

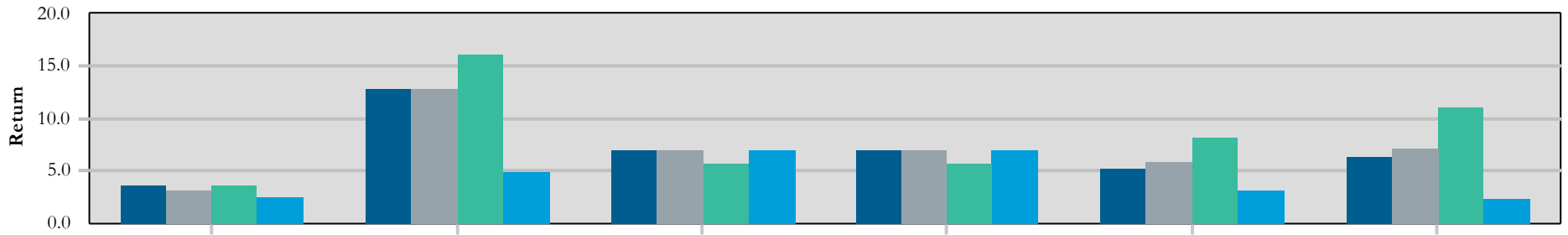


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
ESG Long-Term Pool			06/01/16
Beginning Market Value	876,927	572,092	
Net Deposits/Withdrawals	-	211,652	
Gain/Loss	30,525	123,708	
Ending Market Value	907,452	907,452	

Performance



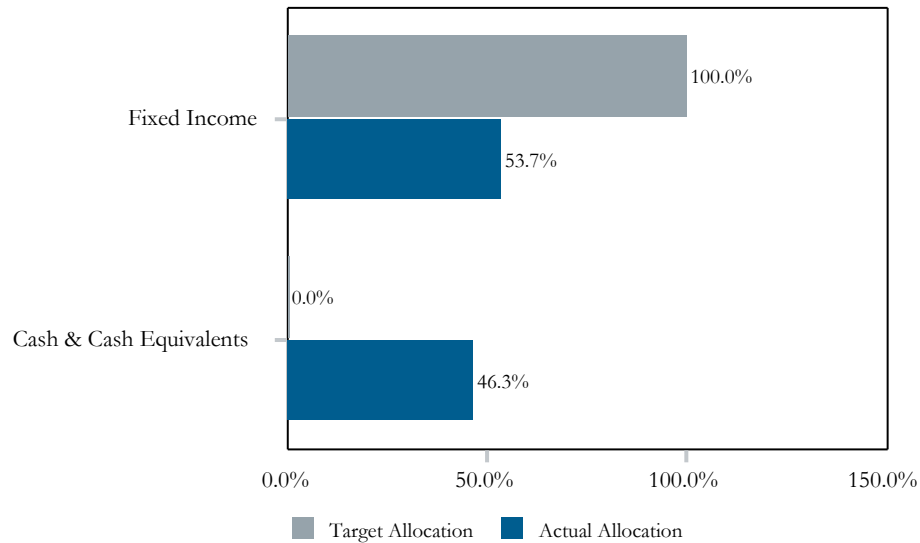
	Current Quarter	YTD	Fiscal YTD	1 Year	2 Years	Since Inception	Inception Date
ESG Long-Term Pool	3.59	12.83	7.05	7.05	5.22	6.41	06/01/2016
Composite Benchmark	3.21	12.90	7.01	7.01	5.94	7.16	06/01/2016
MSCI AC World Net	3.61	16.23	5.75	5.75	8.21	11.10	06/01/2016
BC Gov/Cr Intm	2.59	4.97	6.93	6.93	3.11	2.41	06/01/2016

Cabrillo College Foundation

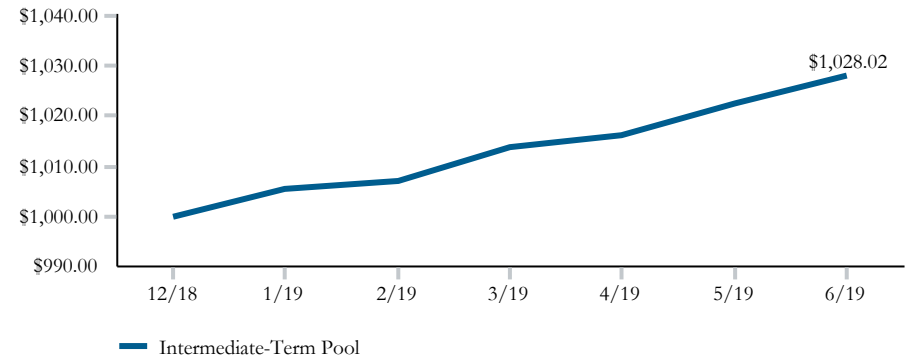
Intermediate-Term Pool Summary

As of June 30, 2019

Asset Allocation Analysis



Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Intermediate-Term Pool			01/01/19
Beginning Market Value	308,989	305,006	
Net Deposits/Withdrawals	394,205	394,205	
Gain/Loss	4,080	8,063	
Ending Market Value	707,273	707,273	

Performance



	Current Quarter	YTD	Since Inception	Inception Date
Intermediate-Term Pool	1.39	2.80	2.80	01/01/2019
BC Gov/Cr 1-3 Yr	1.48	2.71	2.71	01/01/2019

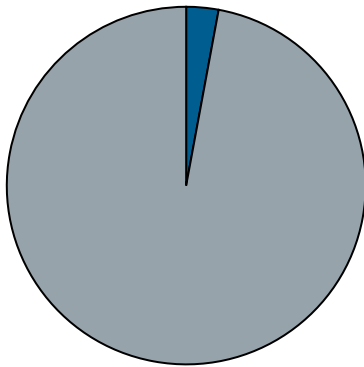
Cabrillo College Foundation

Short Term Portfolio Summary

As of June 30, 2019

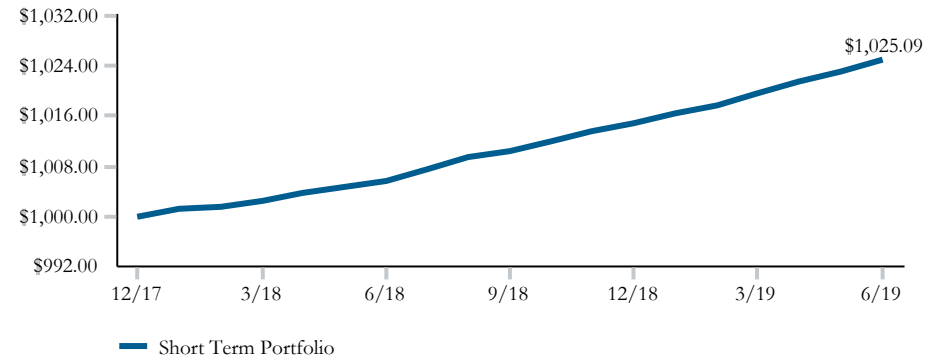
Asset Allocation Analysis

June 30, 2019 : \$3,474



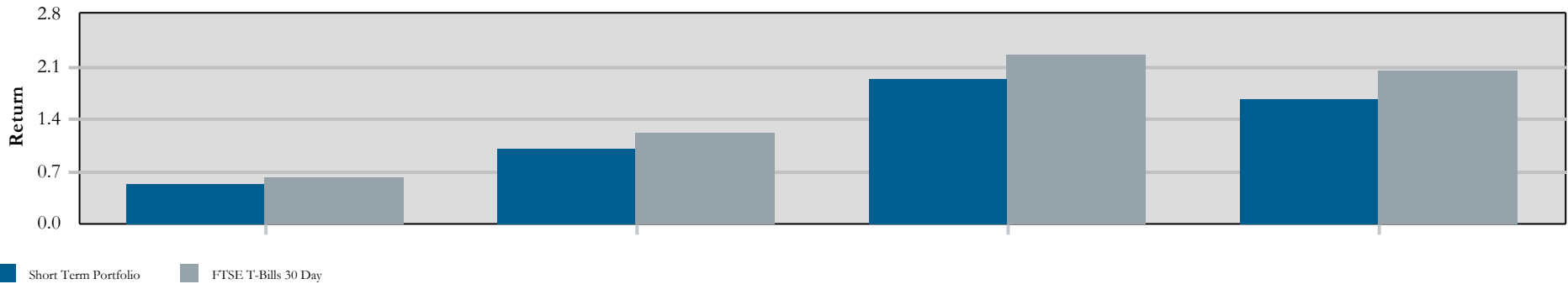
Segments	Market Value (\$000)	Allocation (%)
Domestic Fixed Income	100.75	2.90
Cash Equivalent	3,373.35	97.10

Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Short Term Portfolio			01/01/18
Beginning Market Value	3,973,803	2,847,882	
Net Deposits/Withdrawals	-520,750	533,670	
Gain/Loss	21,041	92,543	
Ending Market Value	3,474,095	3,474,095	

Performance



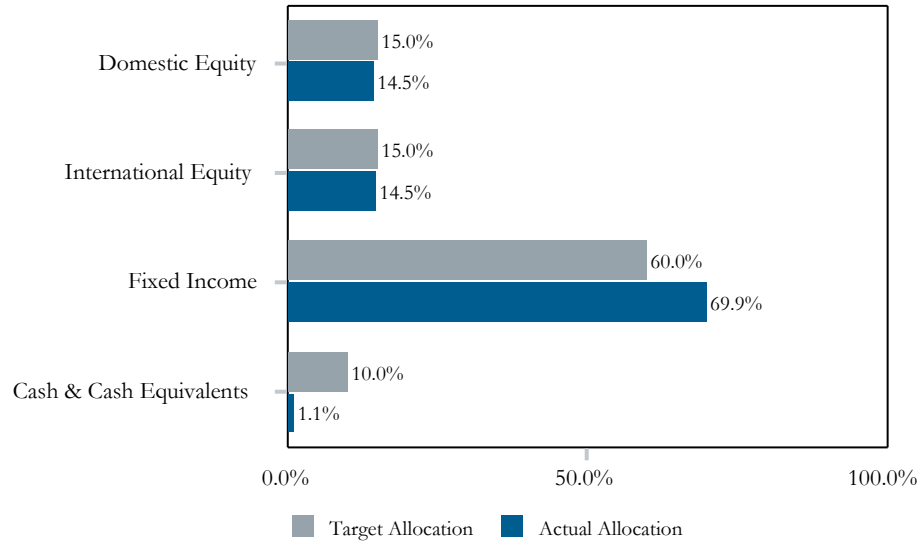
	Current Quarter	YTD	Fiscal YTD	Since Inception	Inception Date
Short Term Portfolio	0.53	1.00	1.92	1.67	01/01/2018
FTSE T-Bills 30 Day	0.61	1.22	2.28	2.04	01/01/2018

Cabrillo College Foundation

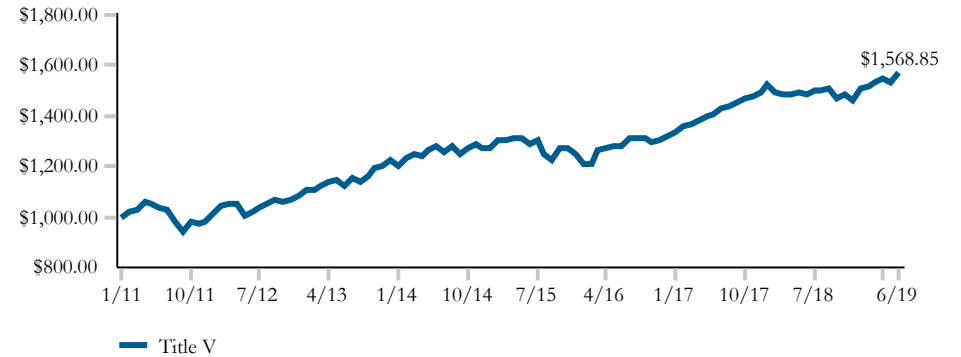
Title V Portfolio Summary

As of June 30, 2019

Asset Allocation Analysis

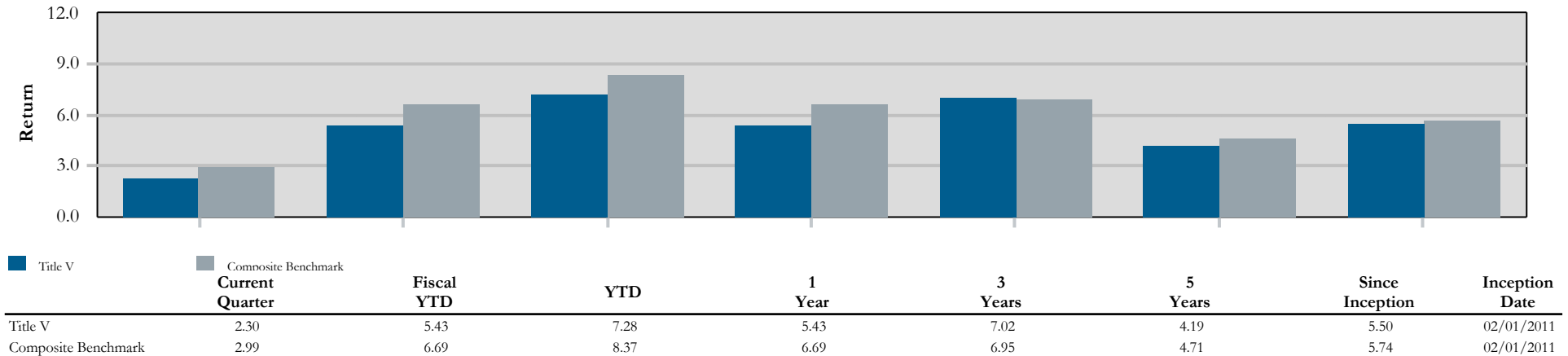


Growth of a Thousand Dollars



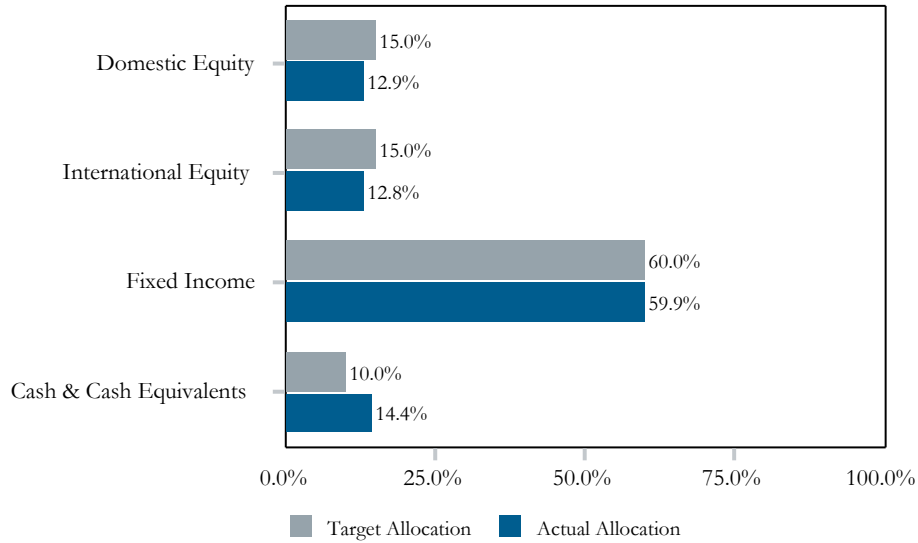
	Quarter To Date	Since Inception	Inception Date
Title V			02/01/11
Beginning Market Value	1,152,787	99,321	
Net Deposits/Withdrawals	-1,400	791,078	
Gain/Loss	25,535	286,522	
Ending Market Value	1,176,921	1,176,921	

