

# Cabrillo College FOUNDATION

## MEMORANDUM

### OFFICERS

#### PRESIDENT

Claire Biancalana

#### VICE PRESIDENT

Gun Ruder

#### SECRETARY

Patty Quillin

#### CHIEF FINANCIAL OFFICER

Pegi Ard

#### PAST PRESIDENT

Owen Brown

#### COMMUNITY REPRESENTATIVES

Rob Allen

Michele Bassi

Linda Burroughs

Ceil Cirillo

David Heald

Matt Huffaker

Kelly Nesheim

Amy Newell

Ed Newman

Erica Ow

June Padilla Ponce

Maria Esther Rodriguez

Karen Semingson

Trevor Strudley

Kate Terrell

Julie Thiebaut

Rachel Wedeen

#### COLLEGE TRUSTEE REPRESENTATIVES

Ed Banks

Rachael Spencer

Donna Ziel

#### COLLEGE STAFF REPRESENTATIVES

Matthew E. Wetstein

President

Amy Lehman

VP Student Services

Bradley Olin

VP Administrative Services

Kathleen Welch

VP Instruction

Kristin Wilson

Faculty Representative

#### EXECUTIVE DIRECTOR

Eileen Hill

**DATE:** August 20, 2020

**TO:** Pegi Ard, Owen Brown, Linda Burroughs, David Heald, Gun Ruder,  
Rachael Spencer, Matt Wetstein

**FROM:** Claire Biancalana, CCF President

**STAFF:** Eileen Hill, Nancy Machado, Lori Hood

**SUBJECT:** **Executive Committee Meeting**  
**Thursday, August 27, 2020**  
**9:00 am – 10:00 am**  
**Virtual Zoom Meeting**

Item	Responsibility	Page
<b>A. Regular Open Session</b>		
1. Welcome and Call to Order	C. Biancalana	
2. Approval of Agenda	C. Biancalana	

*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.***

Item	Responsibility	Page
<b>A. Regular Open Session (cont.)</b>		
3. April 16, 2020 meeting minutes	C. Biancalana	5 – 9
<b>B. Public Comment</b>		
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<b>C. Reports</b>		
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2. Executive Director Report	E. Hill	10
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July 1, 2019 to June 30, 2020		
Outright Gifts:	\$3,026,305	
Unbooked Revocable Planned Gifts:	\$1,670,000	
Total:	\$4,696,305	
2.3 2019-20 Disbursements to Cabrillo College		13 – 14
2.4 2020-21 Fundraising Targets		15
2.5 Fundraising Totals and Goals		16
July 1, 2020 to July 31, 2020		
Outright Gifts:	\$144,011	
Unbooked Revocable Planned Gifts:	\$ 0	
Total:	\$144,011	
<b>D. CLOSED SESSION</b>		
1. Pursuant to California Government Code 54957: Performance Review of Executive Director	O. Brown	Email attachment
2. Executive Director Goals	C. Biancalana	
<b>E. Return to Open Session</b>		
1. Report out of Closed Session	C. Biancalana	

<b>Item</b>	<b>Responsibility</b>	<b>Page</b>
<b>F. Action Items</b>		
1. June 30, 2020 Pre-Audit Financial Statements	P. Ard	
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1.2 Balance Sheet		20 – 23
1.3 Income Statement by Fund		24 – 26
1.4 Income Statement Budget-to-Actual		27 – 29
<b>G. Informational Items</b>		
1. Review of CCF Investments as of July 31, 2020	P. Ard	30 – 36
2. Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of June 30, 2020	P. Ard	37
3. President's Circle Campaign Update	L. Burroughs	38
4. Women's Educational Success Update	E. Hill	39 – 40
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9. Committee Calendar and Roster	C. Biancalana	46 – 47
<b>F. Adjournment</b>		
1. Adjournment	C. Biancalana	

**UPCOMING EXECUTIVE MEETINGS:**

9:00 – 10:00 a.m.

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Thursday, October 22, 2020

Thursday, January 21, 2021

Thursday, April 15, 2021

**Executive Committee 2019-20 Attendance Chart**

<b>Executive Committee Members</b>	<b>8/29/19</b>	<b>10/24/19</b>	<b>1/23/20</b>	<b>4/16/20</b>
Pegi Ard	P	P	P	P
Claire Biancalana	A	A	P	P
Owen Brown	P	P	P	P
Linda Burroughs	P	A	P	P
David Heald	P	P	P	A
William Ow	P	P	P	A
Gun Ruder	P	P	P	P
Rachael Spencer	P	P	P	P
Matt Wetstein	P	A	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 16, 2020**

Present: Pegi Ard, Claire Biancalana, Owen Brown, Linda Burroughs, Gun Ruder, Rachael Spencer, Matt Wetstein  
Absent: David Heald and William Ow  
Staff: Eileen Hill, Nancy Machado, Lori Hood

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Call to Order – O. Brown called the meeting to order at 9:02 am

Approval of Agenda

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

Public Comment Opportunity

There were no members of the public in attendance.

Approve Executive Committee Minutes

**Motion: MSC: G. Ruder/ C. Biancalana.** Pegi Ard, Claire Biancalana, Owen Brown, Linda Burroughs, Gun Ruder, Rachael Spencer and Matt Wetstein voted to approve the Executive Committee Minutes of January 23, 2020. David Heald and William Ow were absent.

Cabrillo College President Report

Matt Wetstein gave an overview of how Cabrillo College is handling the COVID-19 crisis. All employees are now working remotely, except for those deemed essential, on-campus employees. 98% of classes are up and running online. Some lab-based courses cannot be taught virtually. Summer session will be fully online.

Matt talked about emergency grants for students. The Foundation has disbursed over \$350,000 in emergency grants to students and more emergency grants will become available through funding from the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Under the CARES Act, Cabrillo College will receive \$4M – \$2M of which will go directly to students in emergency grants.

Matt reported that the college is facing an \$8M budget reduction over the next two years. In order to mitigate reduction in employee positions, the college will be looking into offering retirement incentives. As the economy takes a downturn, enrollment will most likely increase. In order to meet the demand for classes with a reduced budget, more classes will be offered online with greater efficiency.

Executive Director Report

Eileen reported that the Foundation team has developed new procedures to work remotely. The team has distributed over 760 emergency grants to students. We have had to suspend the Annual Fund phone campaign due to the shelter in place order. Eileen informed the group that \$2,646,844 in outright gifts and \$1,620,000 in unbooked planned gifts has been raised towards the 2019-20 goal of \$3M.

Approve Financial Statements

Pegi Ard reported as of February 29, 2020, the total assets were \$37.2M, \$1.9M over prior year. Net assets were \$35.6M, \$1.6M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was \$2.33M. Total expenses were \$2.02M with a net surplus for all funds of \$315K. The total operating revenue was \$793K and expenses \$642K. The operating surplus was \$151K.

**Motion: MSC: G. Ruder/R. Spencer.** The committee voted unanimously to accept the February 29, 2020 Financial Statements.

Approve 2020-21 Operating Budget

**Motion: MSC: P. Ard / C. Biancalana.** The committee voted unanimously to approve the proposed 2020-21 Operating Budget.

Approve 2020-21 Salary Schedules

**Motion: MSC: G. Ruder / R. Spencer.** The committee voted unanimously to approve the proposed 2020-21 Administrative Salary Schedule and 2020-21 Clerical Salary Schedule.

Fundraising Goal

E.Hill reported that the Foundation has a fundraising goal of \$3M for outright and unbooked planned gifts for 2020-21.

**Motion: MSC: L. Burroughs / P. Ard.** The committee voted unanimously to approve setting the 2020-21 Fundraising Goal of \$3M for outright and unbooked planned gifts.

Authorize Executive Director to Sign Checks up to \$5,000

Currently the Executive Director has the authority to sign checks up to \$2,500. Checks of \$2,500 or more require two signatures.

**Motion: MSC: L. Burroughs / G. Ruder.** The committee voted unanimously to approve authorization of the Cabrillo College Foundation Executive Director having the authority to sign Cabrillo College Foundation checks up to \$5,000 until Cabrillo College classes have resumed on campus.

New Board Recommendations

As of April 5, 2020, there are 29 Board Members. Two members will meet the maximum number of terms served as of June 30, 2020. By-laws state that there can be 25 to 32 Board members. The goal is to add three to four new members to the Board. The following update shows the Committee's recommendations.

- New Board Members to recruit:  
Bud Colligan, Mark Mesiti-Miller, Erica Ow, Bill Simpkins, Julie Theibaut
- New Officers: President: Claire Biancalana  
Vice President: Gun Ruder  
Treasurer: Pegi Ard  
Secretary: Patty Quillin  
Assistant Secretary: Matt Wetstein  
Assistant Treasurer: Bradley Olin  
Past President: Owen Brown

- College Representatives: President – Matthew Wetstein  
Vice President, Student Services – Sue Gochis  
Vice President, Administrative Services – Bradley Olin  
Vice President, Instruction – Kathleen Welch  
Faculty – Kristin Wilson  
Trustee - Rachael Spencer  
Trustee - Ed Banks  
Trustee – Donna Ziel
- Audit Committee Members: Karen Semington (Chair), Carrie Birkhofer, David Heald, Barbara Scherer, Norm Schwartz,

**Motion: MSC: L. Burroughs. /R. Spencer.** The committee voted unanimously to forward the discussed new Board members, officers, college representatives, and Audit Committee members to the Board of Directors.

Investment Activity review

**Investment Report – March 31, 2020**

- Our return on investments for the MS Long-Term Pool fiscal year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	-13.28%
Benchmark Return:	-12.77%
Difference:	-0.51%
- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	-8.08%
Benchmark Return:	-8.84%
Difference:	0.76%
- Our return on investments for the MS Intermediate-Term Pool year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	2.86%
Benchmark Return:	3.00%
Difference:	-0.14%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	1.17%
Benchmark Return:	0.68%
Difference:	0.49%

- Our return on investments for the MS Title III Pool fiscal year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	-3.59%
Benchmark Return:	-1.75%
Difference:	-1.84%

- Our return on investments for the MS Title V Pool fiscal year to date as of March 31, 2020 (9 months) is as follows:

Actual Return:	-4.67%
Benchmark Return:	-2.31%
Difference:	-2.36%

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

The ending net assets balance as of February 29, 2020 was \$35,597,080. The endowed net assets balance was \$31,108,112. The endowed historical gifts value was \$26,476,955.

#### President's Circle

Claire Biancalana reported that We've raised \$419,527 to date. President's Circle gifts received through June 30th will continue to be allocated to the 2019-20 campaign. Due to COVID-19, we have cancelled our events through the summer. We are exploring creative ways to keep in touch with our donors and we have several ideas for virtual events in the works.

#### Cabrillo Advancement Program (CAP)

Eileen Hill reported that due to COVID-19 concerns, the March 24th 30th annual CAP Ceremony was cancelled. The CAP Coordinator is exploring how CAP Tutors can connect with students now that no one is at school. The CAP Summer Institute is cancelled but planning a condensed version of the CAP Summer Institute on a Saturday in November.

#### Scholarships

Rachael Spencer reported that we are in the midst of recipient selection for the 2020 scholarship award cycle and the Foundation is working closely with Cabrillo faculty and Financial Aid to award 375 scholarships to over 1000 students. Awards range from \$100-\$10,000. Due to COVID-19 concerns, we have cancelled many of our scholarship events this year. Scholarships are especially important in the current economic crisis.

WES

Rhonda Bonett and Tonée Picard are the co-chairs for the 2020 WES Campaign.

To date, \$20,500 has been raised to cover our campaign costs. Our luncheon is still scheduled for Friday, September 25th at the Horticulture Center; however, with the uncertainty around public gatherings, we are exploring the possibilities of a virtual luncheon, as well as using Zoom for our committee meetings. With today's current financial instability, these grants will be relied on more than ever to keep deserving students in school.

Committee Calendar & Roster

Adjournment

The meeting was adjourned at 10:13 am

Respectfully submitted,



Eileen Hill, Executive Director

**Executive Committee 2019-20 Attendance Chart**

<b>Executive Committee Members</b>	<b>8/29/19</b>	<b>10/24/19</b>	<b>1/23/20</b>	<b>4/16/20</b>
Pegi Ard	P	P	P	P
Claire Biancalana	A	A	P	P
Owen Brown	P	P	P	P
Linda Burroughs	P	A	P	P
David Heald	P	P	P	A
William Ow	P	P	P	A
Gun Ruder	P	P	P	P
Rachael Spencer	P	P	P	P
Matt Wetstein	P	A	P	P

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# Executive Director Report: August 2020

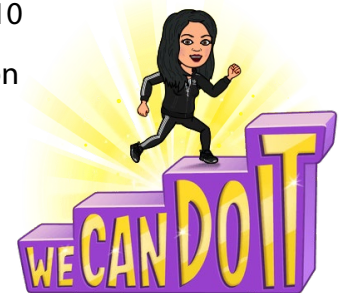
## Administration

- Audit preparation
- Scholarship Administration
- Recreating and adjusting outreach and events to virtual format
- Secured PPP Loan
- 2019-20 Final Reporting
  - Raised \$3,026,305 in outright gifts, which includes \$914,777 in endowed permanent support
  - \$1,670,000 in unbooked legacy gifts
  - 100% Board member giving
  - 800 Covid19 emergency grants distributed in 2 months totaling \$400,000
  - Put over \$1.5M in the hands of students through our scholarships



## Fundraising

- President's Circle: \$29,627 raised; first committee meeting is September 10
- Women's Educational Success: \$49,031 raised, invitations to WES Luncheon have been mailed, \$90,000 to award this year
- Scholarships: fundraising for existing and new scholarships is ongoing
- Monterey Peninsula Foundation \$135K proposal for faculty and student tech
- Launching new Student Veterans Endowment



## Upcoming Events

- President's Circle Back to School Night and Bubbles  
August 27, 5:30 – 6:30 pm
- Board of Directors Meeting:  
September 8, 12:00 – 2:00 pm
- Women's Educational Success Celebration:  
September 25, 12:00 – 1:00 pm



