

Cabrillo College FOUNDATION

MEMORANDUM

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VICE PRESIDENT

Gun Ruder

SECRETARY

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Amy Lehman

VP Student Services

Bradley Olin

VP Administrative Services

Kathleen Welch

VP Instruction

Kristin Wilson

Faculty Representative

EXECUTIVE DIRECTOR

Eileen Hill

DATE: January 14, 2021

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, January 21, 2021
9:00 am – 10:00 am
Virtual Zoom Meeting

Item	Responsibility	Page
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A. Regular Open Session

1. Welcome and Call to Order	C. Biancalana	
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2. Approval of Agenda	C. Biancalana	
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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.

3. October 22, 2020 meeting minutes	C. Biancalana	4 – 8
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B. Public Comment

1. Public Comment Opportunity	C. Biancalana	
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C. Reports		
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2.2 Fundraising Totals and Goals		13
July 1, 2020 to January 13, 2021		
Outright Gifts:	\$4,380,197	
Unbooked Revocable Planned Gifts:	\$ 0	
Total:	\$4,380,197	
D. Action Items		
1. November 30, 2020 Financial Statements	P. Ard	
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1.2 Balance Sheet		17– 20
1.3 Income Statement by Fund		21– 23
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E. Informational Items		
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F. Adjournment

1. Adjournment

C. Biancalana

UPCOMING EXECUTIVE MEETINGS:

9:00 – 10:00 a.m.

Thursday, April 15, 2021

Executive Committee 2020-21 Attendance Chart

Executive Committee Members	8/27/20	10/22/20	1/21/21	4/15/21
Pegi Ard	P	P		
Claire Biancalana	P	P		
Owen Brown	P	P		
Linda Burroughs	P	P		
David Heald	P	P		
Gun Ruder	A	P		
Rachael Spencer	A	P		
Matt Wetstein	P	P		

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

**Cabrillo College Foundation
Executive Committee Meeting Minutes
October 22, 2020**

Present: Pegi Ard, Claire Biancalana, Owen Brown, Linda Burroughs, David Heald, Gun Ruder, Rachael Spencer, Matt Wetstein

Absent: none

Staff: Eileen Hill, Nancy Machado, Lori Hood

Call to Order – Claire Biancalana called the meeting to order at 9:01 am

Approval of Agenda

Motion: MSC: O. Brown /R. Spencer. 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: L. Burroughs/G. Ruder. Pegi Ard, Claire Biancalana, Owen Brown, Linda Burroughs, David Heald and Matt Wetstein voted to approve the Executive Committee Minutes of August 27, 2020. Gun Ruder and Rachael Spencer abstained.

Cabrillo College President Report

Matt Wetstein reported that the 2020-21 final budget for the college was approved at the October Trustees meeting. The budget is stable and the college is receiving the same funding as last year. Through various cost cutting measures, including the mostly closed campus, the college will head into the next year with a surplus. This will be important considering the anticipated budget cuts for next year.

Matt reported that the decision has been made to hold 90% of classes online through fall of 2021. The college is prepared to pivot to face-to-face instruction in relation to the COVID-19 health guidelines we receive from the state and county.

Matt reported on the exploration of Cabrillo College changing its name. A task force has been created to offer advice and establish principals to guide the process of exploring a potential name change. Owen Brown, the Foundation's representative on the task force, reported that they had their kick-off meeting and have begun developing operating processes and formulating principles. They are using models from other institutions that have gone through this process. The task force will begin gathering community input in the spring.

Executive Director Report

Eileen Hill reported that the Foundation staff has been working on the audit and continuing outreach to donors through our virtual events. Staff are taking advantage of professional development webinars and virtual conferences. Eileen reported that the Foundation has received

\$20,000 from PAMF for Cabrillo allied health programs, a \$100,000 grant from the Davison family to support women in engineering and \$125,000 from the Barbara Samper Foundation for CAP. A total of \$638,070 has been raised in the first quarter of the fiscal year towards the \$3M goal.

Approve Financial Statements

Pegi Ard reported as of June 30, 2020, the total assets were \$37.1M, \$700k under prior year. Net assets were \$34.2M, \$1.1M under prior year. The total revenue for unrestricted, non-endowed and endowed funds was \$3.5M. Total expenses were \$4.6M with a deficit for all funds of \$1.1M. The total operating revenue was \$1.1M and expenses \$990K. The operating surplus was \$152K.

Motion: MSC: P. Ard/G. Ruder The committee voted unanimously to approve the June 30, 2020 Post-Audit Financial Statements.

Pegi reported that there was nothing significant to report for the July 31, 2020 and August 31, 2020 Financial Statements.

Pegi reported as of September 30, 2020, the total assets were \$37.2M, \$475K over prior year. Net assets were \$35.5M, \$200K over prior year. Both increases are due to the increase in value of the assets in investment accounts. The total revenue for unrestricted, non-endowed and endowed funds was \$2.0M. Total expenses were \$715K with a surplus for all funds of \$1.3M. The total operating revenue was \$235K and expenses \$222K. The operating surplus was \$13K.

Motion: MSC: P. Ard/D. Heald. The committee voted unanimously to approve the July 31, 2020 through September 30, 2020 Financial Statements.

2019-20 Audit Draft

Nancy Machado reported that the Cabrillo College Foundation Audit Committee was informed that the Cabrillo College Foundation received an unmodified opinion for 2019-10 and there were no difficulties encountered during the audit process. The Audit Committee accepted the 2019-20 Draft Audit report on October 7, 2020 and is recommending Executive Committee accept the 2019-20 Draft Audit Report.

Motion: MSC: D. Heald/G. Ruder. The committee voted unanimously to accept and recommend the 2019-20 Audit Draft to the Board of Directors.