Performance

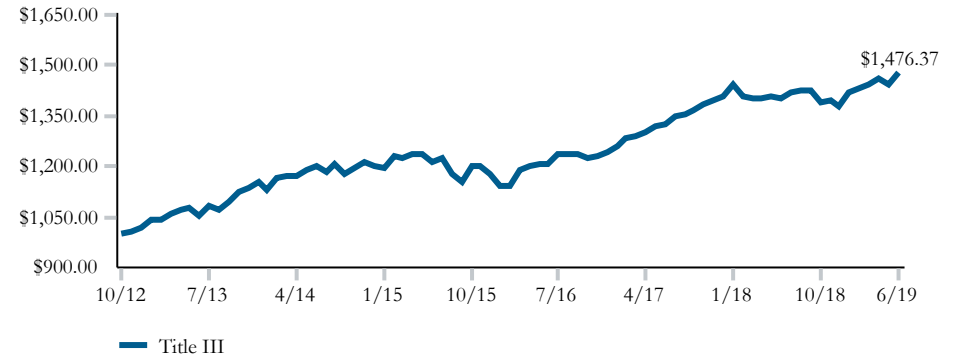


Cabrillo College Foundation
Title III Portfolio Summary
As of June 30, 2019

Asset Allocation Analysis

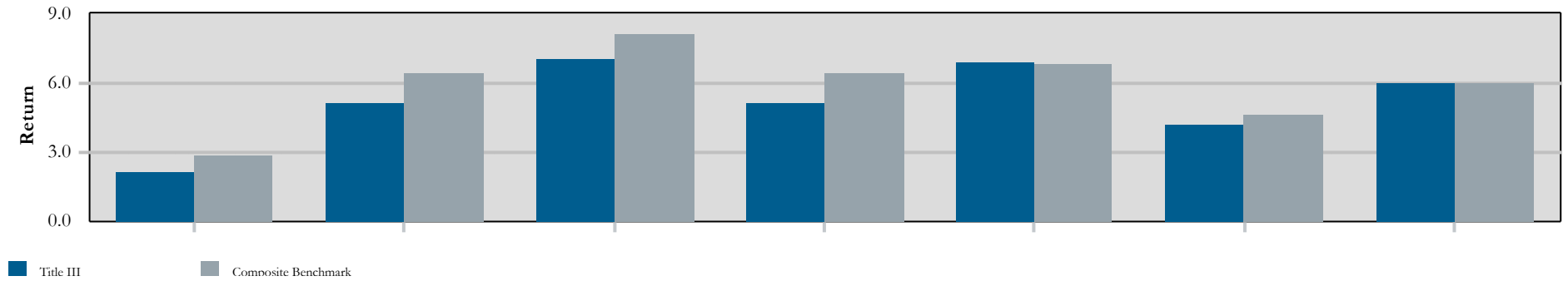


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title III			11/01/12
Beginning Market Value	227,029	129,011	
Net Deposits/Withdrawals	16,500	58,709	
Gain/Loss	4,750	60,559	
Ending Market Value	248,279	248,279	

Performance



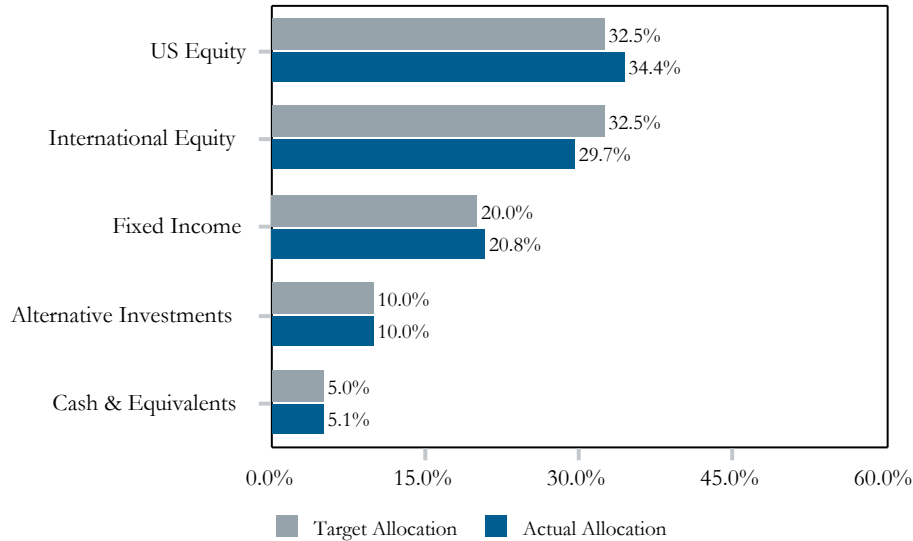
	Current Quarter	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title III	2.14	5.15	7.09	5.15	6.95	4.19	6.02	11/01/2012
Composite Benchmark	2.83	6.41	8.16	6.41	6.86	4.66	6.01	11/01/2012

Cabrillo College Foundation

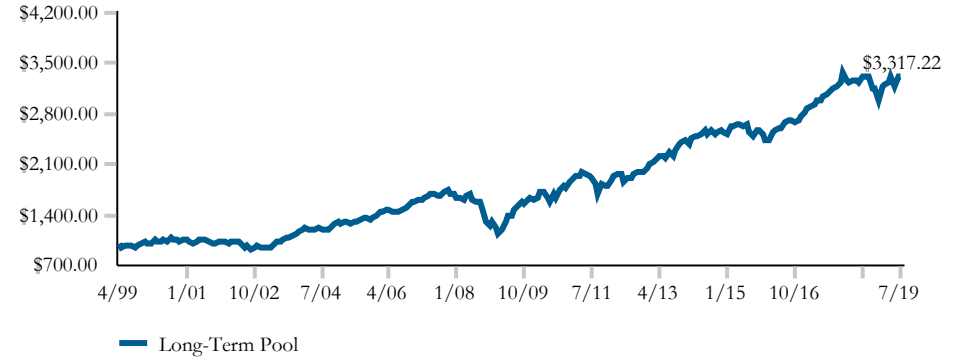
Long-Term Pool Summary

As of July 31, 2019

Asset Allocation Analysis

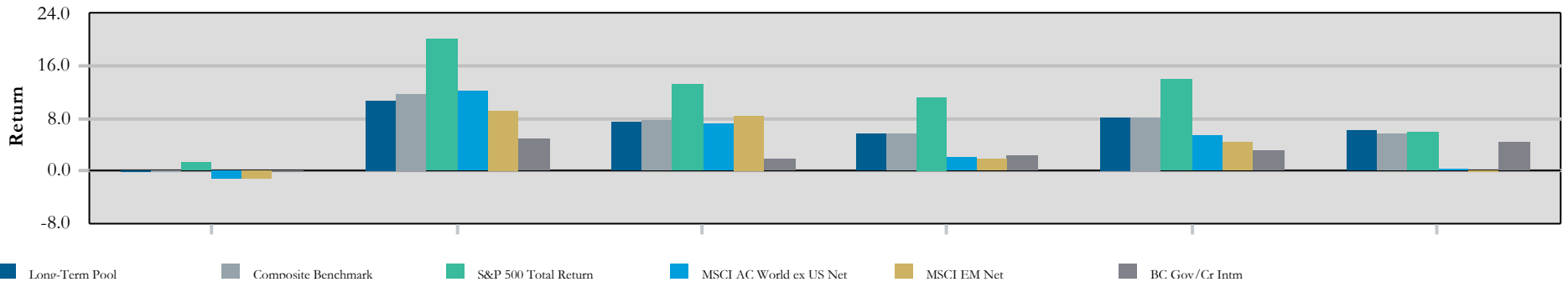


Growth of a Thousand Dollars



	YTD	Since Inception	Inception Date
Long-Term Pool			05/01/99
Beginning Market Value	22,974,698	5,808,118	
Net Deposits/Withdrawals	342	4,066,586	
Gain/Loss	2,358,772	15,459,107	
Ending Market Value	25,333,812	25,333,812	