## MEMORANDUM

**DATE:** August 20, 2020

**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.

<b>Amount Raised 7/1/19 – 6/30/20</b>	<b>2019- 20 Target</b>	
\$412,490	\$385,000	President's Circle
\$11,229	\$50,000	Annual Fund
\$215,772	\$175,000	Women's Educational Success
\$218,563	\$150,000	Cabrillo Advancement Program (Endowed)
\$322,621	\$500,000	Scholarships (Endowed)
\$721,749	\$250,000	Scholarships (Nonendowed)
\$605,881	\$490,000	Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)
\$231,500	\$250,000	Student Support Services (Disabled student services, internships, tutoring, etc.)
\$286,500	\$250,000	Donor directed interests
\$1,670,000	\$500,000	Unbooked Planned Gifts
<b>\$4,696,305</b>	<b>\$3,000,000</b>	<b>TOTAL</b>

DATE: August 20, 2020

TO: Executive Committee

FROM: Eileen Hill

July 1, 2019 to June 30, 2020

2019-20 Outright Gifts Fundraising Total \$ 3,026,305

2019-20 Unbooked Revocable Planned Gifts \$ 1,670,000

**Total \$ 4,696,305**

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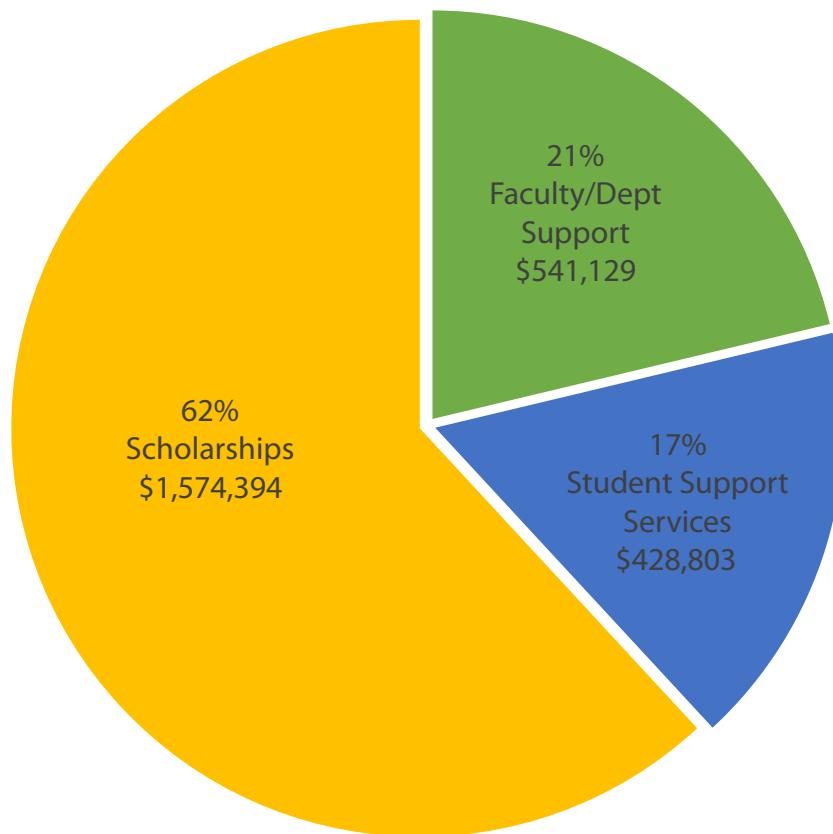
2019-20 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 07-01-19 to 06-30-20:

Anonymous (Emergency Grants)	\$ 250,000
SD Trombetta Foundation (ECE & Scholarships)	\$ 250,000
Monterey Peninsula Foundation (Web Design for Cabrillo)	\$ 200,000
Anonymous (Math Plus)	\$ 150,000
The Barbara Samper Foundation (CAP)	\$ 125,000
Anonymous (Scholarships)	\$ 105,000
Pat & Rowland Rebele (Journalism, Scholarships, President's Circle, WES, Cabrillo Stage)	\$ 79,350
Brian & Patti Herman (WES, Scholarships, Cabrillo Stage)	\$ 61,375
Joan Griffiths (President's Circle, WES & Scholarships)	\$ 60,508
Paul & Pat Shirley (CAP)	\$ 50,500
Pajaro Valley Community Health Trust (Scholarships)	\$ 50,200
Nancy Gregg Estate (Unrestricted)	\$ 42,621
The Peggy & Jack Baskin Foundation (WES, Girls in Engineering, Emergency Grants)	\$ 38,000
Elliott Mozée Estate (Scholarships)	\$ 35,000
Betty Ann Altman (Scholarship)	\$ 34,923
Friends of Cabrillo College 2020 (Emergency Grants)	\$ 28,069
Richard & Theresa Crocker (Emergency Grants, President's Circle)	\$ 26,500
Rick & Ruth Moe (President's Circle, WES, Emergency Grants)	\$ 25,364
Davidson Family Foundation (Engineering)	\$ 25,000
Vertical Raise Trust Account (Baseball)	\$ 20,613
Ow Family Properties (WES, Stroke Center, Scholarships)	\$ 20,500
Sheri Watson-Riley (Scholarship)	\$ 20,030
Jill & Dick Wilson (Scholarship)	\$ 20,000
Foundation for California Community Colleges (Scholarships, First Response Health)	\$ 18,045
Patty Quillin & Reed Hastings (WES & President's Circle)	\$ 16,000
Esther & Gerry Levandoski (President's Circle & CAP)	\$ 15,386
Edward & Debra Menges (Scholarship)	\$ 15,100
Bruce Berwald & Jan Parker (Scholarship)	\$ 15,000
William & Lupe Burgstrom (CAP)	\$ 15,000
Edward Newman & Leslie Christie (President's Circle)	\$ 15,000
Gifts under \$15,000 (1,891 of 1922 total donors)	<u>\$ 1,186,900</u>
Total Secured Gifts	<b>\$ 3,026,305</b>
Total Unbooked Revocable Planned Gifts	<u>\$ 1,670,000</u>
<b>TOTAL</b>	<b>\$ 4,696,305</b>

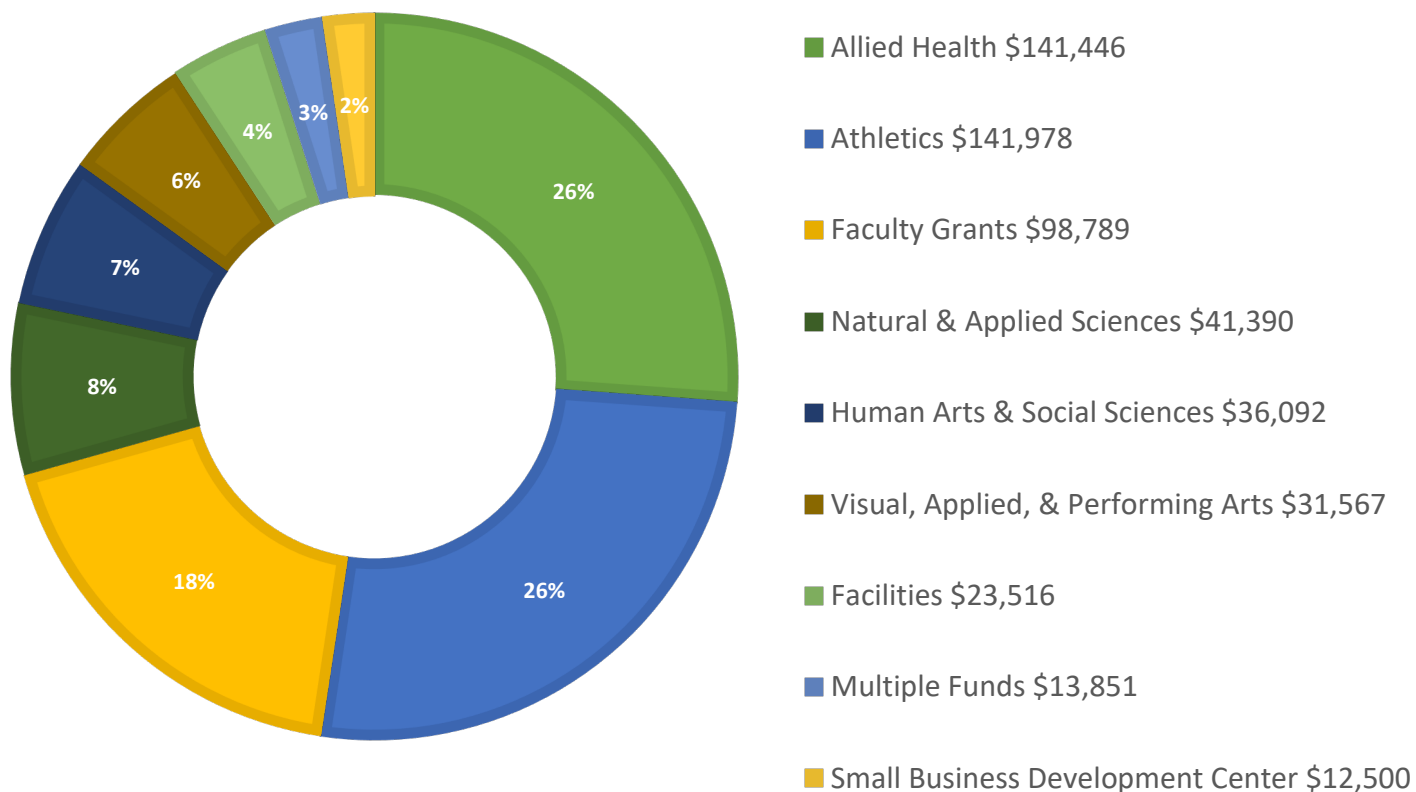
**Notes:** 1. For 2019-20, The Cabrillo College Foundation has been notified of five planned gifts.  
2. The cumulative unbooked revocable planned gifts total is \$25,795,000.

**Disbursements to Cabrillo College and Students**  
**July 1, 2019 to June 30, 2020**  
**Total: \$2,594,325\***

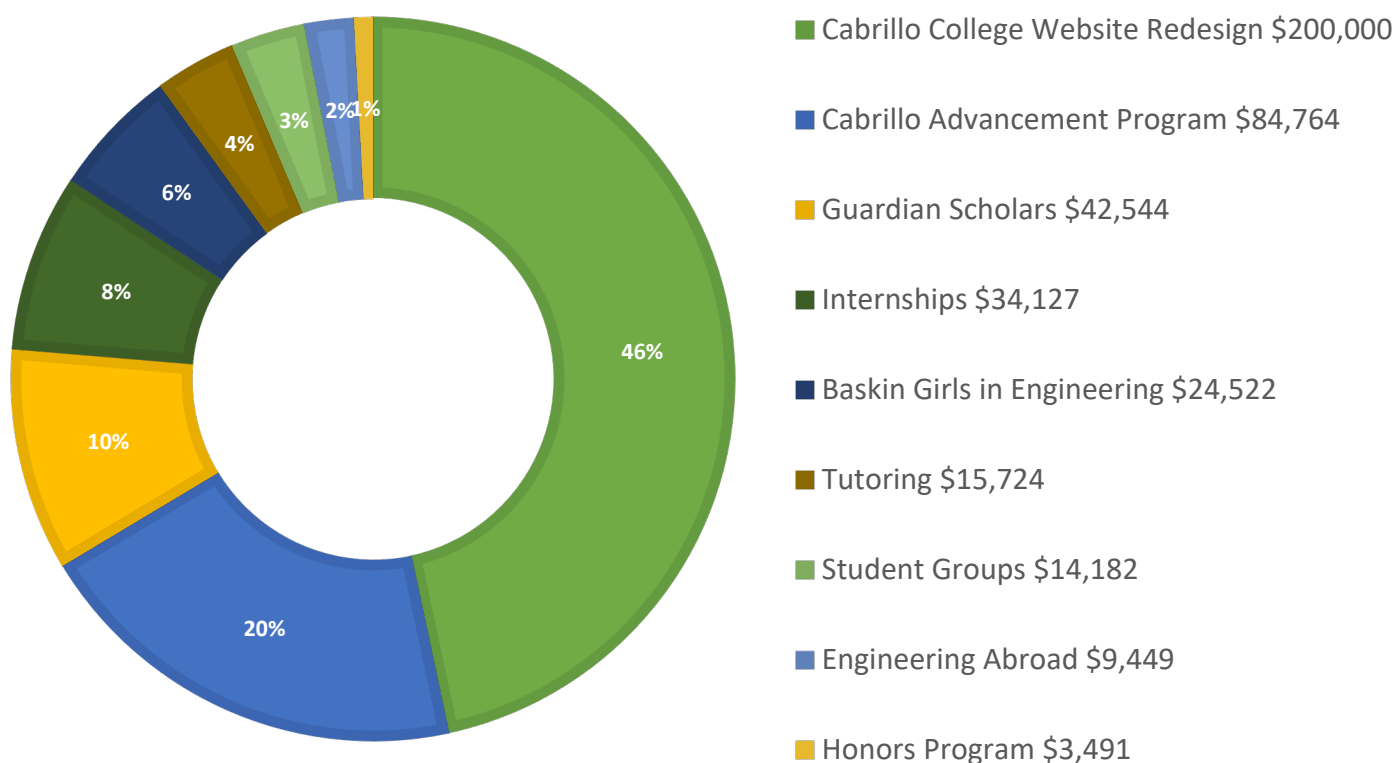


<b>Faculty/Department Support</b> (Nursing, Stroke Center, Dental Hygiene, Peace Library)	21%	\$541,129
<b>Student Support Services</b> (Foster Youth, Tutoring, CAP, Girls in Engineering)	17%	\$428,803
<b>Scholarships</b> (Direct support to students)	62%	\$1,574,394
SUB TOTAL		\$2,544,326
Cabrillo Measure R Campaign Contribution		\$49,999
	<b>TOTAL</b>	<b>\$2,594,325</b>