Investment Activity review:

Investment Report – September 30, 2020

- Our return on investments for the MS Long-Term Pool fiscal year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	4.44%
Benchmark Return:	4.88%
Difference:	-0.44%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	5.74%
Benchmark Return:	5.49%
Difference:	0.25%

- Our return on investments for the MS Title V Pool fiscal year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	2.56%
Benchmark Return:	2.01%
Difference:	0.55%

- Our return on investments for the MS Title III Pool fiscal year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	2.04%
Benchmark Return:	1.64%
Difference:	0.40%

- Our return on investments for the MS Intermediate-Term Pool year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	0.11%
Benchmark Return:	0.19%
Difference:	-0.18%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of September 30, 2020 (3 months) is as follows:

Actual Return:	0.01%
Benchmark Return:	0.02%
Difference:	- 0.01%

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of September 30, 2020 was \$35,506,793. The endowed net assets balance was \$31,342,275. The endowed historical gifts value was \$26,701,713.

President's Circle

Linda Burroughs reported that the President's Circle Committee Kick-off Meeting was held on 9/10 via Zoom and there was a great turnout. Vance Landis Carey is co-chairing the committee with Duf and Paula Fischer this year and they announced our ambitious goal of \$398,000. Although it has been a long standing tradition to exceed the previous year's record—which was a whopping \$425,000, the committee felt that it was important to plan for a bit of attrition this year. Although

invitations have not gone out yet, \$87,427 has been raised, which is about \$10K ahead of last year at this time.

WES

Rachael Spencer reported that the committee hosted its first ever virtual WES event on September 25 and it was a big success. Ninety-four guests attended the Zoom event and we received a great deal of positive feedback about the experience. Three recent grant recipients joined the event to share their stories, and one of our Cabrillo graduates was kind enough to do a recorded interview that was played at the beginning of the event. She is currently working toward becoming a Physician's Assistant and her words made a big impact.

More than 1,800 students have received WES grants since the program's inception in 1997 and over \$700,000 has been disbursed! This year, we are able to award \$90,000 to students in need at Cabrillo, thanks to our growing WES endowment. To date, we have raised \$173,000 from nearly 400 donors—\$16,000 ahead of what we had raised last year at this time. Additional WES gifts made through the end of the year will be allocated to the 2020 campaign.

Scholarships

Rachael Spencer reported that despite so much uncertainty in our world right now, scholarships are helping students plan for their future. This critical financial support encourages them to stay enrolled and gives them hope when they need it most. Over \$1.6 million in scholarships was awarded to 2,236 students during the 2019-20 fiscal year.

The Scholarship Committee will convene in November to discuss our year-end mailing to scholarship donors and how we can help to personalize their letters and thank them in a meaningful way.

Faculty Grants

Owen Brown reported that the Cabrillo College Foundation has three grant programs to support Cabrillo College faculty. Grant recipients are selected through an annual proposal process. This year, there is \$117,990 available to award, thanks to our growing endowments. Over the last month, Faculty and Staff have been busy creating and submitting their proposals. The deadline was October 9 and we received 50 applications. Deans are currently reviewing all proposals within their divisions to approve and prioritize before the committee begins the selection process. The committee is planning to meet November 20, from 1:00-4:00pm via Zoom to make final selections and grant recipients will be notified in December.

Fire Relief Emergency Grants

Eileen Hill reported that the Cabrillo College Foundation Board of Directors took action to make funds available to provide emergency funding to Cabrillo students and staff impacted by the CZU Lightning Fire Complex to help keep students in school and support our Cabrillo employees as they rebuild their lives. The Board aimed to provide \$550 Fire Relief Emergency Grants to Cabrillo students and staff members affected, with additional grant funding provided if additional funds were available. Board Directed scholarship funds were approved by the Board to provide Fire Relief Emergency Grants and additional funds were raised. A total of \$236,659 is available in the fund and \$104,350 has been disbursed. The balance of Fire Relief funds will be available to help those in the fire area who may be impacted again in the winter.

Student Veterans Endowment

Eileen Hill reported 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 student veterans are inspiring in their dedication to help their fellow veterans through this campaign and are modeling their campaign after WES. The goal of the QRF is to raise \$10,000 from 100 donors giving \$100 or more. Personal invitations to give to the SVE and attend the Veterans "to go" BBQ were sent on October 1. The Veterans "to go" BBQ will be held on Veterans Day, November 11. Donors who give \$100 or more will be recognized with an honorary dog tag.

Committee Calendar & Roster

Claire Biancalana reviewed the Committee Calendar and Roster.

Adjournment

The meeting was adjourned at 10:00 am

Respectfully submitted,



Eileen Hill, Executive Director

Executive Committee 2020-21 Attendance Chart

Executive Committee Members	8/27/20	10/22/20	1/21/21	4/15/21
Pegi Ard	P	P		
Claire Biancalana	P	P		
Owen Brown	P	P		
Linda Burroughs	P	P		
David Heald	P	P		
Gun Ruder	A	P		
Rachael Spencer	A	P		
Matt Wetstein	P	P		

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Board of Trustees Report, January 11, 2021

Matt Wetstein

A Record \$2.6 Million Donation to the Foundation

The Foundation received word in December of a record donation from an anonymous donor to support the HUB and tutoring/peer support learning programs. The donation of \$2.6 million will provide an on-going endowment that ensures student employment levels will be enhanced in the HUB and learning centers. A portion of the funds will be used immediately to supplement tutoring services in the current semester so that online students have access to Cabrillo tutors to help complete classes successfully this spring. In future years, the interest earnings from the endowment will be used to ensure that roughly 20 students can be employed in peer learning positions as tutors, supplemental instruction leaders, or peer mentors. Kudos to Foundation Director Eileen Hill and her entire team for their work to obtain such a significant and transformational grant that supports student learning and our Guided Pathways implementation.

CARES Act Part 3 – More COVID Relief Coming to Cabrillo

The passage of the COVID Relief bill in December has resulted in an increased level of federal support for community colleges. As of January 7, Cabrillo is still waiting to hear the exact total of our allocation, but there are indications that it will be substantially more than the prior COVID relief package in the March 2020 CARES Act/HEERF Bill. One condition in the new law is a requirement that colleges provide, at a minimum, the same level of direct support to students found in the prior bill. Last April, the college received \$2.1 million in direct funding to provide grants to needy students, so another round of \$2.1 million is guaranteed this spring. There are additional allocations that will come to the college as a Hispanic Serving Institution and for the institutional allocation in the law. That last component will be higher this time around because Congress allocated more funding to higher education institutions, and because the new formula for allocation places greater emphasis on head counts of students.