Performance



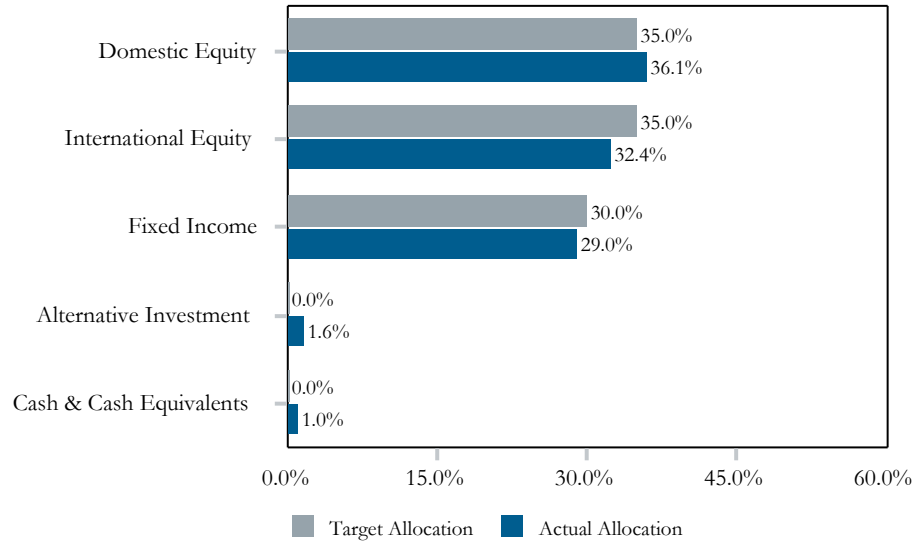
	Fiscal YTD	YTD	3 Years	5 Years	10 Years	Since Inception	Inception Date
Long-Term Pool	-0.20	10.70	7.45	5.61	8.38	6.10	05/01/1999
Composite Benchmark	0.22	11.74	7.80	5.66	8.19	5.70	05/01/1999
S&P 500 Total Return	1.44	20.24	13.36	11.34	14.03	6.05	05/01/1999
MSCI AC World ex US Net	-1.21	12.23	7.20	2.12	5.42	0.26	05/01/1999
MSCI EM Net	-1.22	9.23	8.42	1.84	4.56	0.22	05/01/1999
BC Gov/Cr Intm	-0.03	4.93	1.88	2.43	3.09	4.34	05/01/1999

Cabrillo College Foundation

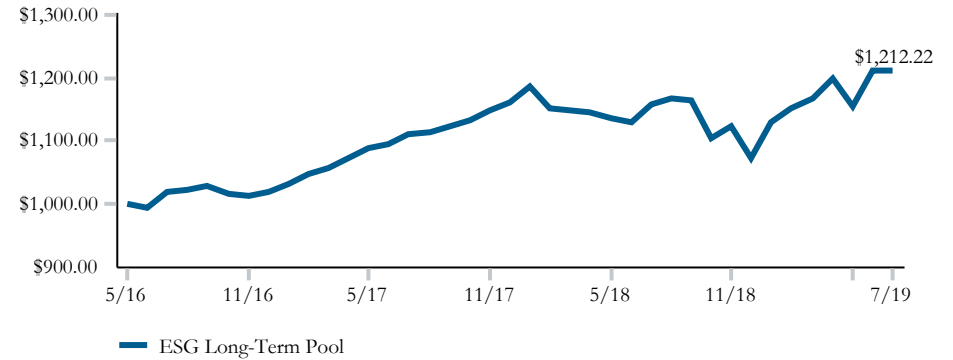
ESG Long-Term Pool Summary

As of July 31, 2019

Asset Allocation Analysis

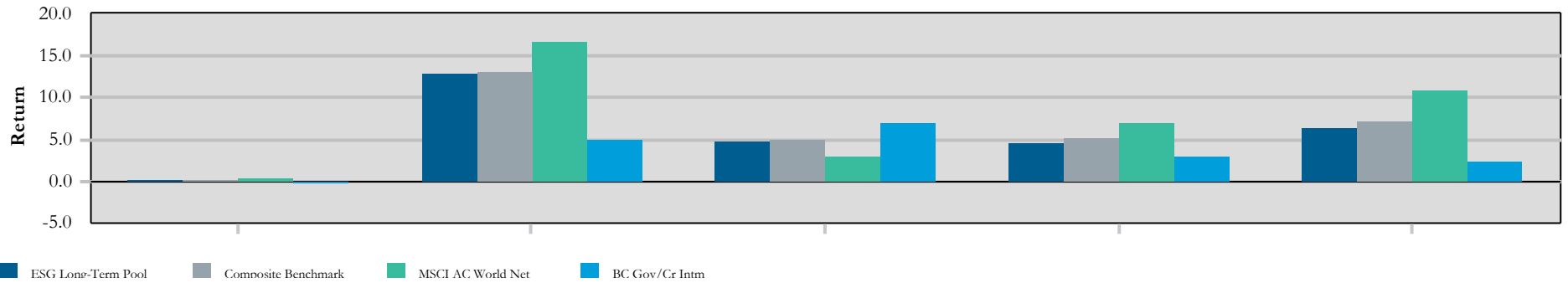


Growth of a Thousand Dollars



	YTD	Since Inception	Inception Date
ESG Long-Term Pool			06/01/16
Beginning Market Value	806,026	572,092	
Net Deposits/Withdrawals	-115	211,652	
Gain/Loss	101,381	123,548	
Ending Market Value	907,292	907,292	

Performance



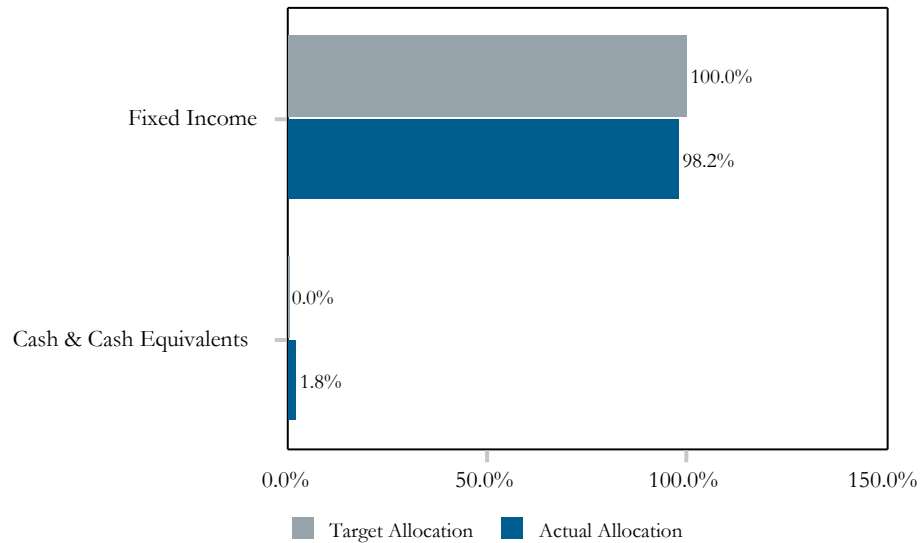
	Fiscal YTD	YTD	1 Year	2 Years	Since Inception	Inception Date
ESG Long-Term Pool	0.10	12.95	4.75	4.51	6.27	06/01/2016
Composite Benchmark	0.18	13.11	4.83	5.12	7.03	06/01/2016
MSCI AC World Net	0.29	16.57	2.95	6.88	10.87	06/01/2016
BC Gov/Cr Intm	-0.03	4.93	6.87	2.85	2.33	06/01/2016

Cabrillo College Foundation

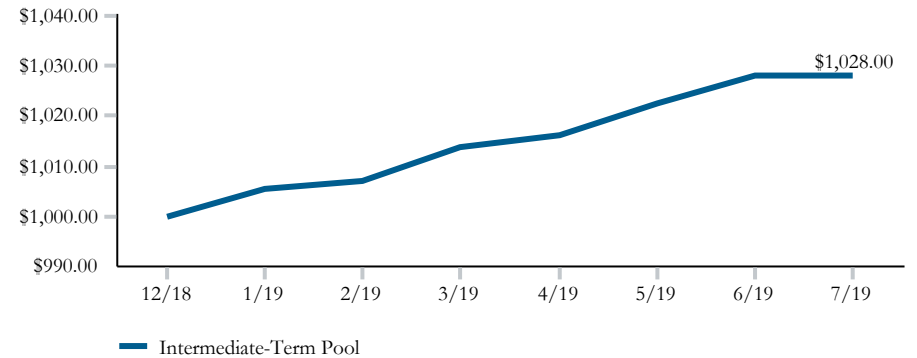
Intermediate-Term Pool Summary

As of July 31, 2019

Asset Allocation Analysis

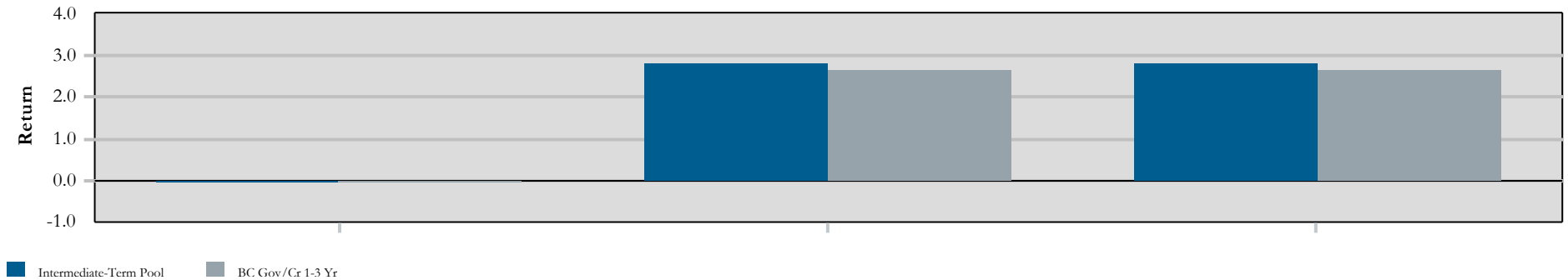


Growth of a Thousand Dollars



	YTD	Since Inception	Inception Date
Intermediate-Term Pool			01/01/19
Beginning Market Value	305,006	305,006	
Net Deposits/Withdrawals	494,205	494,205	
Gain/Loss	7,256	7,256	
Ending Market Value	806,467	806,467	