## 2019-20 FACULTY AND DEPARTMENT SUPPORT \$541,129



## 2019-20 STUDENT SUPPORT SERVICES \$428,803



## MEMORANDUM

**DATE:** August 20, 2020

**TO:** Executive Committee

**FROM:** Eileen Hill

**SUBJECT:** 2020-21 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.

<b>2020-21 Target</b>	
\$398,000	President's Circle
\$50,000	Annual Fund
\$175,000	Women's Educational Success
\$150,000	Cabrillo Advancement Program (Endowed)
\$500,000	Scholarships (Endowed)
\$250,000	Scholarships (Nonendowed)
\$477,000	Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)
\$250,000	Student Support Services (Disabled student services, internships, tutoring, etc.)
\$250,000	Donor directed interests
\$500,000	Unbooked Planned Gifts
<b>\$3,000,000</b>	<b>TOTAL</b>

DATE: August 20, 2020

TO: Executive Committee

FROM: Eileen Hill

July 1, 2020 to July 31, 2020

2020-21 Outright Gifts Fundraising Total \$ 144,011

2020-21 Unbooked Revocable Planned Gifts \$ 0

**Total \$ 144,011**

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2020-21 Fundraising Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 07-01-20 to 07-31-20:

The Grove Foundation (Scholarship) \$ 110,000

Sherman Unell (Stroke Center) \$ 10,000

Daryl Dichek & Kenneth Smith (President's Circle, WES, Library & VAPA) \$ 5,000

Harry & Mary Blanchard (President's Circle, WES, Stage) \$ 3,500

Eileen & Dave Hill (President's Circle, WES, CAP, Student Veterans, \$ 2,050

Scholarship)

Santa Cruz Host Lions Foundation (CAP & Scholarship) \$ 2,000

Michael & Toby Alexander (President's Circle, WES) \$ 1,361

Anonymous (Unrestricted) \$ 1,000

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

Carolyn Parham (WES) \$ 1,000

The Parish Publick House (Radiology Technology) \$ 996

William & Jill Harmon (Stroke Center) \$ 600

Cynthia Calvert (Scholarship) \$ 500

Burja Family (Scholarship) \$ 400

Tiffany Hammer (WES) \$ 300

Jan Graff (Student Veterans) \$ 250

Amy & David Harrington \$ 250

Judith Carlson Kelley (Unrestricted) \$ 250

Sherrie & Brian McMahon (Computer Equipment Fund) \$ 240

Grant & Pamela Ring (CAP) \$ 200

Sara Steffen (Scholarship) \$ 200

Bruce Berwald & Jan Parker (Scholarship) \$ 180

Blaine & Connie Brokaw (President's Circle) \$ 150

Allie Ottoboni (Scholarship) \$ 150

Felipe Trevino (Unrestricted) \$ 140

Sam & Karla Nigh (Scholarship) \$ 115

Gifts under \$115 (37 of 63 total donors) \$ 2,129

Total Secured Gifts **\$ 144,011**

Total Unbooked Revocable Planned Gifts \$ 0

**TOTAL \$ 144,011**

**Notes:** 1. The cumulative unbooked revocable planned gifts total is \$25,795,000.

**CABRILLO COLLEGE FOUNDATION**  
**June 30, 2020 Pre-Audit Condensed Narrative**  
**Updated August 4, 2020**

**(1) Balance Sheet**

- **Total Assets:**  
Total assets of \$37.1M are \$800k under prior year primarily due to the reduction in value of the assets in the MS Long term pool and reduction in pledges receivable outstanding.
- **Receivables:**  
Total pledges receivable are \$435K less than prior year. This is partially due to the write off of a \$210K receivable. We booked a pledge of \$310K, however in 2019-20 the donor chose to make their donation through their donor advised fund. Donors are not allowed to make pledge payments from their donor advised funds on pledges, therefore we wrote off the pledge balance but fully expect to receive another donation next year. The remaining deduction in the balance is due to receiving pledge payments throughout the year.
- **Liabilities:**  
Total Liabilities of \$2.9M are \$263K over prior year. There were \$85K more in scholarships awarded, \$60,910 more in outstanding accounts payable, mainly payable to Cabrillo College, and the PPP loan of \$102,569 was obtained June 26, 2020.
- **Net Assets:**  
Total net assets of \$34.3M are \$1.0M less than prior year.

**(2) Income Statement**

- **Revenue:**  
Total Revenue is \$3.1M less than prior year. Earned income as of June 30, 2020 is \$456K compared to the prior year balance of \$1.5M due to lower investment and fee income earned. Contributed income of \$2.5M is \$2.0M lower than prior year. The Annual fund income is \$55K under prior year. Due to Covid-19, the annual fund staff were only able to work for one week before we began working from home. Last year, contributed income was higher because we had received a \$1.4M pledge.
- **Expenses:**  
Total Expenses of \$4.5M are \$400K over prior year. Program expenses were \$329K lower than prior year and scholarships are \$576K higher than prior year. Uncollectible pledges are \$191,425 more than prior year due to the write off of the \$210,000 pledge described above. Adding to expenses this year was the \$49,999 contribution to Cabrillo's Measure R Campaign.

- **Surplus/Deficit:**

As of June 30, 2020, the Cabrillo College Foundation has a \$1.0M deficit compared to prior year surplus of \$2.4M.

### **(3) Operational Budget to Actual**

- **Revenue:**

Operating revenue of \$1.1M is \$83K favorable vs budget. Earned income was \$37K favorable due to larger than projected interest and dividend income and endowment management fees. Contributed income was \$45K favorable. President's Circle had an incredible year; raising \$56K more than budget.

- **Expenses:**

Operating expenses of \$946K are \$33K favorable vs projection primarily due to lower salaries, payroll taxes and benefits due to staffing pattern changes because of COVID. Annual Fund salaries were lower due to the suspension of the campaign and one regular part-time employee chose not to work from home when our office transitioned to working from home.

- **Surplus/Deficit:**

The operating fund surplus is \$195,559 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 \$489,805 in reserve pre-audit as of June 30, 2020. This is 96% of our 20-21 operating reserve goal of \$509,995.

### **(4) Investment Report – June 30, 2020**

- Our return on investments for the MS Long-Term Pool fiscal year to date as of June 30, 2020 (12 months) is as follows:

Actual Return:	-1.66%
Benchmark Return:	-3.19%
Difference:	1.53%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of June 30, 2020 (12 months) is as follows:

Actual Return:	4.07%
Benchmark Return:	.71%
Difference:	3.36%

- Our return on investments for the MS Title V Pool fiscal year to date as of June 30, 2020 (12 months) is as follows:
 

Actual Return:	2.00%
Benchmark Return:	3.85%
Difference:	-1.85%
- Our return on investments for the MS Title III Pool fiscal year to date as of June 30, 2020 (12 months) is as follows:
 

Actual Return:	1.81%
Benchmark Return:	3.23%
Difference:	-1.42%
- Our return on investments for the MS Intermediate-Term Pool year to date as of June 30, 2020 (12 months) is as follows:
 

Actual Return:	4.14%
Benchmark Return:	4.20%
Difference:	-0.06%
- Our return on investments for the MS Short-Term Pool fiscal year to date as of June 30, 2020 (12 months) is as follows:
 

Actual Return:	1.20%
Benchmark Return:	.69%
Difference:	.51%

**Cabrillo College Foundation**  
**Pre-Audit Balance Sheet as of June 30, 2020**  
**With Comparative Totals as of June 30, 2019**

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
<b>ASSETS</b>					
<b>CASH AND INVESTMENTS</b>					
<b>CASH</b>					
SANTA CRUZ COUNTY BANK	\$12,819	\$26,413	\$43,255	\$82,488	\$92,669
SANTA CRUZ COUNTY BANK	\$21,163	\$100,458	\$2,105	\$123,726	\$311,307
BAY FEDERAL CREDIT UNION	\$6,171	\$0	\$1,290	\$7,460	\$7,454
BAY FEDERAL CREDIT UNION	\$175,989	\$0	\$0	\$175,989	\$173,641
MORGAN STANLEY MID TERM POOL	\$409,237	\$494,205	\$0	\$903,442	\$707,093
MORGAN STANLEY NONENDOWED	\$938,098	\$2,782,479	\$0	\$3,720,577	\$3,474,095
MORGAN STANLEY GIFT RECEIPT	\$2,000	\$0	\$0	\$2,000	\$3,551
SANTA CRUZ COUNTY BANK	\$0	\$0	\$0	\$0	\$207,678
SUBTOTAL CASH	\$1,565,476	\$3,403,555	\$46,650	\$5,015,681	\$4,977,488
<b>INVESTMENTS</b>					
MORGAN STANLEY TITLE III/V HOLDING	\$14	\$0	\$13,250	\$13,264	\$1,512
MORGAN STANLEY LONG TERM POOL	\$141,861	\$0	\$27,760,252	\$27,902,113	\$28,419,424
MORGAN STANLEY TITLE V	\$17,211	\$0	\$1,143,639	\$1,160,850	\$1,176,498
MORGAN STANLEY TITLE III	\$3,784	\$0	\$260,874	\$264,658	\$248,201
MORGAN STANLEY ESG	\$4,524	\$0	\$1,272,375	\$1,276,899	\$1,103,114
SUBTOTAL INVESTMENTS	\$167,393	\$0	\$30,450,391	\$30,617,784	\$30,948,748
TOTAL CASH AND INVESTMENTS	\$1,732,870	\$3,403,555	\$30,497,041	\$35,633,465	\$35,926,236
<b>RECEIVABLES</b>					
<b>PLEDGES</b>					
PLEDGES - UNRESTRICTED	\$7,652	\$0	\$0	\$7,652	\$16,973
PLEDGES - ANNUAL FUND	\$3,580	\$0	\$0	\$3,580	\$20,019
PLEDGES - RESTRICTED	\$0	\$136,020	\$1,065,352	\$1,201,372	\$1,616,304
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$1,279)	\$0	\$0	(\$1,279)	(\$6,998)
SUBTOTAL PLEDGES	\$9,953	\$136,020	\$1,065,352	\$1,211,325	\$1,646,299
<b>ACCOUNTS RECEIVABLE</b>					
ACCOUNTS RECEIVABLE	\$0	\$24,685	\$17,728	\$42,413	\$42,711

**Cabrillo College Foundation**  
**Pre-Audit Balance Sheet as of June 30, 2020**  
 With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
TOTAL ACCOUNTS RECEIVABLE	\$0	\$24,685	\$17,728	\$42,413	\$42,711
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$54,594	\$52,663	\$10,571	\$117,828	\$134,920
SUBTOTAL OTHER RECEIVABLES	\$54,594	\$52,663	\$10,571	\$117,828	\$134,920
TOTAL RECEIVABLES	\$64,547	\$213,368	\$1,093,651	\$1,371,567	\$1,823,930
FIXED ASSETS					
OFFICE EQUIPMENT	\$36,303	\$0	\$0	\$36,303	\$36,303
ACCUMULATED DEPRECIATION	(\$33,478)	\$0	\$0	(\$33,478)	(\$32,267)
TOTAL FIXED ASSETS (NET)	\$2,825	\$0	\$0	\$2,825	\$4,036
PREPAID EXPENSES	\$16,726	\$0	\$0	\$16,726	\$19,508
PREPAID RETIREMENT EXPENSE	\$6,321	\$0	\$0	\$6,321	\$12,625
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$30,779	\$0	\$0	\$30,779	\$30,779
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$70,315	\$0	\$0	\$70,315	\$70,315
<b>TOTAL ASSETS</b>	<b>\$1,924,383</b>	<b>\$3,616,923</b>	<b>\$31,590,692</b>	<b>\$37,131,998</b>	<b>\$37,887,429</b>

**Cabrillo College Foundation**  
**Pre-Audit Balance Sheet as of June 30, 2020**  
 With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
<b>LIABILITIES AND NET ASSETS</b>					
<b>LIABILITIES</b>					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$69,451	\$303,714	\$86,112	\$459,277	\$398,367
SCHOLARSHIPS PAYABLE	\$0	\$318,342	\$459,989	\$778,331	\$693,308
SANTA CRUZ COUNTY BANK PPP LOAN	\$102,569	\$0	\$0	\$102,569	\$0
ACCRUED PTO	\$65,217	\$0	\$0	\$65,217	\$59,407
SECTION 125 WITHHOLDINGS	\$409	\$0	\$0	\$409	\$0
EMPLOYEE PORTION OF BENEFITS	\$0	\$0	\$0	\$0	\$80
ACCRUED RETIREE MEDICAL BENEFITS	\$120,755	\$0	\$0	\$120,755	\$120,755
UNFUNDED PERS PENSION LIABILITY	\$446,969	\$0	\$0	\$446,969	\$446,969
DEFERRED INFLOWS - PERS	\$18,324	\$0	\$0	\$18,324	\$18,324
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$823,694	\$622,056	\$546,100	\$1,991,851	\$1,737,210
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$33,997	\$731,003	\$765,000	\$749,500
ENDOWED SCHOLARSHIPS	\$0	\$0	\$8,500	\$8,500	\$8,000
NONENDOWED SCHOLARSHIPS	\$0	\$102,653	\$0	\$102,653	\$110,653
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$136,650	\$739,503	\$876,153	\$868,153
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$100	\$246	\$346	\$0
SUBTOTAL WES GRANTS PAYABLE	\$0	\$100	\$246	\$346	\$0
<b>TOTAL LIABILITIES</b>	<b>\$823,694</b>	<b>\$758,806</b>	<b>\$1,285,849</b>	<b>\$2,868,350</b>	<b>\$2,605,363</b>
<b>NET ASSETS</b>					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$489,805	\$0	\$0	\$489,805	\$489,805
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMEN	\$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	\$60,705	\$0	\$0	\$60,705	\$60,705
UNDESIGNATED	\$230,877	\$0	\$0	\$230,877	\$35,317