A Comment on Events in Washington, DC

Like most Americans, I was saddened by the insurrection and chaos that played out in Washington, DC at the Capitol last Wednesday. There is no place in our society for such violence and destruction, especially when it is targeting the orderly functioning of government and the peaceful transition of power from one administration to another. The response of authorities to the lawless mob that overran the Capitol Building was inadequate and exposed once again the degree that white privilege frames our structural responses to protests and mass gatherings in many places in the U.S. It sickens me that Black Lives Matter marches earlier this summer in Washington, DC were met with much more force. The fact that President Trump incited the riot with his words, failed to condemn it forcefully, and in fact expressed love and support for its participants, demonstrated once again that he is unfit to remain in office.

Despite the events of last week, I remain hopeful that the Biden Administration will restore dignity and respect to the executive branch of the national government. Additionally, I am hopeful that our institution's focus on diversity, equity, antiracism, and inclusion efforts will help advance our college's ability to advance mutual respect and equitable completion. In that regard, I want to thank Kofi Akinjide for his excellent work in the Equity Certificate Program at Cabrillo, and his willingness to challenge us as leaders to understand the significance of our history or structural racism and our responsibility to dismantle racist policies and practices.

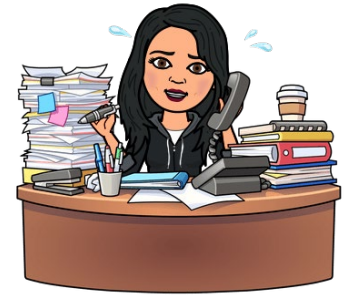
Here is a listing of activities and events attended since the last Board of Trustees meeting on December 7, 2020.

College Events, Meetings and Visits	Community Events and Visits
Cabrillo Name Exploration Task Force, 12/11	SC Symphony Education Committee, 12/8
CA Guided Pathways Visit, 12/11	Ken Doctor of Lookout Local, 12/8
GP Pit Crew Meeting, 12/11	Aptos/Capitola Rotary, 12/10
EOC Meeting, 12/11	CCC Affordability Task Force Meeting, 12/11
Title V Monthly Meeting, 12/14	Foundation Investment Meeting, 12/14
GOAL Adult Learning Meeting, 12/14	Interview with Nick Ibarra of Lookout, 12/14
Meeting with Paul Harvell/K Welch, 12/14	SC Symphony Board Meeting, 12/17
Monthly Guided Pathways Meeting, 12/14	Research on comparative law paper, 12/31-1/4
Legislative Advocacy Meeting & Sen. Laird, 12/15	Interview w/ Cal Matters re: Housing, 1/5
Meeting with Michael Robbins, 12/16	Aspen Institute Webinar, 1/7
College Planning Committee, 12/16	Rotary Scholarship Committee, 1/7
Pres. Roundtable with Unions & Senate, 12/16	Aptos/Capitola Rotary, 1/7
Career Development Director Interviews, 12/18	Meeting with Lori Hausegger, 1/8
Meeting with Library Staff/Faculty, 12/18	
Meeting with Gale Stevens, 12/18	
Cabrillo Name Exploration Committee, 12/18	
EOC Meeting, 12/18	
PRO/IT Holiday Appreciation, 12/18	
Cabrillo Name Exploration Committee, 12/28	
EOC Meeting, 1/4	
COVID Planning w/ Dowling, Harvell, Welch, 1/4	
Meeting with Rachael Spencer, 1/4	
Name Exploration Task Force, 1/8	
Monthly GP Meeting, 1/8	
Phone Calls with Board Members, 1/11	
Interviews for Nursing Faculty, 1/11	

Executive Director Report: January 2021

Administration

- Glenn McConkey Trust
- 2021-22 Budget work, PPP Loan forgiveness, Form 990
- Recreating and adjusting outreach and events to virtual format
Successful Holiday Drive Thru with approx. 240 attendees
- Restructuring database and clean up
- Nominating Committee
- Faculty and Staff Grants process: \$103,338 awarded by foundation
Develop system to award relief grants to Cabrillo employees



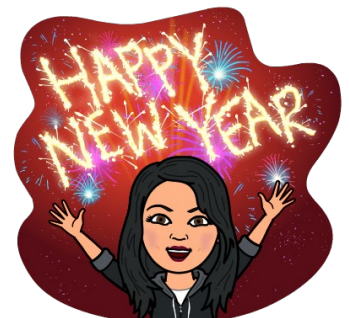
Fundraising

- \$2.6M for student tutoring!!!!
Immediate and permanent funding to employ student tutors
and help 300-500 students each year.
- President's Circle: over \$385,242 raised; 44 committee members working
- Women's Educational Success: \$204,203 raised, \$90,000 to award this year
- Scholarships: 400 solicitation letters and stewardship notes sent.
Approximately \$175,000 raised so far
- Annual Report: 7,888 sent with an additional 112 that were sent with a personal note
- Launched new Student Veterans Endowment Campaign, \$15,000 raised
- Fire relief and Emergency grant support to students and Cabrillo employees
- Recently funded proposals: Monterey Peninsula Foundation \$90,000 for faculty and student tech, CA College Pathways \$40,000 for foster youth, Hologic \$5,000 for Mammography, Sutter/PAMF \$20,000 for Cabrillo allied health programs
- Legacy Giving: working with four new donors, MOCIs for two existing donors



Upcoming Events

- Faculty and Staff Grants Virtual Celebration
January 21, 4:00 pm – 5:00 pm
- Cabrillo Foundation Board Meeting
February 9, 12:00 pm – 2:00 pm
- Finance & Investment Committee Meeting
March 25, 9:00 am – 10:30 am



MEMORANDUM

DATE: January 14, 2021

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.