Performance



	Fiscal YTD	YTD	Since Inception	Inception Date
Intermediate-Term Pool	0.00	2.80	2.80	01/01/2019
BC Gov/Cr 1-3 Yr	-0.06	2.65	2.65	01/01/2019

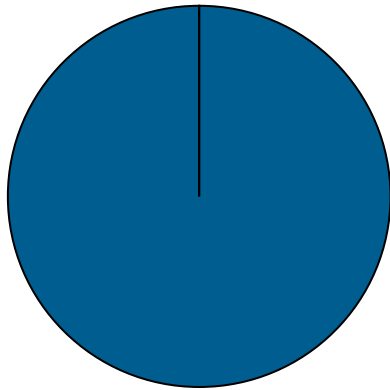
Cabrillo College Foundation

Short Term Portfolio Summary

As of July 31, 2019

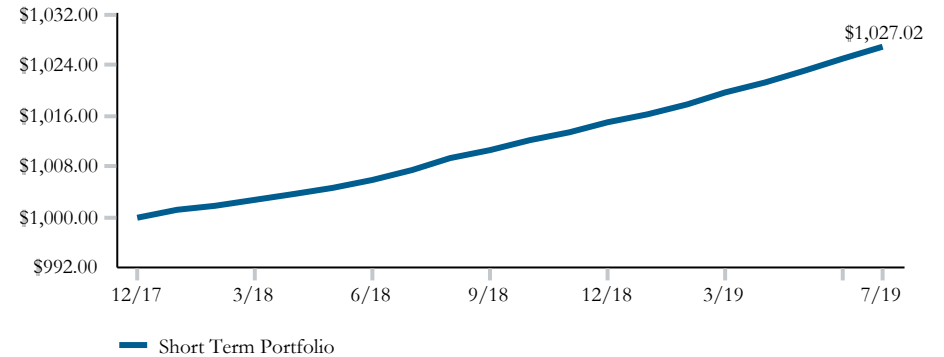
Asset Allocation Analysis

July 31, 2019 : \$3,385



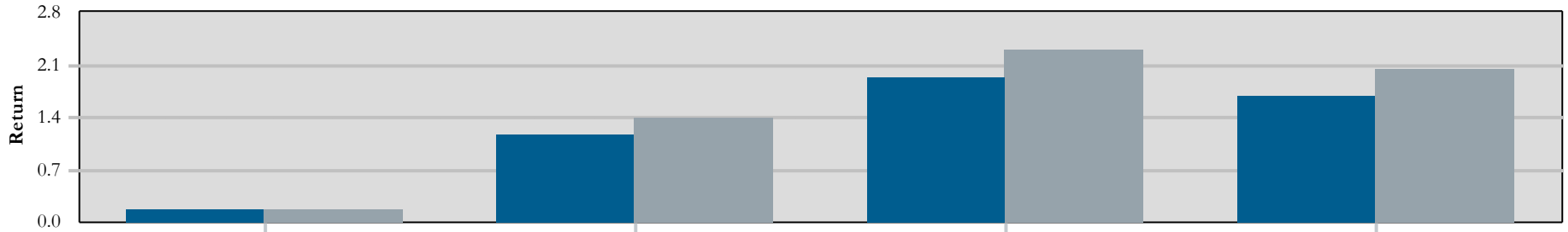
Segments	Market Value (\$000)	Allocation (%)
Cash Equivalent	3,384.78	100.00

Growth of a Thousand Dollars



	YTD	Since Inception	Inception Date
Short Term Portfolio			01/01/18
Beginning Market Value	3,805,853	2,847,882	
Net Deposits/Withdrawals	-466,394	438,011	
Gain/Loss	45,322	98,889	
Ending Market Value	3,384,782	3,384,782	

Performance



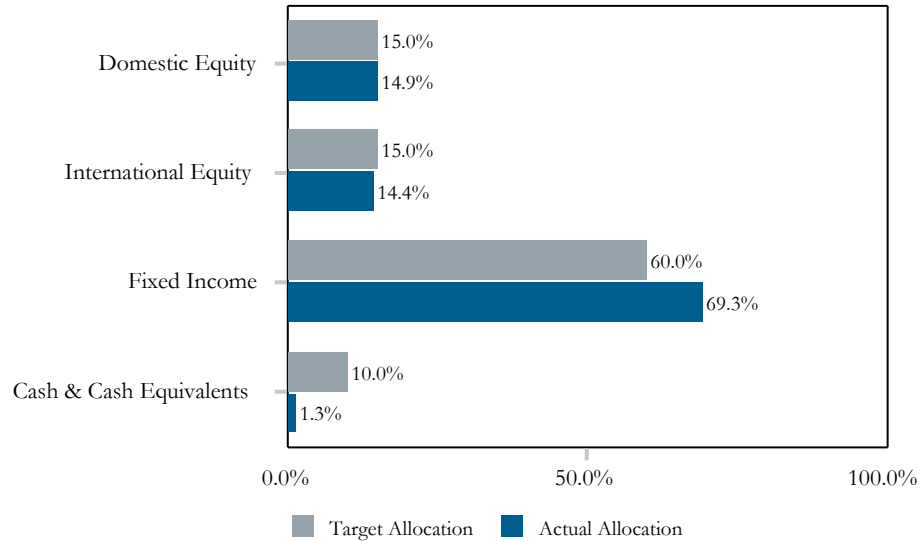
	Fiscal YTD	YTD	1 Year	Since Inception	Inception Date
Short Term Portfolio	0.19	1.19	1.93	1.70	01/01/2018
FTSE T-Bills 30 Day	0.19	1.41	2.31	2.04	01/01/2018

Cabrillo College Foundation

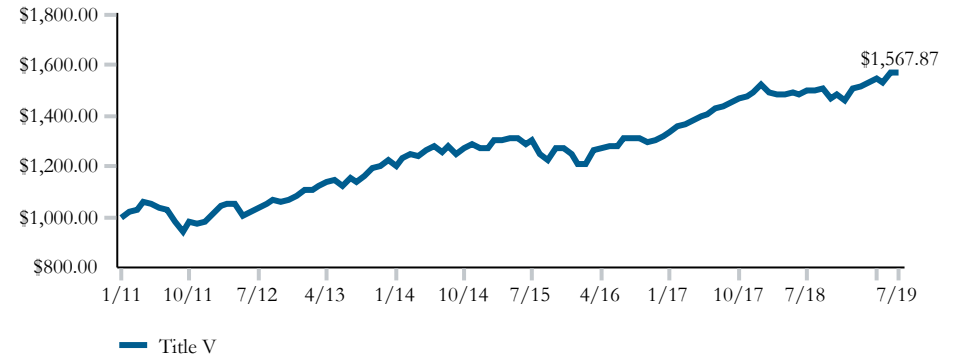
Title V Portfolio Summary

As of July 31, 2019

Asset Allocation Analysis

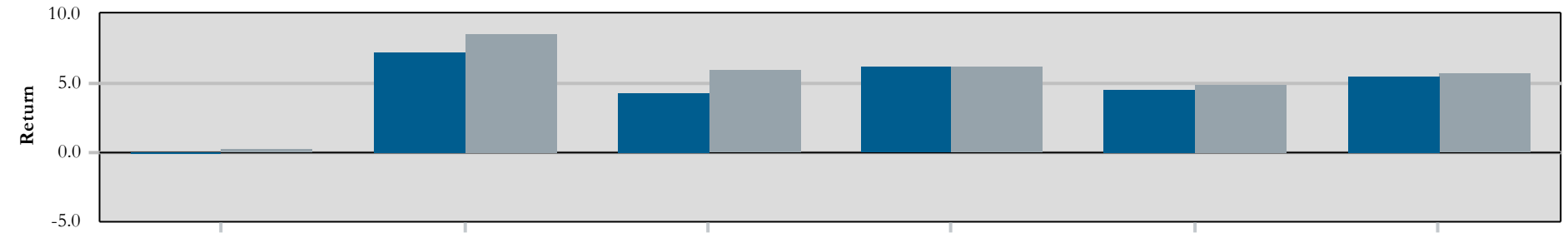


Growth of a Thousand Dollars



	YTD	Since Inception	Inception Date
Title V			02/01/11
Beginning Market Value	1,099,552	99,321	
Net Deposits/Withdrawals	-21,541	770,937	
Gain/Loss	77,136	284,889	
Ending Market Value	1,155,147	1,155,147	