**Cabrillo College Foundation**  
**Pre-Audit Balance Sheet as of June 30, 2020**  
With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
SUBTOTAL OPERATING NET ASSETS	\$1,100,689	\$0	\$0	\$1,100,689	\$905,129
NET ASSETS - NONENDOWED	\$0	\$2,858,117	\$0	\$2,858,117	\$3,273,892
NET ASSETS - ENDOWED	\$0	\$0	\$30,304,843	\$30,304,843	\$31,103,044
TOTAL NET ASSETS	\$1,100,689	\$2,858,117	\$30,304,843	\$34,263,648	\$35,282,065
TOTAL LIABILITIES AND NET ASSETS	\$1,924,383	\$3,616,923	\$31,590,692	\$37,131,998	\$37,887,429
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$905,129	\$3,273,892	\$31,103,044	\$35,282,065	\$32,843,745
NET SURPLUS/(DEFICIT)	\$195,559	(\$415,775)	(\$798,202)	(\$1,018,417)	\$2,438,320
ENDING NET ASSETS	\$1,100,689	\$2,858,117	\$30,304,843	\$34,263,648	\$35,282,065

**Cabrillo College Foundation**  
**Income Statement by Fund as of June 30, 2020**  
 With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
<b>REVENUE</b>					
<b>EARNED INCOME</b>					
INTEREST AND DIVIDENDS	\$74,847	\$0	\$787,710	\$862,557	\$950,336
UNREALIZED GAIN/LOSS ON SECURITIES	(\$4,320)	\$0	\$517,687	\$513,367	(\$2,769,738)
REALIZED GAINS/LOSSES	\$9,534	\$0	(\$1,486,189)	(\$1,476,656)	\$2,724,401
CHANGE IN VALUE OF SPLIT INTEREST AGREEMENT	\$0	\$0	\$0	\$0	(\$3,489)
FEE INCOME	\$83,771	\$0	\$0	\$83,771	\$114,339
OPERATIONAL ENDOWMENT PAYOUT	\$14,276	\$0	\$0	\$14,276	\$14,122
ENDOWMENT MANAGEMENT FEE	\$458,481	\$0	\$0	\$458,481	\$446,027
<b>TOTAL EARNED INCOME</b>	<b>\$636,590</b>	<b>\$0</b>	<b>(\$180,792)</b>	<b>\$455,798</b>	<b>\$1,475,999</b>
<b>CONTRIBUTED INCOME</b>					
RESTRICTED CONTRIBUTIONS	\$0	\$1,653,799	\$887,038	\$2,540,837	\$4,558,664
OTHER INCOME	\$4,196	\$0	\$0	\$4,196	\$0
ANNUAL FUND	\$11,434	\$0	\$0	\$11,434	\$66,325
PRESIDENT'S CIRCLE GIFTS	\$422,428	\$0	\$0	\$422,428	\$382,267
CAR DONATION PROGRAM	\$0	\$0	\$0	\$0	\$0
UNRESTRICTED GIFTS	\$43,449	\$0	\$0	\$43,449	\$23,186
INTERFUND CONTRIBUTIONS	\$0	(\$31,034)	\$29,784	(\$1,250)	\$0
IN KIND REVENUE	\$0	\$10,764	\$0	\$10,764	\$41,733
IN KIND REVENUE-RENT	\$23,712	\$0	\$0	\$23,712	\$23,556
<b>TOTAL CONTRIBUTED INCOME</b>	<b>\$505,220</b>	<b>\$1,633,529</b>	<b>\$916,822</b>	<b>\$3,055,570</b>	<b>\$5,095,731</b>
<b>TOTAL REVENUE</b>	<b>\$1,141,810</b>	<b>\$1,633,529</b>	<b>\$736,029</b>	<b>\$3,511,368</b>	<b>\$6,571,730</b>
<b>EXPENSES</b>					
<b>SALARIES &amp; WAGES</b>					
SALARIES & WAGES	\$462,290	\$0	\$8,242	\$470,531	\$456,078
PPP LOAN PAYROLL COSTS	\$0	\$0	\$0	\$0	\$0
<b>TOTAL SALARIES &amp; WAGES</b>	<b>\$462,290</b>	<b>\$0</b>	<b>\$8,242</b>	<b>\$470,531</b>	<b>\$456,078</b>
<b>PAYROLL TAXES, BENEFITS</b>					
PAYROLL TAXES, BENEFITS	\$249,815	\$0	\$918	\$250,733	\$298,292
PPP LOAN BENEFITS & TAXES	\$0	\$0	\$0	\$0	\$0

**Cabrillo College Foundation**  
**Income Statement by Fund as of June 30, 2020**  
 With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
TOTAL PAYROLL TAXES, BENEFITS	\$249,815	\$0	\$918	\$250,733	\$298,292
ADVERTISING	\$162	\$0	\$0	\$162	\$480
PRINTING	\$13,643	\$0	\$0	\$13,643	\$18,485
PHOTOS	\$2,350	\$0	\$0	\$2,350	\$1,450
CONSULTANTS	\$31,577	\$0	\$0	\$31,577	\$42,366
FOOD	\$0	\$0	\$0	\$0	\$196
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$30,930	\$0	\$0	\$30,930	\$41,054
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$2,663	\$0	\$0	\$2,663	\$8,905
DEPRECIATION EXPENSE	\$1,211	\$0	\$0	\$1,211	\$1,211
SOFTWARE MAINTENANCE	\$12,544	\$0	\$0	\$12,544	\$11,708
SOFTWARE	\$0	\$0	\$0	\$0	\$159
TOTAL OFFICE EQUIP & MAINTENANCE	\$16,418	\$0	\$0	\$16,418	\$21,983
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,456	\$0	\$0	\$1,456	\$665
OFFICE SUPPLIES	\$5,482	\$0	\$0	\$5,482	\$9,322
POSTAGE & MAILING SERVICE	\$7,090	\$0	\$0	\$7,090	\$9,123
BOARD EXPENSES	\$3,305	\$0	\$0	\$3,305	\$1,119
OTHER EXPENSES					
MISCELLANEOUS	\$988	\$0	\$0	\$988	\$724
UNCOLLECTIBLE PLEDGES	\$18,067	\$200,651	\$11	\$218,729	\$27,304
BOND CAMPAIGN SUPPORT-DIRECT EXPENSES	\$49,999	\$0	\$0	\$49,999	\$0
MILEAGE & PARKING	\$463	\$0	\$0	\$463	\$448
INTERNET SERVICE	\$1,157	\$0	\$0	\$1,157	\$1,299
IT HOSTING SERVICE	\$9,355	\$0	\$0	\$9,355	\$9,355
BANK CHARGES	\$7,151	\$0	\$0	\$7,151	\$5,655
INVESTMENT FEES	\$3,879	\$0	\$127,938	\$131,817	\$140,951
MANAGEMENT FEES	\$0	\$0	\$458,481	\$458,481	\$446,027
DIRECTOR/OFFICER LIABILITY INS	\$3,059	\$0	\$0	\$3,059	\$3,008
LIABILITY AND PROPERTY INSURANCE	\$3,905	\$0	\$0	\$3,905	\$3,881
TOTAL OTHER EXPENSES	\$98,022	\$200,651	\$586,430	\$885,104	\$638,652

**Cabrillo College Foundation**  
**Income Statement by Fund as of June 30, 2020**  
 With Comparative Totals as of June 30, 2019

	Operating 6/30/20 A	Nonendowed 6/30/20 B	Endowed 6/30/20 C	Total 6/30/20 D	Total 6/30/19 E
IN KIND EXPENSE	\$0	\$10,764	\$0	\$10,764	\$41,733
IN KIND EXPENSE - RENT	\$23,712	\$0	\$0	\$23,712	\$23,556
NONENDOWED PROGRAM EXPENSES	\$0	\$766,155	\$0	\$766,155	\$917,132
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$292,186	\$292,186	\$469,941
SCHOLARSHIPS	\$0	\$1,071,734	\$646,455	\$1,718,189	\$1,141,784
<b>TOTAL EXPENSES</b>	<b>\$946,250</b>	<b>\$2,049,304</b>	<b>\$1,534,231</b>	<b>\$4,529,785</b>	<b>\$4,133,410</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$195,559</b>	<b>(\$415,775)</b>	<b>(\$798,202)</b>	<b>(\$1,018,417)</b>	<b>\$2,438,320</b>

# **Cabrillo College Foundation** **Post-Audit Income Statement - Operating Budget as of 6/30/20** **With Comparative Totals as of 06/30/19**

	18-19 Actual 12 Months A	19-20 Actual 12 Months B	19-20 Budget 12 Months C	19-20 Actual To 19-20 Budget D
<b>REVENUE</b>				
<b>EARNED INCOME</b>				
INTEREST AND DIVIDENDS	\$82,678	\$74,847	\$69,000	\$5,847
UNREALIZED GAIN/LOSS ON SECURITIES	(\$3,710)	(\$4,320)	\$0	(\$4,320)
REALIZED GAINS/LOSSES	\$4,149	\$9,534	\$0	\$9,534
CHANGE IN VALUE OF SPLIT INTEREST AGREE	(\$2,766)	\$0	\$0	\$0
FEE INCOME	\$114,339	\$83,771	\$97,785	(\$14,014)
OPERATIONAL ENDOWMENT PAYOUT	\$14,122	\$14,276	\$15,500	(\$1,224)
ENDOWMENT MANAGEMENT FEE	\$446,027	\$458,481	\$416,961	\$41,520
<b>TOTAL EARNED INCOME</b>	<b>\$654,839</b>	<b>\$636,590</b>	<b>\$599,246</b>	<b>\$37,344</b>
<b>CONTRIBUTED INCOME</b>				
OTHER INCOME	\$0	\$4,196	\$0	\$4,196
ANNUAL FUND	\$66,325	\$11,434	\$50,000	(\$38,566)
PRESIDENT'S CIRCLE GIFTS	\$382,267	\$422,428	\$366,000	\$56,428
UNRESTRICTED GIFTS	\$23,186	\$43,449	\$20,000	\$23,449
INTERFUND CONTRIBUTIONS	\$4,000	\$0	\$0	\$0
IN KIND REVENUE-RENT	\$23,556	\$23,712	\$23,712	\$1
<b>TOTAL CONTRIBUTED INCOME</b>	<b>\$499,334</b>	<b>\$505,220</b>	<b>\$459,712</b>	<b>\$45,508</b>
<b>TOTAL REVENUE</b>	<b>\$1,154,173</b>	<b>\$1,141,810</b>	<b>\$1,058,958</b>	<b>\$82,852</b>
<b>EXPENSES</b>				
<b>SALARIES &amp; WAGES</b>				
SALARIES & WAGES	\$447,956	\$462,290	\$488,905	\$26,615
PPP LOAN PAYROLL COSTS	\$0	\$0	\$0	\$0
<b>TOTAL SALARIES &amp; WAGES</b>	<b>\$447,956</b>	<b>\$462,290</b>	<b>\$488,905</b>	<b>\$26,615</b>
<b>PAYROLL TAXES, BENEFITS</b>				
PAYROLL TAXES, BENEFITS	\$297,311	\$249,815	\$255,714	\$5,899
PPP LOAN BENEFITS & TAXES	\$0	\$0	\$0	\$0
<b>TOTAL PAYROLL TAXES, BENEFITS</b>	<b>\$297,311</b>	<b>\$249,815</b>	<b>\$255,714</b>	<b>\$5,899</b>
<b>ADVERTISING</b>	<b>\$480</b>	<b>\$162</b>	<b>\$1,000</b>	<b>\$838</b>

**Cabrillo College Foundation**  
**Post-Audit Income Statement - Operating Budget as of 6/30/20**  
**With Comparative Totals as of 06/30/19**

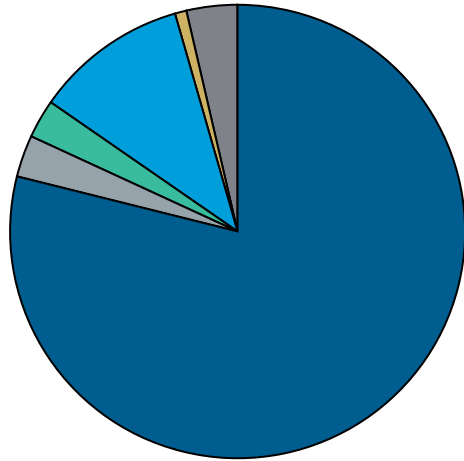
	18-19 Actual 12 Months A	19-20 Actual 12 Months B	19-20 Budget 12 Months C	19-20 Actual To 19-20 Budget D
PRINTING	\$18,485	\$13,643	\$20,000	\$6,357
PHOTOS	\$1,450	\$2,350	\$3,900	\$1,550
CONSULTANTS	\$42,366	\$31,577	\$45,025	\$13,448
FOOD	\$196	\$0	\$0	\$0
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$41,054	\$30,930	\$59,278	\$28,348
OFFICE EQUIP & MAINTENANCE				
OFFICE EQUIPMENT	\$8,905	\$2,663	\$1,340	(\$1,323)
DEPRECIATION EXPENSE	\$1,211	\$1,211	\$1,211	\$0
SOFTWARE MAINTENANCE	\$11,708	\$12,544	\$12,486	(\$58)
SOFTWARE	\$159	\$0	\$0	\$0
TOTAL OFFICE EQUIP & MAINTENANCE	\$21,983	\$16,418	\$15,037	(\$1,381)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$665	\$1,456	\$1,656	\$200
OFFICE SUPPLIES	\$9,322	\$5,482	\$7,012	\$1,530
POSTAGE & MAILING SERVICE	\$9,123	\$7,090	\$10,223	\$3,133
BOARD EXPENSES	\$1,119	\$3,305	\$2,393	(\$912)
OTHER EXPENSES				
MISCELLANEOUS	\$724	\$988	\$550	(\$438)
UNCOLLECTIBLE PLEDGES	\$26,293	\$18,067	\$17,500	(\$567)
BOND CAMPAIGN SUPPORT-DIRECT EXPENSE	\$0	\$49,999	\$0	(\$49,999)
MILEAGE & PARKING	\$448	\$463	\$645	\$182
INTERNET SERVICE	\$1,299	\$1,157	\$1,440	\$283
IT HOSTING SERVICE	\$9,355	\$9,355	\$9,355	\$1
BANK CHARGES	\$5,655	\$7,151	\$8,000	\$849
INVESTMENT FEES	\$710	\$3,879	\$370	(\$3,509)
DIRECTOR/OFFICER LIABILITY INS	\$3,008	\$3,059	\$3,692	\$633
LIABILITY AND PROPERTY INSURANCE	\$3,881	\$3,905	\$4,202	\$297
TOTAL OTHER EXPENSES	\$51,374	\$98,022	\$45,754	(\$52,268)
IN KIND EXPENSE - RENT	\$23,556	\$23,712	\$23,712	(\$1)
<b>TOTAL EXPENSES</b>	<b>\$966,439</b>	<b>\$946,250</b>	<b>\$979,609</b>	<b>\$33,358</b>