Amount Raised 7/1/20 – 1/13/21	2020-21 Target	
\$368,649	\$398,000	President's Circle
\$0	\$50,000	Annual Fund
\$165,188	\$175,000	Women's Educational Success
\$135,990	\$150,000	Cabrillo Advancement Program (Endowed)
\$265,781	\$500,000	Scholarships (Endowed)
\$475,868	\$250,000	Scholarships (Nonendowed)
\$236,966	\$477,000	Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)
\$2,655,755	\$250,000	Student Support Services (veterans, foster youth, tutoring, etc.)
\$76,000	\$250,000	Donor directed interests
\$0	\$500,000	Unbooked Planned Gifts
\$4,380,197	\$3,000,000	TOTAL

DATE: January 14, 2021

TO: Executive Committee

FROM: Eileen Hill

July 1, 2020 to January 13, 2021

2020-21 Outright Gifts Fundraising Total \$ 4,380,197

2020-21 Unbooked Revocable Planned Gifts \$ 0

Total \$ 4,380,197

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

Recorded Gifts 07-01-20 to 01-13-21:

Anonymous (Tutoring)	\$ 2,600,000
The Barbara Samper Foundation (CAP)	\$ 125,000
The Grove Foundation (Scholarship)	\$ 110,000
Richard & Theresa Crocker (Fire Relief, President's Circle)	\$ 101,500
Davidson Family Foundation (Scholarship)	\$ 100,000
Estate of Hal Hyde (President's Circle, CAP)	\$ 82,000
LAM Research Foundation (NetLab)	\$ 76,000
Joan Griffiths (Tutoring, WES, Nursing, Stroke Center, President's Circle, Scholarship)	\$ 53,157
California College Pathways Fund (Guardian Scholars)	\$ 40,000
Peter Weber & Victor Ruder (Fire Relief, Scholarship)	\$ 30,500
Gitta Ryle (Scholarship)	\$ 30,013
Anonymous (Emergency Grants)	\$ 25,000
Rachel Wedeen (Fire Relief, WES, President's Circle, Scholarships)	\$ 20,800
Anonymous (Scholarship)	\$ 20,410
Leestma Family Foundation/Little Flower Fund (Scholarship)	\$ 20,000
Craig Rowell & Corinda Ray (WES, President's Circle, Scholarship)	\$ 20,000
Sutter Health Palo Alto Medical Foundation (Allied Health)	\$ 20,000
Estate of Richard Lynde (Scholarship)	\$ 17,421
George & Diane Koenig (CAP, Scholarship)	\$ 15,168
Edward Newman & Leslie Christie (President's Circle)	\$ 15,000
Diane Trombetta & Tom Davis (Fire Relief, WES)	\$ 15,000
Rick & Ruth Moe (Fire Relief, President's Circle)	\$ 14,600
Foundation for California Community Colleges (Scholarship)	\$ 13,100
The Peggy & Jack Baskin Foundation (Fire Relief, WES)	\$ 13,000
Brian & Patti Herman (Fire Relief, President's Circle)	\$ 13,000
Estate of Roberta Bristol (Scholarship)	\$ 12,902
Estate of Anne Mitchell (Scholarship)	\$ 11,370
Claire Biancalana & William Kelsay (Fire Relief, President's Circle)	\$ 10,126
Julie Packard (WES)	\$ 10,000
Bright Horizon Fund (President's Circle)	\$ 10,000
Esther & Gerry Levandoski (President's Circle)	\$ 10,000
Miles & Roseanne Reiter (President's Circle)	\$ 10,000
Thomas Sourisseau (President's Circle)	\$ 10,000
Sherman Unell (Stroke Center)	\$ 10,000
Gifts under \$10,000 (1,146 of 1,180 total donors)	\$ 695,130
Total Secured Gifts	\$ 3,685,067
Total Unbooked Revocable Planned Gifts	\$ 0
TOTAL	\$ 4,380,197

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

CABRILLO COLLEGE FOUNDATION
November 30, 2020 Condensed Narrative
Updated January 14, 2021

(1) Balance Sheet

- **Total Assets:**
Total assets of \$42.2M are \$4.2M over prior year primarily due to the combined increases in the cash and investment accounts.
- **Receivables:**
Total pledges receivable are \$464K less than prior year. This is a combination of pledge payments received in the first five months of this fiscal year and write off of a \$210K receivable that was on the books last year at this time.
- **Liabilities:**
Total Liabilities of \$1.8M are \$238K over prior year primarily due to the PPP loan of \$102,569 we obtained on June 26, 2020 and increases in accrued expenses and scholarship liabilities.
- **Net Assets:**
Total net assets of \$40.5M are \$4M over prior year.

(2) Income Statement

- **Revenue:**
Total Revenue is \$5.1M higher than prior year. Earned income is \$2.5M higher compared to prior year due to investment income and Contributions are \$2.6M higher than prior year.
- **Expenses:**
Total Expenses of \$1.0M are \$41K higher than prior year. Scholarships expenses were \$51K higher than prior year. This fiscal year we allocated funds raised to support Cabrillo employees and students who were impacted by the August 2020 wildfires.
- **Surplus/Deficit:**
As of November 30, 2020, the Cabrillo College Foundation has a \$6.3M surplus compared to prior year surplus of \$1.2M.

(3) Operational Budget to Actual

- **Revenue:**
Operating revenue of \$358K is \$56K favorable vs budget. The endowment management fee is \$26K better than budget and President's Circle is \$24K over projected for the first five months of the fiscal year.

- **Expenses:**
Operating expenses of \$366K are \$37K favorable vs projection.
- **Surplus/Deficit:**
The operating fund deficit is \$8K compared to last year's surplus of \$30.8K due to lower contributed income from unrestricted gifts and earned income the first five months of this fiscal year.