Performance



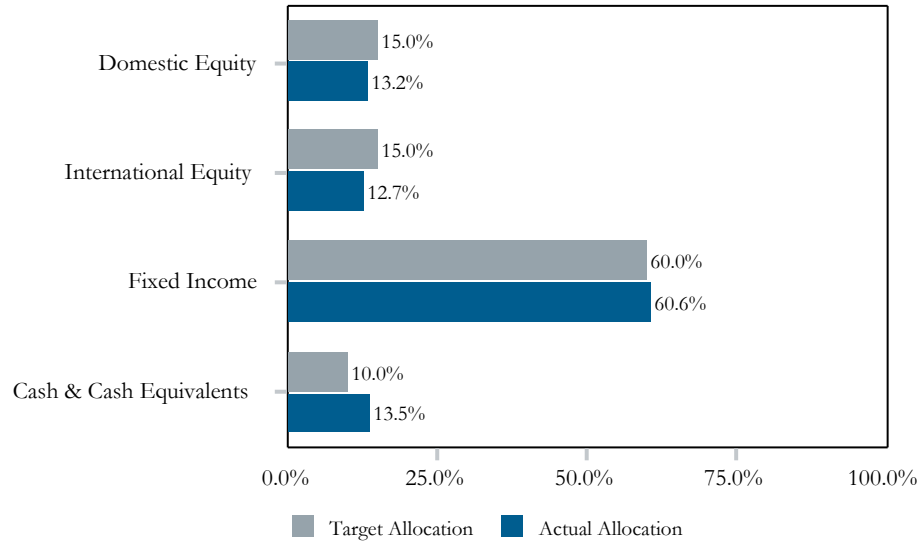
	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title V	-0.06	7.21	4.30	6.21	4.48	5.43	02/01/2011
Composite Benchmark	0.24	8.63	5.96	6.18	4.91	5.71	02/01/2011

Cabrillo College Foundation

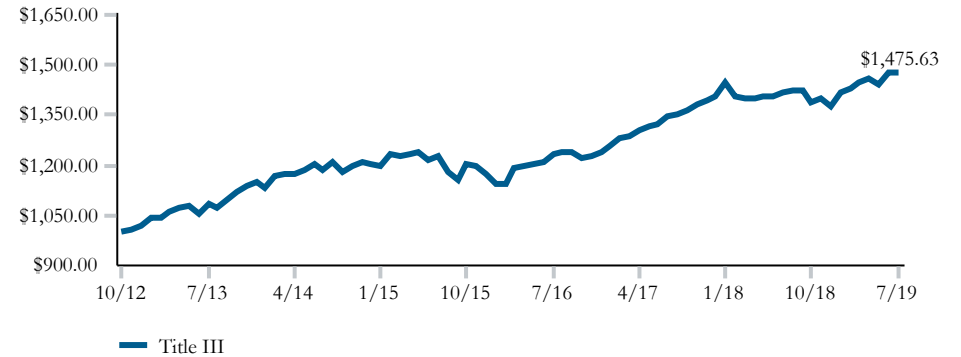
Title III Portfolio Summary

As of July 31, 2019

Asset Allocation Analysis

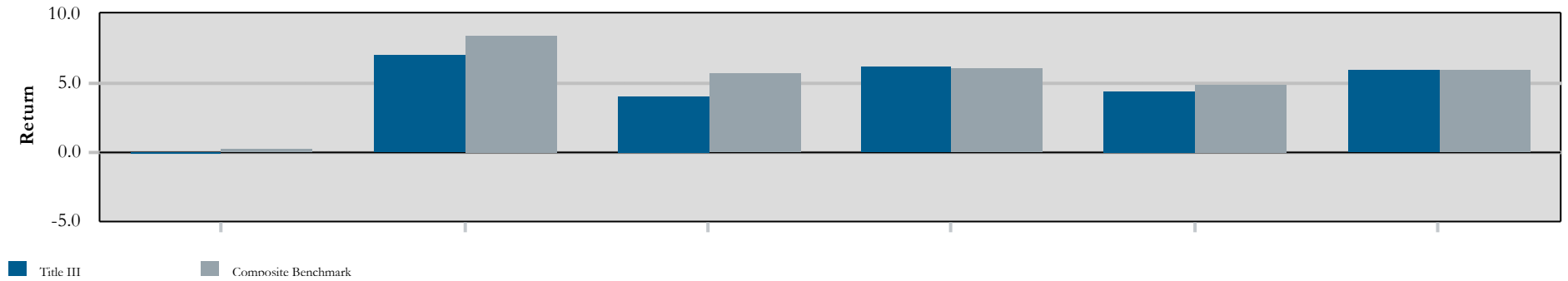


Growth of a Thousand Dollars



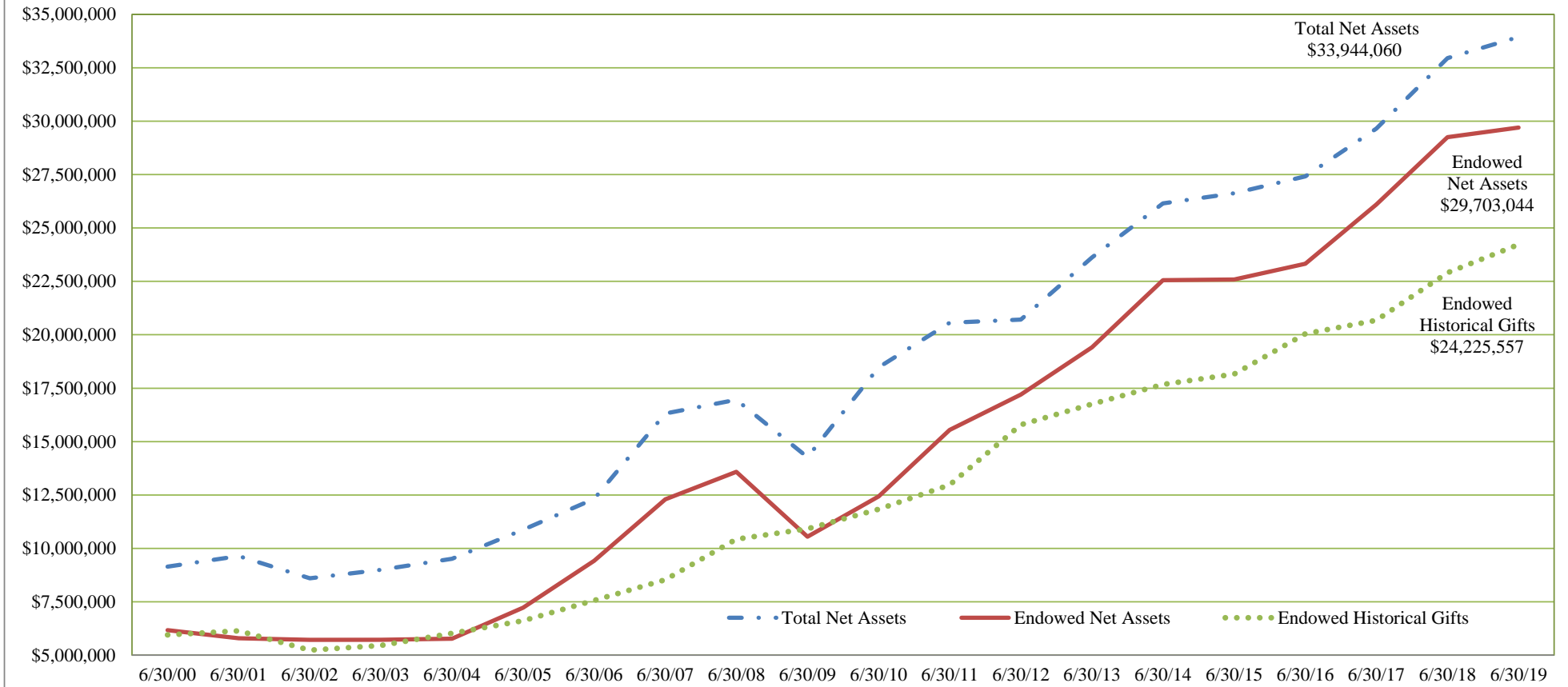
	YTD	Since Inception	Inception Date
Title III			11/01/12
Beginning Market Value	201,488	129,011	
Net Deposits/Withdrawals	29,522	55,981	
Gain/Loss	14,253	60,270	
Ending Market Value	245,263	245,263	