**Cabrillo College Foundation**  
**Post-Audit Income Statement - Operating Budget as of 6/30/20**  
**With Comparative Totals as of 06/30/19**

	<b>18-19 Actual 12 Months A</b>	<b>19-20 Actual 12 Months B</b>	<b>19-20 Budget 12 Months C</b>	<b>19-20 Actual To 19-20 Budget D</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$187,734</b>	<b>\$195,559</b>	<b>\$79,349</b>	<b>\$116,210</b>

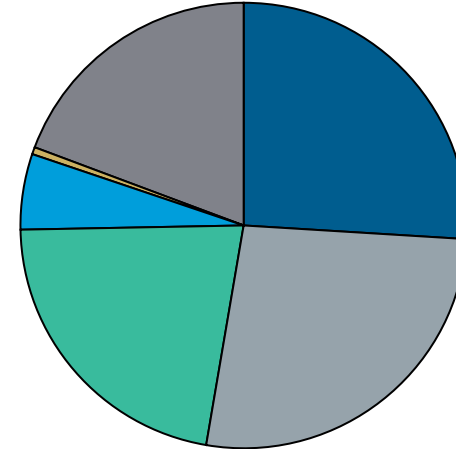
**Cabrillo College Foundation**  
As of July 31, 2020

**Asset Allocation by Composite**



	Market Value (\$)	Allocation (%)
Long-Term Portfolio	25,818,659	78.9
ESG Long-Term Portfolio	974,952	3.0
Intermediate-Term Portfolio	904,503	2.8
Short-Term Portfolio	3,567,090	10.9
Title III Endowment Portfolio	269,056	0.8
Title V Endowment Portfolio	1,184,553	3.6

**Asset Allocation by Segment**



Segments	Market Value (\$)	Allocation (%)
Domestic Equity	8,497,565	26.0
International Equity	8,743,346	26.7
Domestic Fixed Income	7,199,588	22.0
Alternative Investment	1,796,973	5.5
Global Other	172,158	0.5
Cash Equivalent	6,309,183	19.3

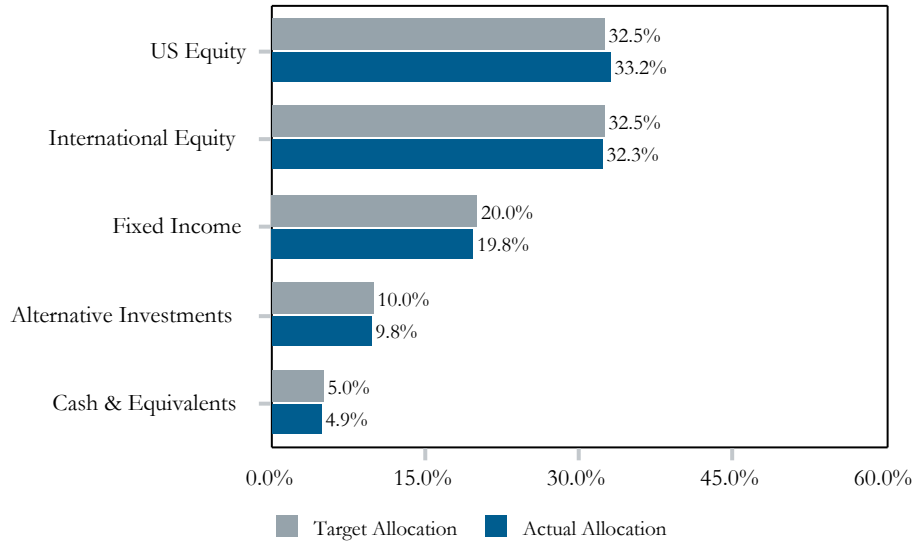
	Total Fund	Domestic Equity	International Equity	Domestic Fixed Income	Alternative Investment	Global Other	Cash Equivalent
<b>Cabrillo College Foundation</b>	<b>32,718,812</b>	<b>8,497,565</b>	<b>8,743,346</b>	<b>7,199,588</b>	<b>1,796,973</b>	<b>172,158</b>	<b>6,309,183</b>
Long-Term Portfolio	25,818,659	7,950,190	8,228,936	5,121,188	1,784,024	172,158	2,562,163
ESG Long-Term Portfolio	974,952	336,303	318,808	299,774	12,949	-	7,118
Intermediate-Term Pool	904,503	-	-	899,396	-	-	5,107
Short-Term Portfolio	3,567,090	-	-	-	-	-	3,567,090
Title III Endowment Portfolio	269,056	33,413	30,488	135,396	-	-	69,759
Title V Endowment Portfolio	1,184,553	177,659	165,114	743,833	-	-	97,947

# Cabrillo College Foundation

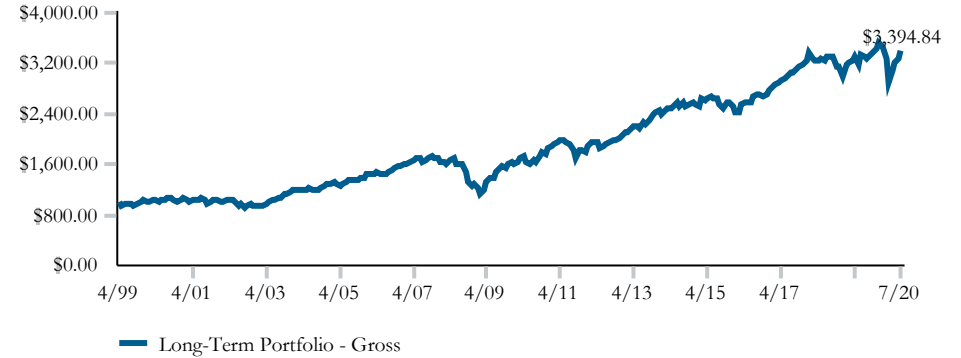
## Long-Term Portfolio Summary

As of July 31, 2020

### Asset Allocation Analysis

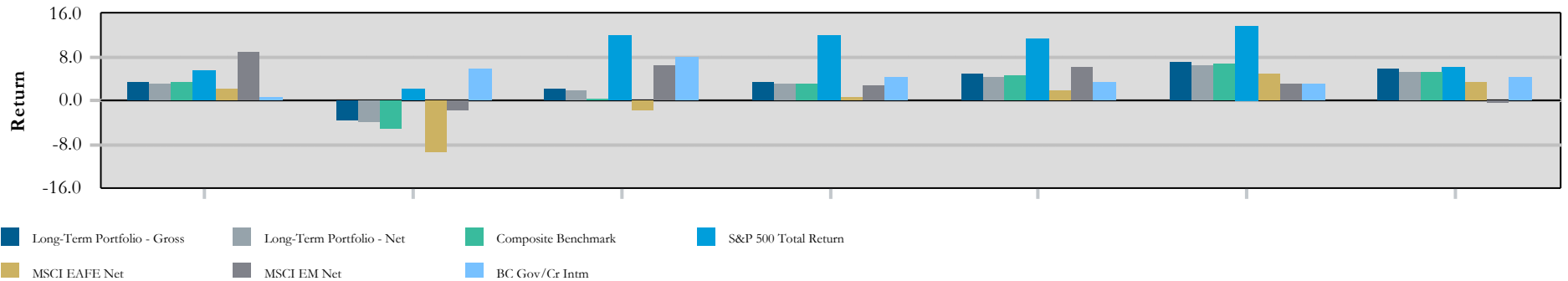


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Long-Term Portfolio - Gross			05/01/99
Beginning Market Value	24,989,349	5,808,118	
Net Deposits/Withdrawals	-10	4,066,594	
Gain/Loss	829,319	15,943,946	
Ending Market Value	25,818,659	25,818,659	

### Performance



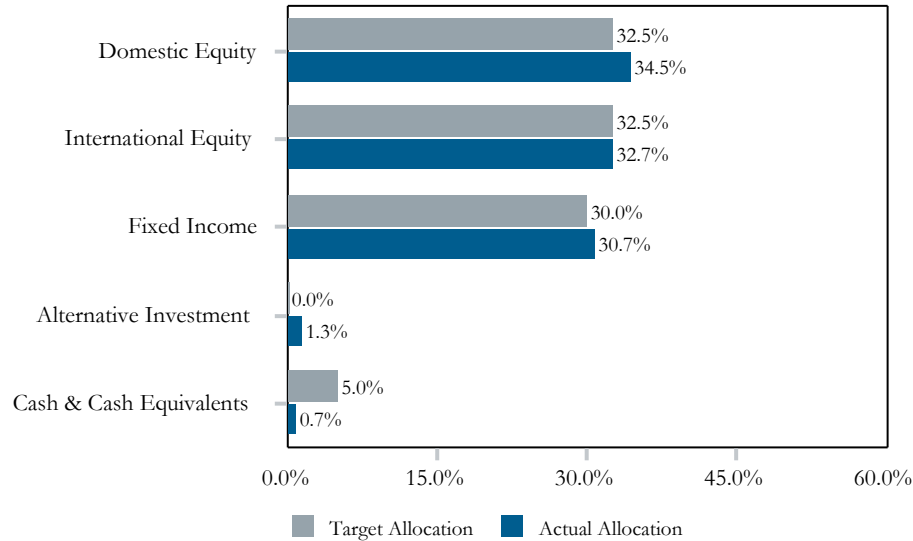
	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Long-Term Portfolio - Gross	3.40	-3.66	2.34	3.61	5.10	7.27	5.92	05/01/1999
Long-Term Portfolio - Net	3.32	-3.94	1.91	3.17	4.56	6.60	5.29	05/01/1999
Composite Benchmark	3.51	-5.14	0.39	3.25	4.74	6.96	5.41	05/01/1999
S&P 500 Total Return	5.64	2.39	11.96	12.01	11.49	13.84	6.32	05/01/1999
MSCI EAFE Net	2.33	-9.28	-1.67	0.63	2.10	5.02	3.54	05/01/1999
MSCI EM Net	8.94	-1.72	6.55	2.84	6.15	3.33	0.15	05/01/1999
BC Gov/Cr Intm	0.75	6.06	7.95	4.53	3.54	3.09	4.51	05/01/1999

# Cabrillo College Foundation

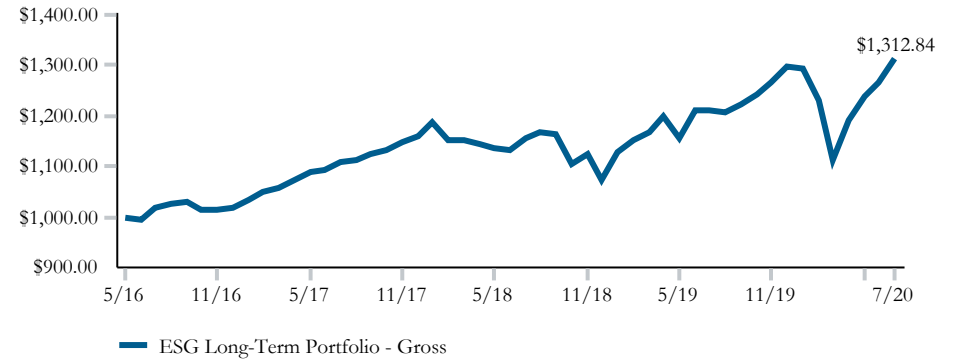
## ESG Long-Term Portfolio Summary

As of July 31, 2020

### Asset Allocation Analysis

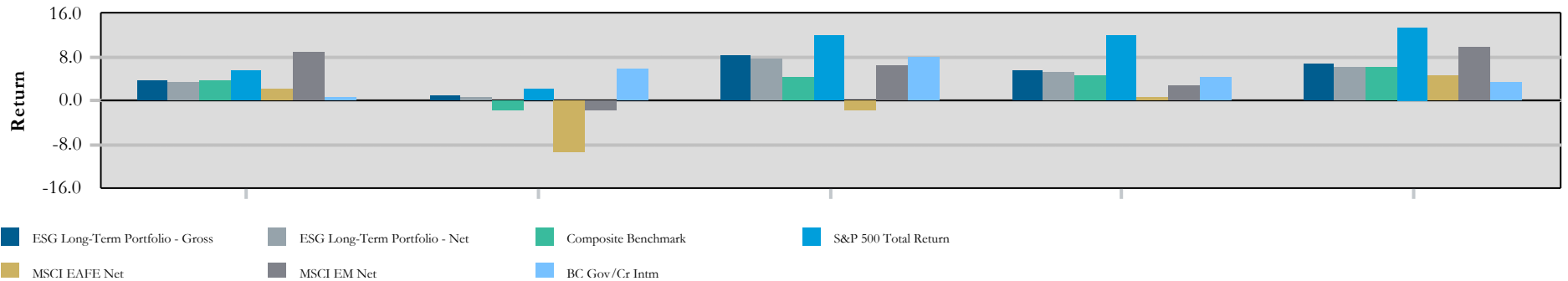


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross			06/01/16
Beginning Market Value	944,376	572,092	
Net Deposits/Withdrawals	-	211,652	
Gain/Loss	30,577	191,208	
Ending Market Value	974,952	974,952	