(4) Investment Report – December 31, 2020

- Our return on investments for the MS Long-Term Pool fiscal year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	16.46%
Benchmark Return:	16.45%
Difference:	0.01%
- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	16.55%
Benchmark Return:	17.15%
Difference:	- 0.60%
- Our return on investments for the MS Intermediate-Term Pool year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	0.28%
Benchmark Return:	0.44%
Difference:	- 0.16%
- Our return on investments for the MS Short-Term Pool fiscal year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	0.20%
Benchmark Return:	0.03%
Difference:	0.17%
- Our return on investments for the MS Title III Pool fiscal year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	6.68%
Benchmark Return:	6.57%
Difference:	0.11%

- Our return on investments for the MS Title V Pool fiscal year to date as of December 31, 2020 (6 months) is as follows:

Actual Return:	8.19%
Benchmark Return:	7.49%
Difference:	0.70%

Cabrillo College Foundation

Balance Sheet as of November 30, 2020

With Comparative Totals as of November 30, 2019

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
ASSETS					
CASH AND INVESTMENTS					
CASH					
SANTA CRUZ COUNTY BANK	\$975	\$70,091	(\$36,947)	\$34,119	\$18,950
SANTA CRUZ COUNTY BANK	\$180,092	\$227,030	\$380,958	\$788,080	\$516,930
BAY FEDERAL CREDIT UNION	\$6,171	\$0	\$1,290	\$7,461	\$7,455
BAY FEDERAL CREDIT UNION	\$176,188	\$0	\$0	\$176,188	\$174,277
MORGAN STANLEY MID TERM POOL	\$410,713	\$494,205	\$0	\$904,918	\$875,444
MORGAN STANLEY NONENDOWED	\$928,436	\$4,916,385	\$0	\$5,844,822	\$2,958,029
MORGAN STANLEY GIFT RECEIPT	\$11,019	\$0	\$1,013	\$12,033	\$74,372
SANTA CRUZ COUNTY BANK	\$0	\$0	\$0	\$0	\$79,229
SUBTOTAL CASH	\$1,713,596	\$5,707,710	\$346,314	\$7,767,619	\$4,704,687
INVESTMENTS					
MORGAN STANLEY TITLE III/V HOLDING	\$1	\$0	\$13,250	\$13,251	\$1,513
MORGAN STANLEY LONG TERM POOL	\$0	\$528	\$30,496,803	\$30,497,331	\$29,149,769
MORGAN STANLEY TITLE V	\$0	\$0	\$1,215,766	\$1,215,766	\$1,167,206
MORGAN STANLEY TITLE III	\$0	\$0	\$267,610	\$267,610	\$250,637
MORGAN STANLEY ESG	\$0	\$0	\$1,369,703	\$1,369,703	\$1,121,326
SUBTOTAL INVESTMENTS	\$1	\$528	\$33,363,132	\$33,363,661	\$31,690,451
TOTAL CASH AND INVESTMENTS	\$1,713,596	\$5,708,238	\$33,709,445	\$41,131,280	\$36,395,138
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$11,047	\$0	\$0	\$11,047	\$14,554
PLEDGES - ANNUAL FUND	\$150	\$0	\$0	\$150	\$14,625
PLEDGES - RESTRICTED	\$0	\$123,853	\$707,775	\$831,628	\$1,282,254
ALLOWANCE FOR UNCOLLECTIBLE PLEDGES	(\$53)	\$0	\$0	(\$53)	(\$5,124)
SUBTOTAL PLEDGES	\$11,144	\$123,853	\$707,775	\$842,772	\$1,306,310
ACCOUNTS RECEIVABLE					
ACCOUNTS RECEIVABLE	\$0	\$360	\$0	\$360	\$257

Cabrillo College Foundation
Balance Sheet as of November 30, 2020
With Comparative Totals as of November 30, 2019

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
TOTAL ACCOUNTS RECEIVABLE	\$0	\$360	\$0	\$360	\$257
OTHER RECEIVABLES					
SPLIT INTEREST AGREEMENTS	\$44,546	\$52,663	\$10,571	\$107,780	\$134,920
SUBTOTAL OTHER RECEIVABLES	\$44,546	\$52,663	\$10,571	\$107,780	\$134,920
TOTAL RECEIVABLES	\$55,690	\$176,877	\$718,346	\$950,912	\$1,441,487
FIXED ASSETS					
OFFICE EQUIPMENT	\$36,303	\$0	\$0	\$36,303	\$36,303
ACCUMULATED DEPRECIATION	(\$33,982)	\$0	\$0	(\$33,982)	(\$32,771)
TOTAL FIXED ASSETS (NET)	\$2,321	\$0	\$0	\$2,321	\$3,531
PREPAID EXPENSES	\$11,713	\$0	\$0	\$11,713	\$11,379
PREPAID RETIREMENT EXPENSE	\$19,915	\$0	\$0	\$19,915	\$23,173
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$34,190	\$0	\$0	\$34,190	\$30,779
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$55,821	\$0	\$0	\$55,821	\$70,315
DEFERRED OUTFLOWS- OPEB PENSION INVESTMENTS	\$35,486	\$0	\$0	\$35,486	\$0
TOTAL ASSETS	\$1,928,733	\$5,885,115	\$34,427,791	\$42,241,639	\$37,975,803

Cabrillo College Foundation
Balance Sheet as of November 30, 2020
With Comparative Totals as of November 30, 2019

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
LIABILITIES AND NET ASSETS					
LIABILITIES					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$3,053	\$7,312	\$9,800	\$20,166	\$22,607
SANTA CRUZ COUNTY BANK PPP LOAN	\$102,569	\$0	\$0	\$102,569	\$0
ACCRUED PTO	\$65,217	\$0	\$0	\$65,217	\$59,407
ACCRUED HEALTH BENEFITS	\$53,042	\$0	\$0	\$53,042	\$51,537
PAYROLL WITHHOLDINGS	\$30	\$0	\$0	\$30	\$0
SECTION 125 WITHHOLDINGS	\$1,403	\$0	\$0	\$1,403	\$975
EMPLOYEE PORTION OF BENEFITS	\$0	\$0	\$0	\$0	\$80
ACCRUED RETIREE MEDICAL BENEFITS	\$158,975	\$0	\$0	\$158,975	\$120,755
UNFUNDED PERS PENSION LIABILITY	\$476,536	\$0	\$0	\$476,536	\$446,969
DEFERRED INFLOWS - PERS	\$18,951	\$0	\$0	\$18,951	\$18,324
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$879,777	\$7,312	\$9,800	\$896,890	\$720,654
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$33,997	\$707,003	\$741,000	\$703,000
ENDOWED SCHOLARSHIPS	\$0	\$0	\$6,000	\$6,000	\$18,500
NONENDOWED SCHOLARSHIPS	\$0	\$69,320	\$0	\$69,320	\$77,320
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$103,317	\$713,003	\$816,320	\$798,820
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$100	\$44,900	\$45,000	\$246
SUBTOTAL WES GRANTS PAYABLE	\$0	\$100	\$44,900	\$45,000	\$246
OTHER LIABILITIES					
DUE TO OTHER FUNDS	\$0	\$2,500,000	(\$2,500,000)	\$0	\$0
SUBTOTAL OTHER LIABILITIES	\$0	\$2,500,000	(\$2,500,000)	\$0	\$0
TOTAL LIABILITIES	\$879,777	\$2,610,729	(\$1,732,297)	\$1,758,209	\$1,519,719
NET ASSETS					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$509,995	\$0	\$0	\$509,995	\$489,805
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMEN	\$10,000	\$0	\$0	\$10,000	\$10,000