Performance



	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title III	-0.05	7.04	4.02	6.15	4.46	5.93	11/01/2012
Composite Benchmark	0.23	8.41	5.67	6.08	4.86	5.97	11/01/2012

Cabrillo College Foundation
Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts
June 30, 2000 to June 30, 2019



Total Net Assets highest level was \$34,878,149 as of April 30, 2019

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

Endowed Historical Gifts highest level was \$24,225,557 as of June 30, 2019

Cabrillo College FOUNDATION

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Owen Brown

VICE PRESIDENT

Claire Biancalana

SECRETARY

Gun Ruder

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Pegi Ard

PAST PRESIDENT

William Ow

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Sue Gochis

VP Student Services

Kathleen Welch

VP Instruction

Kristin Wilson

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

MEMORANDUM

DATE: August 22, 2019
TO: Executive Committee
FROM: William Ow
SUBJECT: President's Circle Campaign

2018-19 President's Circle

For 2018-2019 President's Circle raised \$385,000! This is the most ever raised for the President's Circle. A total of 1,090 invitations were mailed to potential donors and committee members made follow-up calls to prospects. We had 20 new members join and 13 rejoining members increased their support. We have a 91% retention rate.

2019-20 President's Circle Committee

The President's Circle Kick-off Celebration will be held on Wednesday, September 18. Duf and Paula Fischer with Michele Bassi are co-chairs of the 2019-2020 President's Circle Committee. Greg and Tangie Solow, Ed Newman, Peggy Flynn, Julie Lambert, and Kristin Fabos will be joining the committee as new members. President's Circle committee members will soon be working to review their prospect lists.

President's Circle Events

President's Holiday Party (\$1,000+ donors)	Dec 6, 2019
Sandy Lydon Historical Tour (\$1,000+ donors)	Spring 2019
Summer Musical and Reception (\$1,000+ donors)	Summer 2019
President's Plus Dinner (\$1,500+ donors)	Spring 2019
Winemaker's Dinner at Sesnon House (\$2,500+ donors)	Spring 2019
Happy Hour at the home of Matt Wetstein (\$5,000+ donors)	Spring 2019
Feasting with Faculty (\$10,000+ donors)	Spring 2019

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MEMORANDUM

DATE: August 22, 2019

TO: Executive Committee

FROM: WES Co-founder, Rachael Spencer

SUBJECT: 2019 Women's Educational Success (WES)

The WES committee, consisting of 27 Best Friends, sent out personalized WES invitations to over 1,700 potential donors last week. The WES Luncheon is scheduled for Friday, September 20, 2019.

As of August 21, \$62,276 has been received from the appeal and donations are still arriving daily. WES donations made through December 31, 2019 will be included in the 2019 WES Campaign. Also, thanks to a generous grant of \$10,000 from the Sharanam Foundation and the Wedeen Hammer Group at Morgan Stanley, every donation of \$250 or more will be matched!

This year a total of \$80,000 will be given out to students in need at Cabrillo through the WES program—the most WES has ever awarded.

The 2019 WES Co-Chairs are Linda Bixby and Rhonda Bonnett.

Women's Educational Success (WES) Grant Recipients



"I am at Cabrillo pursuing the nursing program. I am currently an EMT and ultimately want to be a critical care and flight trauma nurse. I have my eyes set on working in extreme healthcare.

This semester, I was in distress, because my car needed an expensive repair. I was living in the hills with no bus stop nearby. I was afraid I was going to have to drop out of school. I went to Financial Aid to see about getting a loan, but the kind staff told me about the WES program and arranged for me to get a \$1,000 grant! I received the money in two days. What I want you to know, is that this help moves me deeply. You probably don't know what a positive impact your generosity has to students like myself. This grant removed so much stress and helped me focus on my education." --Danielle



Dahlia is a student in the Medical Assisting program with a 4.0 GPA. She hit a crisis in her relationship, and faculty connected her to helpful resources to ensure her well-being and that of her son. They arranged for her to receive a WES grant of \$500, which she received the next day!

"I made the decision to go back to school and it has completely changed my life. I'm really grateful for the support! I got a boost and I'm at the point now where I can work on myself and not be stuck. I'm proceeding to make difference in myself and out in the world and that's what I want to do." --Dahlia



Jamie received a grant to help with needed car repair. Jamie Pyle is a single mom with an ambitious dream of starting a non-profit someday. Working on her business degree, caring for her sick mother and getting her children to school was already daunting, but when her car needed new tires, she wasn't sure how to proceed. She was awarded an emergency WES grant of \$750 that helped her stay on the road and in school.

"I was really in a predicament. I never got my high school diploma, so I was not eligible for Financial Aid. I want to thank everyone who has made it possible for this program to be available to us women at Cabrillo." --Jamie

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Eileen Hill

MEMORANDUM

DATE: August 22, 2019

TO: Executive Committee

FROM: Rachael Spencer

SUBJECT: Scholarship Program

While Cabrillo is affordable, rising textbook prices and the high cost of living in Santa Cruz County continue to be huge financial obstacles for our students. Cabrillo is fortunate to have a robust scholarship program that helps alleviate some of these burdens, allowing our students reach their educational goals.

SCHOLARSHIP PROGRAM

- During the 2018-19 fiscal year, we awarded \$1 million in scholarships to 1358 students
- Scholarship recipients who meet their scholarship's criteria will be receiving their funds in the next two weeks.

SCHOLARSHIP COMMITTEE

- Committee members: Rachael Spencer (Chair), Claire Biancalana, Jess Brown, Ceil Cirillo, Virginia Coe, Linda Downing, Jan Furman, Rich Hart, Adele Miller, Corinne Miller, Julie Thiebaut, Rachel Wedeen and Jill Wilson
- Committee members serve as community ambassadors for our scholarship program.
- Committee members met on August 13 and will be personally inviting scholarship donors to attend the Scholarship Donor Reception and thank them for their generous support.

UPCOMING EVENTS

- **Colligan Scholarship Ceremony**
 - Friday, August 23, 4:00 – 5:00pm at the Sesnon House
- **Scholarship Donor Reception**
 - Thursday, October 24, 4:00-6:00 pm at the Sesnon House
- **Scholarship Committee Meeting**
 - November TBD

Scholarship Recipients



Mia is getting her AA in Science, with the aim of studying environmental studies when she transfers to a four year school.

I want to thank the donors for your generosity. You are greatly, greatly appreciated. This is an immense help to me. For a family like mine, \$500 can be the difference between making our rent or losing our home. Words can't quite express how helpful this help is."



Paul graduated from Cabrillo's Nursing program and the OR Residency Program. He is proud to have been hired at Watsonville Hospital as a nurse in the post anesthesia care unit, which is what he was training to do. He now earns double his hourly rate prior to graduating from Cabrillo and earns a living wage for his family.

"Thank you for this scholarship and investing in me. I promise to give a great return on your investment."



Leslie is studying Computer Science at Cabrillo and hopes to transfer to a four year university.

"I am certain that educational pursuit would not be possible without the generosity and support of donors. Your scholarship is helping me be fully committed to my education and helped me be one step closer to becoming a software engineer."