### Performance



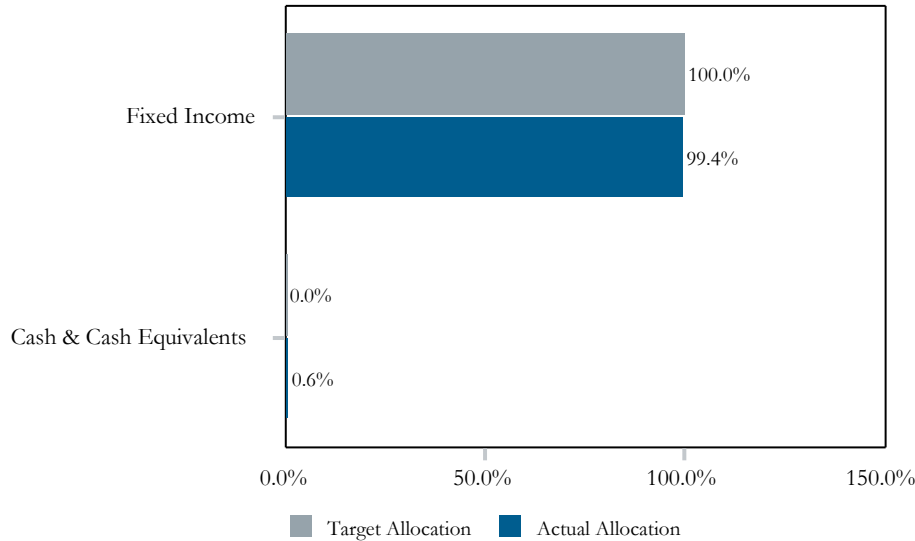
	Fiscal YTD	YTD	1 Year	3 Years	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross	3.67	1.03	8.30	5.76	6.75	06/01/2016
ESG Long-Term Portfolio - Net	3.57	0.71	7.81	5.33	6.27	06/01/2016
Composite Benchmark	3.82	-1.69	4.57	4.58	6.17	06/01/2016
S&P 500 Total Return	5.64	2.39	11.96	12.01	13.49	06/01/2016
MSCI EAFE Net	2.33	-9.28	-1.67	0.63	4.86	06/01/2016
MSCI EM Net	8.94	-1.72	6.55	2.84	9.91	06/01/2016
BC Gov/Cr Intm	0.75	6.06	7.95	4.53	3.65	06/01/2016

# Cabrillo College Foundation

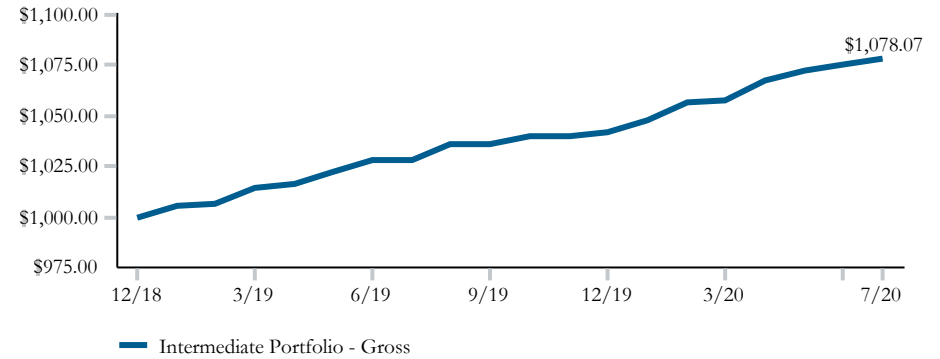
## Intermediate Portfolio Summary

As of July 31, 2020

### Asset Allocation Analysis

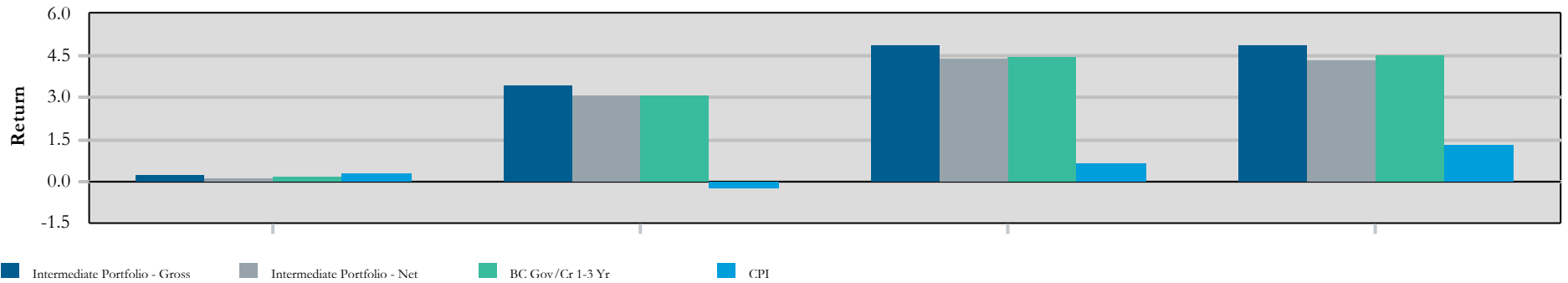


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Intermediate Portfolio - Gross			01/01/19
Beginning Market Value	903,487	305,006	
Net Deposits/Withdrawals	-	554,910	
Gain/Loss	1,016	44,587	
Ending Market Value	904,503	904,503	

### Performance



	Fiscal YTD	YTD	1 Year	Since Inception	Inception Date
Intermediate Portfolio - Gross	0.23	3.44	4.87	4.86	01/01/2019
Intermediate Portfolio - Net	0.11	3.08	4.38	4.34	01/01/2019
BC Gov/Cr 1-3 Yr	0.19	3.07	4.46	4.50	01/01/2019
CPI	0.26	-0.24	0.67	1.31	01/01/2019

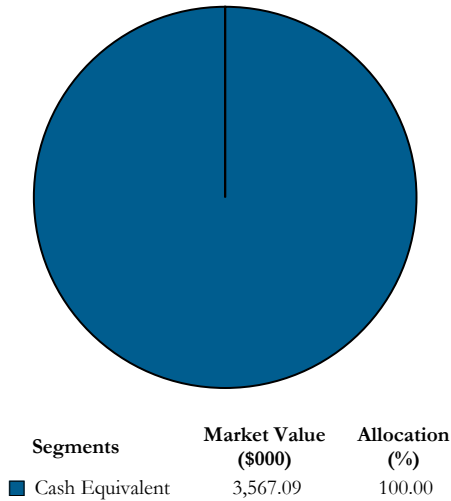
# Cabrillo College Foundation

## Short-Term Portfolio Summary

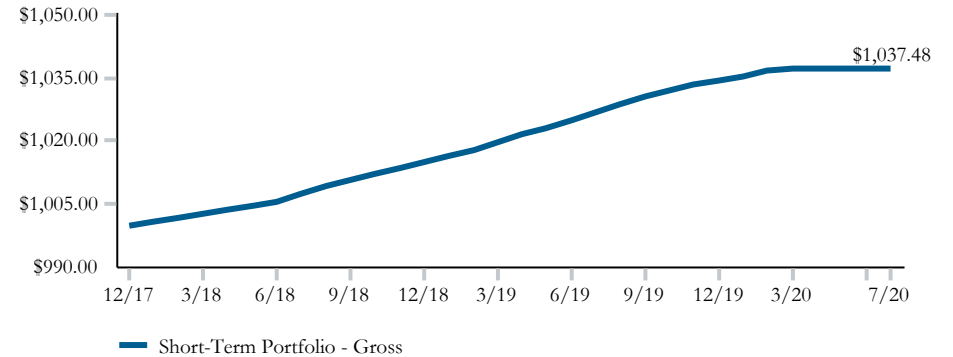
As of July 31, 2020

### Asset Allocation Analysis

July 31, 2020 : \$3,567

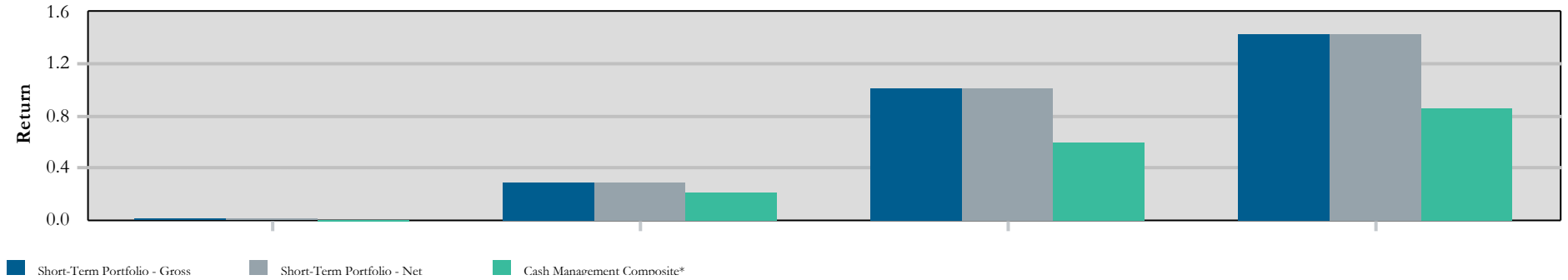


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Short-Term Portfolio - Gross			01/01/18
Beginning Market Value	3,720,577	2,847,882	
Net Deposits/Withdrawals	-153,724	589,466	
Gain/Loss	237	129,743	
Ending Market Value	3,567,090	3,567,090	

### Performance



	Fiscal YTD	YTD	1 Year	Since Inception	Inception Date
Short-Term Portfolio - Gross	0.01	0.30	1.02	1.43	01/01/2018
Short-Term Portfolio - Net	0.01	0.30	1.02	1.43	01/01/2018
Cash Management Composite*	0.01	0.21	0.60	0.86	01/01/2018

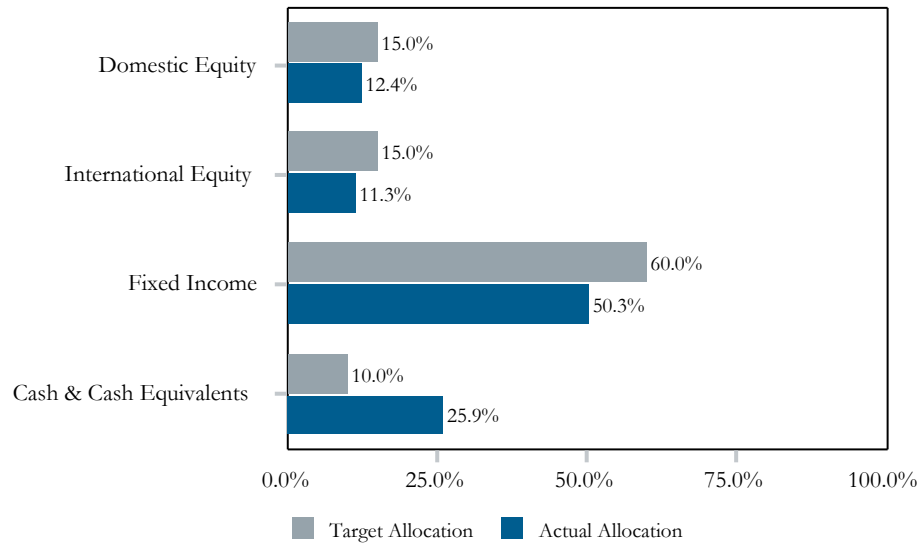
\*Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash

# Cabrillo College Foundation

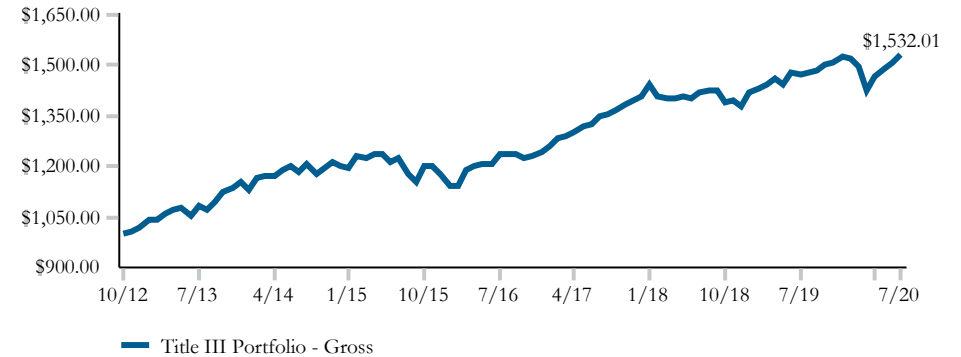
## Title III Portfolio Summary

### As of July 31, 2020

#### Asset Allocation Analysis

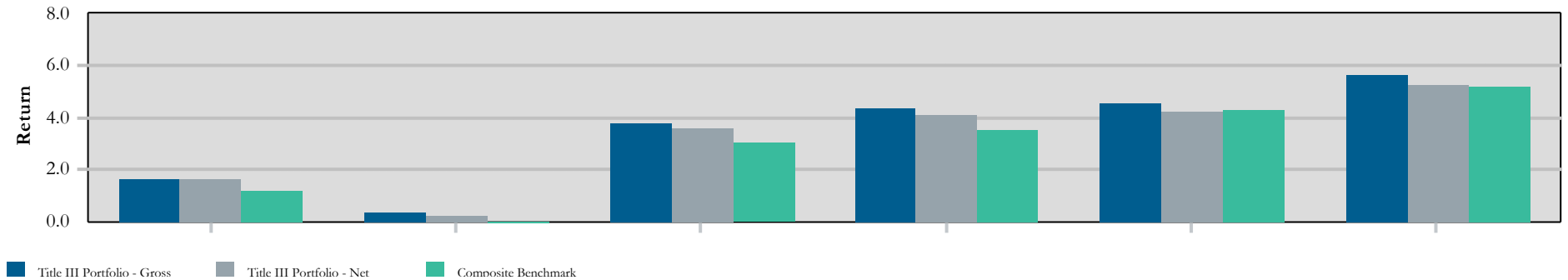


#### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title III Portfolio - Gross			11/01/12
Beginning Market Value	264,764	129,011	
Net Deposits/Withdrawals	-	70,981	
Gain/Loss	4,292	69,064	
Ending Market Value	269,056	269,056	