Cabrillo College Foundation
Balance Sheet as of November 30, 2020
With Comparative Totals as of November 30, 2019

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
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	\$67,727	\$0	\$0	\$67,727	\$60,705
UNDESIGNATED	\$151,931	\$0	\$0	\$151,931	\$66,098
SUBTOTAL OPERATING NET ASSETS	\$1,048,955	\$0	\$0	\$1,048,955	\$935,910
NET ASSETS - NONENDOWED	\$0	\$3,274,386	\$0	\$3,274,386	\$3,330,166
NET ASSETS - ENDOWED	\$0	\$0	\$36,160,088	\$36,160,088	\$32,190,007
TOTAL NET ASSETS	\$1,048,955	\$3,274,386	\$36,160,088	\$40,483,430	\$36,456,083
TOTAL LIABILITIES AND NET ASSETS	\$1,928,733	\$5,885,115	\$34,427,791	\$42,241,639	\$37,975,803
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$1,056,678	\$2,858,117	\$30,304,843	\$34,219,637	\$35,282,065
NET SURPLUS/(DEFICIT)	(\$7,722)	\$416,269	\$5,855,246	\$6,263,792	\$1,174,018
ENDING NET ASSETS	\$1,048,955	\$3,274,386	\$36,160,088	\$40,483,430	\$36,456,083

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

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
REVENUE					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$16,024	\$0	\$188,345	\$204,368	\$320,911
UNREALIZED GAIN/LOSS ON SECURITIES	(\$19,093)	\$0	\$2,746,301	\$2,727,208	\$612,557
REALIZED GAINS/LOSSES	\$8,643	\$0	\$448,200	\$456,843	(\$27,069)
FEE INCOME	\$28,677	\$0	\$0	\$28,677	\$25,654
OPERATIONAL ENDOWMENT PAYOUT	\$14,359	\$0	\$0	\$14,359	\$14,276
ENDOWMENT MANAGEMENT FEE	\$111,089	\$0	\$0	\$111,089	\$108,899
TOTAL EARNED INCOME	\$159,699	\$0	\$3,382,846	\$3,542,545	\$1,055,229
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$645,204	\$2,876,379	\$3,521,583	\$869,398
OTHER INCOME	\$358	\$0	\$0	\$358	\$1,820
ANNUAL FUND	\$385	\$0	\$0	\$385	\$670
PRESIDENT'S CIRCLE GIFTS	\$178,984	\$0	\$0	\$178,984	\$161,158
UNRESTRICTED GIFTS	\$9,096	\$0	\$0	\$9,096	\$35,743
INTERFUND CONTRIBUTIONS	\$0	\$528	(\$528)	\$0	\$0
IN KIND REVENUE	\$0	\$10,000	\$0	\$10,000	\$7,884
IN KIND REVENUE-RENT	\$9,882	\$0	\$0	\$9,882	\$9,880
TOTAL CONTRIBUTED INCOME	\$198,705	\$655,732	\$2,875,851	\$3,730,288	\$1,086,552
TOTAL REVENUE	\$358,404	\$655,732	\$6,258,697	\$7,272,833	\$2,141,781
EXPENSES					
SALARIES & WAGES					
SALARIES & WAGES	\$114,418	\$0	\$3,067	\$117,485	\$179,548
PPP LOAN PAYROLL COSTS	\$92,561	\$0	\$0	\$92,561	\$0
TOTAL SALARIES & WAGES	\$206,980	\$0	\$3,067	\$210,047	\$179,548
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$89,161	\$0	\$348	\$89,509	\$94,762
PPP LOAN BENEFITS & TAXES	\$10,008	\$0	\$0	\$10,008	\$0
TOTAL PAYROLL TAXES, BENEFITS	\$99,169	\$0	\$348	\$99,517	\$94,762
PRINTING	\$3,539	\$0	\$0	\$3,539	\$12,614

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

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
PHOTOS	\$0	\$0	\$0	\$0	\$1,750
CONSULTANTS	\$18,775	\$0	\$0	\$18,775	\$23,628
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$5,046	\$0	\$0	\$5,046	\$22,507
OFFICE EQUIP & MAINTENANCE					
OFFICE EQUIPMENT	\$187	\$0	\$0	\$187	\$364
DEPRECIATION EXPENSE	\$505	\$0	\$0	\$505	\$505
SOFTWARE MAINTENANCE	\$5,359	\$0	\$0	\$5,359	\$5,227
TOTAL OFFICE EQUIP & MAINTENANCE	\$6,051	\$0	\$0	\$6,051	\$6,095
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$1,600	\$0	\$0	\$1,600	\$0
OFFICE SUPPLIES	\$579	\$0	\$0	\$579	\$2,446
POSTAGE & MAILING SERVICE	\$3,704	\$0	\$0	\$3,704	\$3,169
BOARD EXPENSES	\$0	\$0	\$0	\$0	\$1,704
OTHER EXPENSES					
MISCELLANEOUS	\$38	\$0	\$0	\$38	\$350
UNCOLLECTIBLE PLEDGES	\$1,828	\$100	\$0	\$1,928	(\$1,584)
MILEAGE & PARKING	\$171	\$0	\$0	\$171	\$338
INTERNET SERVICE	\$375	\$0	\$0	\$375	\$543
IT HOSTING SERVICE	\$499	\$0	\$0	\$499	\$350
BANK CHARGES	\$2,777	\$0	\$0	\$2,777	\$2,099
INVESTMENT FEES	\$2,107	\$0	\$60,536	\$62,642	\$68,054
MANAGEMENT FEES	\$0	\$0	\$111,089	\$111,089	\$108,899
DIRECTOR/OFFICER LIABILITY INS	\$1,381	\$0	\$0	\$1,381	\$1,275
LIABILITY AND PROPERTY INSURANCE	\$1,627	\$0	\$0	\$1,627	\$1,627
TOTAL OTHER EXPENSES	\$10,803	\$100	\$171,625	\$182,528	\$181,951
IN KIND EXPENSE	\$0	\$10,000	\$0	\$10,000	\$7,884
IN KIND EXPENSE - RENT	\$9,882	\$0	\$0	\$9,882	\$9,880
NONENDOWED PROGRAM EXPENSES	\$0	\$163,657	\$0	\$163,657	\$179,128
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$32,591	\$32,591	\$29,329
SCHOLARSHIPS	\$0	\$65,707	\$195,820	\$261,527	\$211,367
TOTAL EXPENSES	\$366,126	\$239,463	\$403,452	\$1,009,041	\$967,763