Rosa Sanchez received a Cabrillo College Foundation Women's Educational Success emergency grant in 2004 when she returned to school. She was a re-entry student with young sons Esteban and Ernesto. Twelve years later in 2016, both Ernesto and Esteban were attending Cabrillo College. Esteban (right) was in the Nursing program and Ernesto was in the Radiologic Technology Program. Esteban received a scholarship that helped him offset the costs of testing and equipment needed for the Nursing program. He graduated from the program last year and is a Registered Nurse at CHOMP in the Cardiac Unit. Esteban has expressed how much he loves his career and is grateful to help patients heal during what is sometimes the lowest point of their lives. He loves seeing them get stronger because of his care, then return to their families. He is happy to make an impact in people's lives through health care.

"For me, family represents unity and teamwork and I could not move forward seeing my brother struggle with expenses as well, in his Radiology Technology program here at cabrillo. That's why I decided to share my funds with him and move forward together tackling any obstacle along the way. My brother and I are very grateful for aiding our ability to pursue our dreams. We feel very special to receive this generosity and have someone believe in us. We hope to someday have the ability to touch somebody else's life as you have done for us."

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MEMORANDUM

DATE: August 22, 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.

Last 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.

This year there is \$107,700 available to award to faculty to increase student success. Please notify Eileen if you are interested in serving on the committee to review proposals and select projects to award.

2019-20 Cabrillo College Foundation Committee Meetings and Events

Updated 8/15/2019

BOARD OF DIRECTORS

Tuesdays, 12:00-2:00 pm

Sesnon House Room 1804

New Member Orientation

September 10, 2019

10:00-11:00am

(Sesnon House Room 1824)

Walking Tour for Full Board:

September 10, 2019

11:00-11:45am

Meetings:

September 10, 2019

November 12, 2019

February 11, 2020

May 12, 2020

(Watsonville Center)

AUDIT

10:00-11:00 am

Sesnon House Room 1824

October 11, 2019

EXECUTIVE

Thursdays, 9:00-10:00 am

Sesnon House Room 1824

August 29, 2019 (9:00 – 10:30)

October 24, 2019

January 23, 2020

April 16, 2020

FINANCE AND

INVESTMENT

Thursdays, 9:00-10:00 am

Sesnon House Room 1824

August 15, 2019

October 10, 2019

December 5, 2019

(9:00 – 10:30)

March 26, 2020 (9:00 – 10:30)

CABRILLO

ADVANCEMENT

PROGRAM (CAP)

Sesnon House Room 1824

FACULTY GRANTS

Sesnon House Room 1824

NOMINATING

Sesnon House Room 1824

PRESIDENT'S CIRCLE

Sesnon House Room 1804

September 18, 2019

5:30 – 7:00 pm

(kick-off party)

9:00 am – 12:00 pm

(signing party)

5:30 pm – 7:00 pm

(wrap-up party)

WOMEN'S

EDUCATIONAL

SUCCESS (WES)

Sesnon House Room 1824

May 2020 TBD

11:00 am – 12:00 pm

September 2020 TBD

11:30 am – 1:30 pm

(Luncheon)

Horticulture Center

SCHOLARSHIP

Sesnon House Room 1824

August 13, 2019

10:00 – 11:00 am

EXCLUSIVE EVENTS

FOR PRESIDENT'S

CIRCLE MEMBERS

Lunch with CC President

\$5,000 + Members

March 2020 TBD

12:00 – 1:30 pm

Sesnon House

Sandy Lydon Historical Tour

\$1,000 + Members

March/April 2020 TBD

Winemakers Dinner

Sesnon House

\$2,500+ Members

May 2020 TBD

6:00 pm

Party

\$1,500+ Members

May 2020 TBD

5:30 pm

Feasting with Faculty

Sesnon House

\$10,000+ Members

TBD

6:00 pm

Cabrillo Stage Play

and PC Reception

\$1,000+ Members

Summer 2020 TBD

5:30 pm

Sesnon House

EVENT DATES

Colligan Scholarship

Ceremony

August 23, 2019

4:00 – 5:00 pm

Sesnon House

Scholarship Donor

Reception

October 24, 2019

4:00 – 6:00 pm

Sesnon House

Cabrillo 60th Anniversary

Celebration

November 3, 2019

3:00 – 5:00 pm

Watsonville Center

President's Circle

New Prospects Reception

December 4, 2019

5:30 – 7:30 pm

Shadowbrook

President's Holiday Party

December 6, 2019

5:30 pm

Sesnon House

Faculty and Staff Grants

Reception

January 2020 TBD

4:00-6:00pm

Sesnon House

Cabrillo Advancement

Program Ceremony

March 24, 2020

6:00 – 8:00 pm

Crocker Theater

High Achiever Scholarship

Ceremony

April 2020 TBD

4:00 – 6:00 pm

Sesnon House

**American Dream
Scholarship Ceremony**

May/June 2020 TBD

4:00 – 5:00 pm

Crocker Theater

2019-20 Cabrillo College Foundation Committee Roster – Updated 8/6/2019

BOARD OF DIRECTORS

Rob Allen
Pegi Ard, CFO
Ed Banks, College Trustee
Michele Bassi
Claire Biancalana, Vice President
Owen Brown, President
Linda Burroughs
Ceil Cirillo
Linda Downing
Sue Gochis, CC VP Student Services
David Heald
Matt Huffaker
Kelly Nesheim
Amy Newell
Ed Newman
Bradley Olin, VP Admin.
Services, Asst. Treasurer
William Ow, Past President
June Padilla Ponce
Patty Quillin
Maria Esther Rodriguez
Gun Ruder, Secretary
Karen Semingson
Rachael Spencer, College Trustee
Kate Terrell
Rachel Wedeen
Kathie Welch, VP of Instruction
Matt Wetstein, Asst. Secretary, CC President
Kristin Wilson, Faculty Representative
Donna Ziel, College Trustee

AUDIT

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

EXECUTIVE

Pegi Ard, CFO
Claire Biancalana, Vice President
Owen Brown, President
Linda Burroughs
David Heald
William Ow, Past President
Gun Ruder
Rachael Spencer
Matt Wetstein, CC President
Staff: Eileen Hill
Nancy Machado

FINANCE & INVESTMENTS

CFO: Pegi Ard
Owen Brown
Marshall Delk
David Heald
Michael W. Machado
Kelly Nesheim
Gun Ruder
Steve Snodgrass
Staff: Eileen Hill
Nancy Machado

CABRILLO ADVANCEMENT PROGRAM (CAP)

Chair: Carrie Birkhofer
Rob Allen
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 Iñiguez
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
Duf Fischer
Paula Fischer
Pegi Ard
Jim Baker
Ed Banks
Pat Barton
Claire Biancalana
Mary Blanchard
Jess Brown
Owen Brown
Ted Burke
Linda Burroughs
Andrew Calciano
Ceil Cirillo
Karen Cogswell
Wally Dale
Linda Downing
Lee Duffus
John Eiskamp
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
Ed Newman
William Ow
June Padilla Ponce
Bob Shepherd
Helen Shepherd
Ginny Solari Mazry
Greg and Tangie Solow
Rachael Spencer
Rachel Wedeen
Matt Wetstein
Theo Wierdsma
Bjorg Yonts
Staff: Caitlin Bonura

SCHOLARSHIP

Chair: Rachael Spencer
Claire Biancalana
Jess Brown
Ceil Cirillo
Virginia Coe
Linda Downing
Jan Furman
Rich Hart
Adele Miller
Corinne Miller
Julie Thiebaut
Rachel Wedeen
Jill Wilson
Staff: Caitlin Bonura

WOMEN'S EDUCATIONAL SUCCESS (WES)

Co-chairs:
Rhonda Bonett
Lindy Bixby
Peggy Downes Baskin, cofounder
Sue Broadston
Lynette Cleland
Cathy Conway
Freny Cooper
Mary Culley
Corrine Flanagan
Pam Goodman
Julie Hanks
Kathleen Jones
Janet Krassow
Leola Lapides
Angie McClellan
Sue Nerton
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Karri White
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Olga Diaz
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Ofelia Garcia
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Holly Goodman
Gabby Huezo
Jay Jackson
Teresa Kidwiler
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Diego Navarro
Christina Ortega
Beth Regardz
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Tasha Sturm
Laura Thurman
Marilyn Zanetti
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