#### Performance



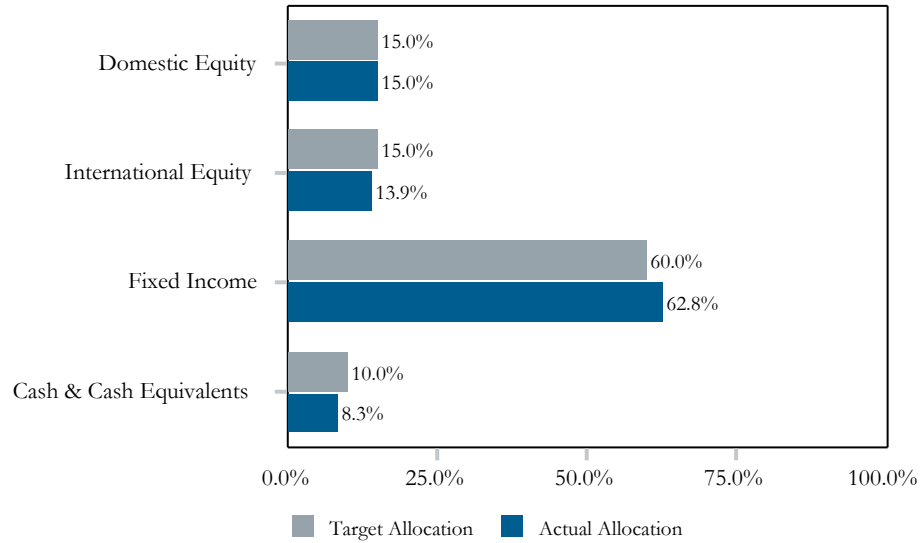
	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title III Portfolio - Gross	1.64	0.40	3.82	4.40	4.55	5.66	11/01/2012
Title III Portfolio - Net	1.62	0.24	3.59	4.14	4.23	5.30	11/01/2012
Composite Benchmark	1.19	0.01	3.04	3.54	4.32	5.24	11/01/2012

# Cabrillo College Foundation

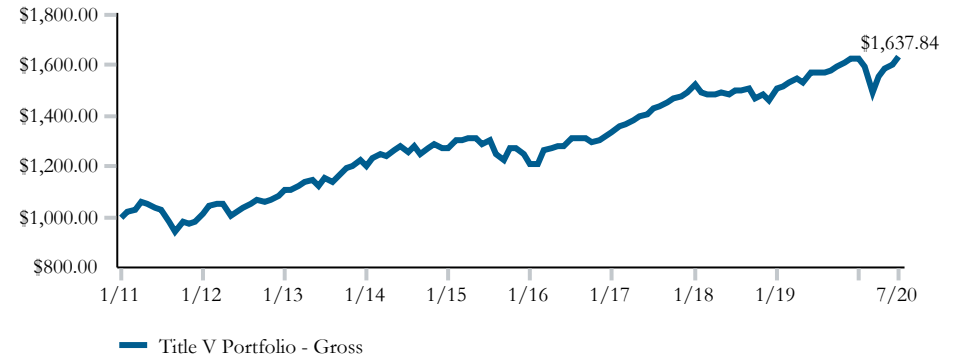
## Title V Portfolio Summary

### As of July 31, 2020

#### Asset Allocation Analysis

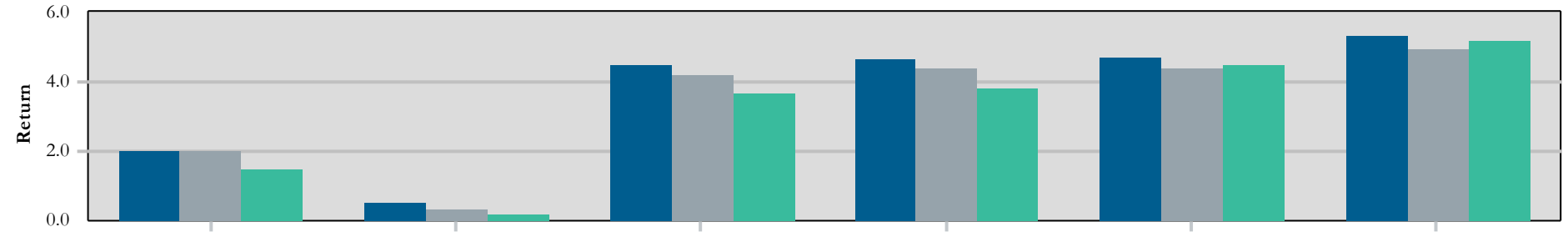


#### Growth of a Thousand Dollars



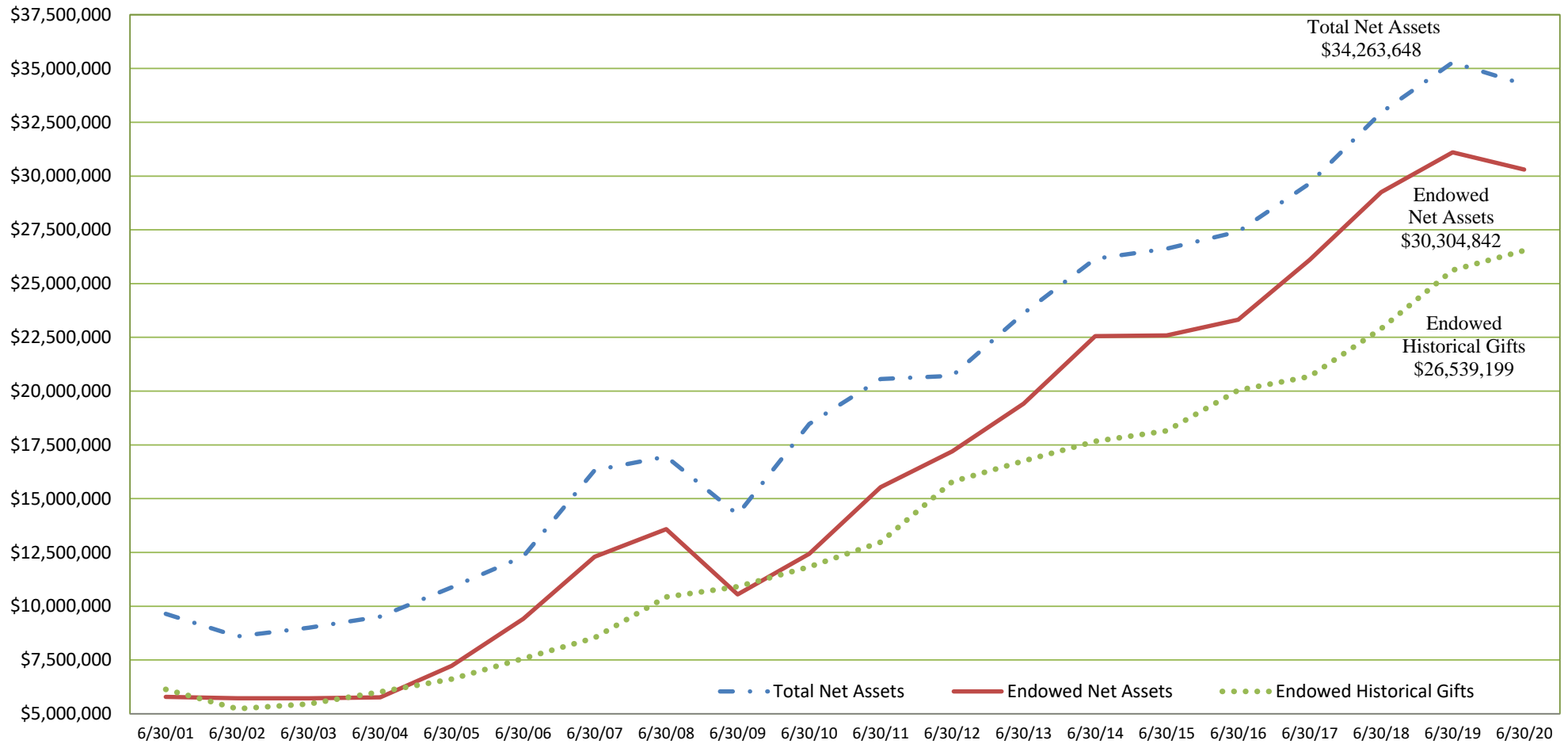
	Quarter To Date	Since Inception	Inception Date
Title V Portfolio - Gross			02/01/11
Beginning Market Value	1,161,422	99,321	
Net Deposits/Withdrawals	-	752,838	
Gain/Loss	23,131	332,394	
Ending Market Value	1,184,553	1,184,553	

#### Performance



	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title V Portfolio - Gross	2.02	0.51	4.46	4.66	4.71	5.33	02/01/2011
Title V Portfolio - Net	1.99	0.32	4.18	4.36	4.36	4.95	02/01/2011
Composite Benchmark	1.45	0.21	3.67	3.80	4.48	5.19	02/01/2011

**Cabrillo College Foundation**  
**Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts**  
**June 30, 2001 to June 30, 2020**



Total Net Assets highest level was \$37,313,820 as of December 31, 2019  
 Endowed Net Assets highest level was \$32,835,368 as of December 31, 2019  
 Endowed Historical Gifts highest level was \$26,539,199 as of June 30, 2020

## MEMORANDUM

**DATE:** August 20, 2020  
**TO:** Executive Committee  
**FROM:** Linda Burroughs  
**SUBJECT:** **President's Circle Campaign**

---

### **2019-20 President's Circle**

For 2019-20 President's Circle raised **\$425,527!** This is the most ever raised for the President's Circle and an 11% increase over the previous year. A total of 1,044 invitations were mailed to potential donors and committee members made follow-up calls to prospects. We had 28 new members join and 13 rejoining members increased their support. We have a 90% retention rate.

### **2020-21 President's Circle Committee**

The President's Circle Kick-off Celebration will be held on Thursday, September 10. Duf and Paula Fischer with Vance Landis Carey are co-chairs of the 2020-21 President's Circle Committee. Steve Snodgrass, Julie Thiebaut and Erica Ow have agreed to join the committee this year. President's Circle committee members will soon be working to review their prospect lists.

### **President's Circle Events**

*Due to Covid-19, all events will be planned with an eye to safety and well-being of guests and staff. All events are subject to change.*

President's "Drive In" Holiday Party (\$1,000+ donors)	December 2020
Virtual Historical Tour led by Sandy Lydon (\$1,000+)	Spring 2021
Cabrillo Stage Summer Musical and Reception (\$1,000+)*	Summer 2021
President's Plus Dinner at the home of Vance Landis Carey (\$1,500+)*	Spring 2021
Winemaker's Dinner at Sesnon House (\$2,500+)*	Spring 2021
Virtual Happy Hour with Matt Wetstein (\$5,000+)	Spring 2021
Feasting with Faculty (\$10,000+)*	Summer 2021
Homemade Pizza Party at the home of Claire Biancalana and Bill Kelsay (\$15,000+)*	TBD 2021

*\*Safety permitting*

## MEMORANDUM

**DATE:** August 20, 2020

**TO:** Executive Committee

**FROM:** Eileen Hill

**SUBJECT:** 2020 Women's Educational Success (WES)

---

WES grants are a critical resource for faculty on campus, empowering them to send a lifeline to a struggling student. With today's current financial instability, these grants will be relied on more than ever to keep deserving students in school.

This year a total of \$90,000 will be given out to students in need at Cabrillo through the WES program—the most WES has ever awarded.

### **WES COMMITTEE (BEST FRIENDS):**

- Rhonda Bonett and Tonée Picard are co-chairs for the 2020 WES Campaign
- New to the committee this year: Peggy Flynn and Cynthia Druley.
- 2020 Best Friends: Rhonda Bonett, co-chair, Sue Broadston, Lynette Cleland, Cathy Conway, Freny Cooper, Mary Culley, Cynthia Druley, Corrine Flanagan, Peggy Flynn, Pam Goodman, Kathleen Jones, Janet Krassow, Angie McClellan, Mara Palandrani, Carolyn Parham, Tonée Picard, co-chair, Patty Quillin, Karen Semingson, Rachael Spencer, cofounder, Bunny Tavares, Kate Terrell, Karri White, Kristin Wilson, Donna Ziel

### **EVENT:**

- For the first time in over two decades, this year's WES event will not be held in person. Between the uncertainty around public gatherings and most of the Cabrillo campus being closed in the fall, it's simply not an option this year. While we are disappointed that we will not get to see our supporters in person, we look forward to creating a meaningful virtual event for our WES donors.
- The virtual WES event will be held on Friday, September 25, 2020 from 12:00 – 1:00pm via Zoom.

### **2020 CAMPAIGN:**

- The WES Committee, now consisting of 25 Best Friends, recently sent out personalized WES invitations to over 1,700 potential donors.
- As of August 12, \$49,831 has been received from the appeal and donations are still arriving daily. WES donations made through December 31, 2020 will be included in the 2020 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!

## **Women's Educational Success (WES) Grant Recipients**



"At the time I received the grant from WES I was unable to pay my rent and sure I'd have to drop out of the dental hygiene program. That money made all the difference for me. I was able to graduate and become a licensed hygienist!

I am currently licensed in 2 states and work in public health. And, I just bought my first home! None of this would be possible if it had not been for your generosity.

Thank you a million times over. You made a real difference in my life."

–Carly



"The Women's Educational Success grant has allowed me to continue my education after being close to placing my education on pause due to the unforeseen circumstance of my daughter being diagnosed with cancer.

There are no words that can perfectly describe the emotions I felt the day I was informed that I would be one of the recipients. It was a miracle!

This has boosted my morale in innumerable ways and has been a life-changer. Thank you very much Cabrillo Foundation."

–Maria



When I came for help, I was overextended across two part time jobs, and I was about to flunk out of Physics (which would have cost me my financial aid eligibility, lost me access to CalFresh food stamps, and set back my education plan).