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

	Operating 11/30/20 A	Nonendowed 11/30/20 B	Endowed 11/30/20 C	Total 11/30/20 D	Total 11/30/19 E
NET SURPLUS/(DEFICIT)	(\$7,722)	\$416,269	\$5,855,246	\$6,263,792	\$1,174,018

Cabrillo College Foundation
Income Statement - Operating Budget as of 11/30/20
With Comparative Totals as of 11/30/20

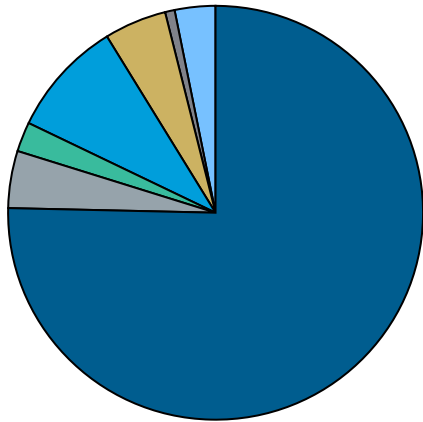
	19/20 Actual 5 Months A	20/21 Actual 5 Months B	20/21 Budget 5 Months C	20/21 Actual To 20/21 Budget D	20/21 5 Mos. and 7 Mos. Projected E	20/21 Annual Budget (Board Approved 5 F	Variance 20-21 5 Mos. Actual & 7 Mos. Projected to 20-21 Budget G
REVENUE							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$39,572	\$16,024	\$8,750	\$7,274	\$21,414	\$21,000	\$414
UNREALIZED GAIN/LOSS ON SECURITIES	(\$7,188)	(\$19,093)	\$0	(\$19,093)	(\$21,549)	\$0	(\$21,549)
REALIZED GAINS/LOSSES	\$2,180	\$8,643	\$0	\$8,643	\$11,098	\$0	\$11,098
FEE INCOME	\$25,654	\$28,677	\$18,874	\$9,803	\$97,448	\$97,448	\$0
OPERATIONAL ENDOWMENT PAYOUT	\$14,276	\$14,359	\$15,700	(\$1,341)	\$14,359	\$15,700	(\$1,341)
ENDOWMENT MANAGEMENT FEE	\$108,899	\$111,089	\$85,477	\$25,612	\$341,908	\$341,908	\$0
TOTAL EARNED INCOME	\$183,393	\$159,699	\$128,801	\$30,898	\$464,678	\$476,056	(\$11,378)
CONTRIBUTED INCOME							
OTHER INCOME	\$1,820	\$358	\$500	(\$142)	\$2,000	\$2,000	\$0
ANNUAL FUND	\$670	\$385	\$0	\$385	\$50,000	\$50,000	\$0
PRESIDENT'S CIRCLE GIFTS	\$161,158	\$178,984	\$155,000	\$23,984	\$390,100	\$390,100	\$0
UNRESTRICTED GIFTS	\$35,743	\$9,096	\$8,333	\$763	\$20,000	\$20,000	\$0
IN KIND REVENUE-RENT	\$9,880	\$9,882	\$9,880	\$2	\$23,712	\$23,712	\$0
TOTAL CONTRIBUTED INCOME	\$209,270	\$198,705	\$173,713	\$24,991	\$485,812	\$485,812	\$0
TOTAL REVENUE	\$392,663	\$358,404	\$302,514	\$55,890	\$950,490	\$961,868	(\$11,378)
EXPENSES							
SALARIES & WAGES							
SALARIES & WAGES	\$176,794	\$114,418	\$212,619	\$98,200	\$424,068	\$521,271	\$97,203
PPP LOAN PAYROLL COSTS	\$0	\$92,561	\$0	(\$92,561)	\$92,561	\$0	(\$92,561)
TOTAL SALARIES & WAGES	\$176,794	\$206,980	\$212,619	\$5,639	\$516,629	\$521,271	\$4,642
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$94,464	\$89,161	\$108,254	\$19,093	\$259,015	\$269,023	\$10,008
PPP LOAN BENEFITS & TAXES	\$0	\$10,008	\$0	(\$10,008)	\$10,008	\$0	(\$10,008)
TOTAL PAYROLL TAXES, BENEFITS	\$94,464	\$99,169	\$108,254	\$9,085	\$269,023	\$269,023	\$0
ADVERTISING	\$0	\$0	\$0	\$0	\$1,000	\$1,000	\$0
PRINTING	\$12,614	\$3,539	\$8,750	\$5,211	\$21,000	\$21,000	\$0
PHOTOS	\$1,750	\$0	\$1,000	\$1,000	\$4,000	\$4,000	\$0

Cabrillo College Foundation
Income Statement - Operating Budget as of 11/30/20
With Comparative Totals as of 11/30/20