Receiving the WES grant enabled me to cut back a few hours at one of my jobs, freeing up a little more time to focus on studying. I am so grateful for this extra boost; it has been crucial in enabling me get a handle of my classes again. I just got back my last Physics exam and I earned 100%!

–Rewa

## MEMORANDUM

**DATE:** August 20, 2020

**TO:** Executive Committee

**FROM:** Claire Biancalana

**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. Despite the uncertainty surrounding COVID-19, scholarships help students plan for their future — knowing that they have financial support can encourage them to stay enrolled and gives them hope during challenging times.

### SCHOLARSHIP PROGRAM

- During the 2019-20 fiscal year, we awarded over **\$1.6 million in scholarships to 2236 students.**
- Scholarship recipients were notified of their awards at the end of May and will receive their funds in the next two weeks, provided they meet their scholarship's criteria.

### SCHOLARSHIP COMMITTEE

- Committee members: Rachael Spencer (Chair), Claire Biancalana, Jess Brown, Ceil Cirillo, Virginia Coe, Karen Cogswell, 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.

### EVENTS

Due to concerns regarding COVID-19, we had to cancel many of our scholarship events this year.

- **Zoom Event: Colligan Family Scholarship for First Generation Cabrillo Students**
  - In July we hosted a small Zoom event to celebrate some of the Colligan Family Scholarship recipients and introduce the students to Bud and Rebecca Colligan. 11 students joined us for the call and spoke about being first generation students and the impact of this generous scholarship. Bud and Rebecca shared with us after the call that they felt "honored to hear their stories and aspirations."
- **Scholarship Donor Reception**
  - During our last meeting, the scholarship committee determined that we would host the Scholarship Donor Reception biannually. Our next reception will be held in 2021.
- **Scholarship Committee Meeting**
  - November TBD: we will discuss our year-end mailing and personalizing letters.

## Scholarship Recipients



Jason is studying Liberal Arts and aspires to be a teacher. He is a recipient of the Colligan Family Scholarship for First Generation Students and at our recent Zoom event, he shared:

***"The odds have always been against me and negative people have tried to bring me down, but not the Colligan family. Words cannot explain what this means to me and I truly cannot thank the Colligans enough for this scholarship. I'm extremely grateful for this opportunity and I hope to one day be in position to help others, as you have helped me."***



Alondra is a first generation college student and a recipient of the Dobey Family Endowed Scholarship. From Cabrillo, she plans to transfer to San Jose State to study Communicative Disorders and Sciences and someday become a speech therapist for children.

***"The Dobey Family Endowed Scholarship is so important to me because I don't have to worry about working extra hours. I get to focus on my education and give it my all. My education is the most important thing to me and I know that in the end it will all pay off."***



Andrea was a recipient of the High Achievers Scholarship in 2018 and is now working full time as a dental hygienist, earning more than twice her salary prior to graduating from the program last year. In a recent update, she shared:

***"To this day, I remember being told I would be a recipient of this scholarship, and I just have to say, it really did change my life. I'm eternally grateful."***

## MEMORANDUM

**DATE:** August 20, 2020  
**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:

1. Faculty Grants for Student Success
2. Crocker Endowment Grants
  - Crocker Nursing Endowment Grants
  - Crocker Dental Hygiene Endowment Grants
  - Crocker VAPA Endowment Grants
  - Crocker Campus-Wide Endowment Grants
3. Engineering and Applied Science Endowment

Grant recipients are selected through an annual proposal process. In October and November of each year, various committees meet to evaluate proposals and select grant recipients for each of the three grant programs. The Faculty Grants for Student Success selection committee is comprised of Foundation Board Members, Cabrillo Faculty and community members, who all review proposals, then meet to determine which projects receive funding.

Last year the Cabrillo Foundation awarded a total of \$107,787 to Cabrillo staff and faculty to enhance student learning and increase student success. This year there is \$117,990 available to award, thanks to our growing endowments.

Please notify Eileen or Caitlin if you are interested in serving on the committee to review proposals and select projects to award.

## MEMORANDUM

**DATE:** August 20, 2020  
**TO:** Executive Committee  
**FROM:** Eileen Hill  
**SUBJECT:** Student Veterans Endowment

---

### Background

The Cabrillo College Veterans Information Center (VIC) provides resources and information for those who have served in the military as well as their dependents. All military service veterans are welcome and supported at the VIC. Cabrillo student veterans were motivated to start a permanent endowment fund to help fellow student veterans in need, for generations to come. As a result, the SVE (Student Veterans Endowment) was established in the summer of 2020 by a committee called the Quick Reaction Force (QRF). The QRF is comprised of student veterans, veterans, staff, and volunteers who will raise funds for the SVE annually.

### Purpose

The purpose of SVE is to allow student veterans to access quick response funds if and when they experience unforeseen hardships while transitioning to civilian life. We anticipate that quick response funds will be awarded within two weeks of request and will fortify students experiencing hardship.

### Committee

There are 22 committee members on Quick Reaction Force (QRF), who will meet twice annually and will also attend the Veterans BBQ in November. The primary responsibility of the committee will be recruiting friends and colleagues to learn more about the SVE and what they can do to help veterans succeed.

### 2020 SVE Campaign

The goal of the QRF is to raise \$10,000 from 100 donors giving \$100 or more. The QRF has held its first meeting and has started gathering donors and prospects. Personal invitations to give to the SVE and attend the Veterans "to go" BBQ will be sent on October 1<sup>st</sup>. The Veterans "to go" BBQ will be held on Veterans Day, November 11<sup>th</sup>. Donors who give \$100 or more will be recognized with a honorary dog tag.

## MEMORANDUM

DATE: August 20, 2020

TO: Executive Committee

FROM: Nancy Machado

SUBJECT: 2019-20 Cabrillo College Foundation Audit Schedule

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The following is a projection for the 19-20 Cabrillo College Foundation audit process:

May 29, 2020	Auditor meets via Zoom with Audit Committee to review how the audit will be conducted. Terri Montgomery of Audit firm will attend meeting.
Week of August 17, 2020	Cabrillo College Foundation on-site audit if allowable.
September 9, 2020	Foundation receives proposed audit adjustments for review by Nancy Machado, Lynn Brisson, CPA and Pegi Ard, Foundation CFO.
September 16, 2020	Foundation receives audit draft for review by Nancy Machado, Eileen Hill, Lynn Brisson, CPA and Pegi Ard, Foundation CFO.
October 7, 2020	Audit Committee meets to review/accept audit draft. Representative(s) of Audit firm will attend meeting.
October 16, 2020	Executive Committee receives e-mail audit draft for review prior to Executive Committee meeting.
October 22, 2020	Executive Committee receives recommended audit draft for review and acceptance.
October 22, 2020	Cabrillo College Foundation staff e-mails Audit Committee members a red-line draft Audit so they are made aware of any changes made to the Audit Report after the Executive Committee meeting.
November 10, 2020	Cabrillo College Foundation Board of Directors meet to accept audit. Representative(s) of audit firm will attend meeting.

# 2020-21 Cabrillo College Foundation Committee Meetings and Events

Updated 8/11/2020

## **BOARD OF DIRECTORS**

***Tuesdays, 12:00-2:00 pm***

***Sesnon House or Zoom TBD***

**New Member Orientation**

September 8, 2020

11:00-12:00 pm

(Sesnon House or Zoom TBD)

### **Meetings:**

September 8, 2020

November 10, 2020

February 9, 2021

May 11, 2021

(Watsonville Center)

## **AUDIT**

***10:00-11:00 am***

***Sesnon House or Zoom TBD***

October 7, 2020

May, 2021 TBD

## **EXECUTIVE**

***Thursdays, 9:00-10:00 am***

***Sesnon House or Zoom TBD***

August 27, 2020

October 22, 2020

January 21, 2021

April 15, 2021

## **FINANCE AND**

### **INVESTMENT**

***Thursdays, 9:00-10:00 am***

***Sesnon House or Zoom TBD***

August 19, 2020

October 8, 2020

January 7, 2021

March 25, 2021

## **CABRILLO**

### **ADVANCEMENT**

#### **PROGRAM (CAP)**

February 2021

May 2021

## **FACULTY GRANTS**

November 2020

## **NOMINATING**

December 2020

## **PRESIDENT'S CIRCLE**

September 10, 2020 TBD

5:30 – 7:00 pm

(kick-off party)

October, 2020 TBD

9:00 am – 12:00 pm

(signing party)

March, 2021 TBD

5:30 pm – 7:00 pm

(wrap-up party)

## **WOMEN'S**

### **EDUCATIONAL**

#### **SUCCESS (WES)**

***Sesnon House Room 1824***

June 2, 2020

10:00 am – 11:00 am

July 15, 2020

1:00 pm – 5:00 pm

(signing meeting)

September 25, 2020

11:30 am – 1:30 pm

Virtual Event

## **SCHOLARSHIP**

November 2020

## **EXCLUSIVE EVENTS**

### **FOR PRESIDENT'S**

#### **CIRCLE MEMBERS**

**Homemade Pizza Party at**

**the home of Claire**

**Biancalana and Bill Kelsay**

*\$15,000+ Members*

Spring 2021

**Feasting with Faculty**

*\$10,000+ Members*

Spring 2021

**Happy Hour with**

**CC President**

*\$5,000 + Members*

Spring 2021

**Winemaker's Dinner**

*\$2,500+ Members*

Spring 2021

**Party at the Home of Vance**

**Landis Carey and Robert**

**Carey**

*\$1,500+ Members*

Spring 2021

**Sandy Lydon Virtual**

**History**

*\$1,000 + Members*

Spring 2021

**PC Reception and Cabrillo**

**Stage Play**

*\$1,000+ Members*

Summer 2021

## **EVENT DATES**

**Seahawk Social**

October/November 2020

**Heritage Club Event**

November 2020

**President's Holiday Party**

**Drive-in**

December 2020

**Faculty and Staff Grants**

**Awards**

January 2021

**Cabrillo Advancement**

**Program Ceremony**

March 2021

**Colligan Family Scholarship**

**Ceremony**

Summer 2021 TBD

# 2020-21 Cabrillo College Foundation Committee Roster – Updated 8/13/2020

## **BOARD OF DIRECTORS**

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

## **AUDIT**

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

## **EXECUTIVE**

Pegi Ard, CFO  
Claire Biancalana, President  
Owen Brown, Past President  
Linda Burroughs  
David Heald  
Gun Ruder, Vice President  
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  
Trevor Strudley  
*Staff:* Eileen Hill  
Nancy Machado

## **CABRILLO ADVANCEMENT PROGRAM (CAP)**

*Chair:* Carrie Birkhofer  
Rob Allen  
Enrique Buelna  
Sesario Escoto  
Leola Lapides  
Rachel Mayo  
Amy Newell  
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  
Linda Burroughs  
Ceil Cirillo  
Les Forster  
Matt Huffaker  
Francisco Íñiguez  
Tobin Keller  
Amy Newell  
Gun Ruder  
David Schwartz  
Natalie Vanoli  
*Staff:* Eileen Hill, Caitlin Bonura

## **NOMINATING**

*Chair:* Owen Brown  
Claire Biancalana  
Jess Brown  
Linda Burroughs  
Ceil Cirillo  
William Ow  
Gun Ruder  
Rachael Spencer  
*Lead Staff:* Eileen Hill

## **PRESIDENT'S CIRCLE**

*Co-chairs:*  
Vance Landis-Carey  
Duf Fischer  
Paula Fischer  
Pegi Ard  
Jim Baker  
Ed Banks  
Pat Barton  
Michele Bassi  
Claire Biancalana

Mary Blanchard  
Jess Brown  
Owen Brown  
Ted Burke  
Linda Burroughs  
Ceil Cirillo  
Karen Cogswell  
Wally Dale  
Linda Downing  
Lee Duffus  
Kristin Fabos  
Peggy Flynn  
Joel-Ann Foote  
Mahlon Foote  
DeAnne Hart  
Rich Hart  
Jackie Heald  
Hal Hyde  
Kent Imai  
Julie Lambert  
Marilyn Manning Lonergan  
Richard Lonergan  
Keith McKenzie  
Fred McPherson  
Bob Millsagle  
Kelly Nesheim  
Ed Newman  
Erica Ow  
William Ow  
June Padilla Ponce  
Ginny Solari Mazry  
Greg Solow  
Tangie Solow  
Rachael Spencer  
Steve Snodgrass  
Julie Thiebaut  
Rachel Wedeen  
Matt Wetstein  
Theo Wierdsma  
Bjorg Yonts  
*Staff:* Caitlin Bonura

## **SCHOLARSHIP**

*Chair:* Rachael Spencer  
Claire Biancalana  
Jess Brown  
Ceil Cirillo  
Virginia Coe  
Karen Cogswell  
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  
Tonée Picard  
Peggy Downes Baskin, cofounder  
Sue Broadston  
Lynette Cleland

Cathy Conway  
Freny Cooper  
Mary Culley  
Cynthia Druley  
Corrine Flanagan  
Peggy Flynn  
Pam Goodman  
Kathleen Jones  
Janet Krassow  
Angie McClellan  
Mara Palandrani  
Carolyn Parham  
Patty Quillin  
Karen Semingson  
Rachael Spencer, cofounder  
Bunny Tavares  
Kate Terrell  
Karri White  
Kristin Wilson  
Donna Ziel

## ***WES Advisors:***

Marcy Alancraig  
Leti Amezcua  
Jenna Becker  
Rosemary Brogan  
Sue Bruckner  
Lauren Cole  
Olga Diaz  
Mario Garcia  
Ofelia Garcia  
Irma Gil  
Holly Goodman  
Gabby Huevo  
Jay Jackson  
Teresa Kidwiler  
Elissa Kurk  
Michelle Morton  
Shirley Flores-Munoz  
Diego Navarro  
Christina Ortega  
Beth Regardz  
Ana Rodriguez  
Barbara Schultz-Perez  
Nancy Spangler  
Tasha Sturm  
Laura Thurman  
Windy Valdez  
Marilyn Zanetti  
*Staff:* Caitlin Bonura