	19/20 Actual 5 Months A	20/21 Actual 5 Months B	20/21 Budget 5 Months C	20/21 Actual To 20/21 Budget D	20/21 5 Mos. and 7 Mos. Projected E	20/21 Annual Budget (Board Approved 5 F	Variance 20-21 5 Mos. Actual & 7 Mos. Projected to 20-21 Budget G
CONSULTANTS	\$23,628	\$18,775	\$21,250	\$2,475	\$47,450	\$47,450	\$0
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$22,507	\$5,046	\$11,500	\$6,454	\$43,558	\$43,558	\$0
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$364	\$187	\$592	\$404	\$1,420	\$1,420	\$0
DEPRECIATION EXPENSE	\$505	\$505	\$505	\$0	\$1,211	\$1,211	\$0
SOFTWARE MAINTENANCE	\$5,227	\$5,359	\$5,515	\$156	\$13,236	\$13,236	\$0
TOTAL OFFICE EQUIP & MAINTENANCE	\$6,095	\$6,051	\$6,611	\$561	\$15,867	\$15,867	\$0
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$0	\$1,600	\$725	(\$875)	\$1,739	\$1,739	\$0
OFFICE SUPPLIES	\$2,446	\$579	\$3,068	\$2,489	\$7,362	\$7,362	\$0
POSTAGE & MAILING SERVICE	\$3,169	\$3,704	\$2,581	(\$1,123)	\$10,323	\$10,323	\$0
BOARD EXPENSES	\$1,704	\$0	\$848	\$848	\$3,393	\$3,393	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$350	\$38	\$150	\$112	\$600	\$600	\$0
UNCOLLECTIBLE PLEDGES	(\$1,584)	\$1,828	\$7,292	\$5,463	\$1,828	\$17,500	\$15,672
MILEAGE & PARKING	\$338	\$171	\$174	\$3	\$695	\$695	\$0
INTERNET SERVICE	\$543	\$375	\$650	\$275	\$1,560	\$1,560	\$0
IT HOSTING SERVICE	\$350	\$499	\$0	(\$499)	\$11,226	\$11,226	\$0
BANK CHARGES	\$2,099	\$2,777	\$3,542	\$765	\$8,500	\$8,500	\$0
INVESTMENT FEES	\$1,833	\$2,107	\$833	(\$1,273)	\$4,500	\$2,000	(\$2,500)
DIRECTOR/OFFICER LIABILITY INS	\$1,275	\$1,381	\$1,600	\$219	\$3,840	\$3,840	\$0
LIABILITY AND PROPERTY INSURANCE	\$1,627	\$1,627	\$1,821	\$194	\$4,370	\$4,370	\$0
TOTAL OTHER EXPENSES	\$6,830	\$10,803	\$16,061	\$5,258	\$37,119	\$50,291	\$13,172
IN KIND EXPENSE - RENT	\$9,880	\$9,882	\$9,880	(\$2)	\$23,712	\$23,712	\$0
TOTAL EXPENSES	\$361,882	\$366,126	\$403,146	\$37,019	\$1,002,175	\$1,019,989	\$17,814
NET SURPLUS/(DEFICIT)	\$30,781	(\$7,722)	(\$100,631)	\$92,909	(\$51,685)	(\$58,121)	\$6,436

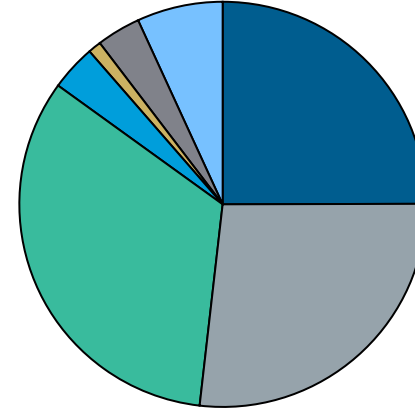
Cabrillo College Foundation
As of December 31, 2020

Asset Allocation by Composite



	Market Value (\$)	Allocation (%)
Long-Term Portfolio	29,097,324	75.4
ESG Long-Term Portfolio	1,724,919	4.5
Intermediate-Term Portfolio	891,099	2.3
Short-Term Portfolio	3,508,823	9.1
ESG Cash Management	1,875,981	4.9
Title III Endowment Portfolio	286,874	0.7
Title V Endowment Portfolio	1,226,495	3.2

Asset Allocation by Segment



Segments	Market Value (\$)	Allocation (%)
Domestic Equity	9,636,242	25.0
International Equity	10,369,526	26.9
Domestic Fixed Income	12,805,037	33.2
Alternative Investment	1,409,960	3.7
Private Equity	400,000	1.0
Global Other	1,351,162	3.5
Cash Equivalent	2,639,587	6.8

	Total Fund	Domestic Equity	International Equity	Domestic Fixed Income	Alternative Investment	Private Equity	Global Other	Cash Equivalent
Cabrillo College Foundation	38,611,515	9,636,242	10,369,526	12,805,037	1,409,960	400,000	1,351,162	2,639,587
Long-Term Portfolio	29,097,324	8,820,376	9,599,607	5,813,605	1,390,744	400,000	1,351,162	1,721,830
ESG Long-Term Portfolio	1,724,919	568,595	533,710	331,363	19,216	-	-	272,034
Intermediate-Term Pool	891,099	-	-	873,901	-	-	-	17,197
Short-Term Portfolio	3,508,823	-	-	2,957,980	-	-	-	550,843
ESG Cash Management	1,875,981	-	-	1,875,981	-	-	-	-
Title III Endowment Portfolio	286,874	39,465	41,929	153,658	-	-	-	51,822
Title V Endowment Portfolio	1,226,495	207,806	194,281	798,548	-	-	-	25,860

Cabrillo College Foundation
Annualized Performance Summary
As of December 31, 2020

	Allocation		Performance(%)								
	Market Value (\$)	%	Quarter To Date	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Cabrillo College Foundation	38,611,515	100.0									
Long-Term Portfolio - Gross	29,097,324	75.4	11.6	16.7	12.2	12.2	6.9	9.3	7.9	6.6	05/01/1999
Long-Term Portfolio - Net			11.5	16.5	11.7	11.7	6.4	8.8	7.2	5.9	
Composite Benchmark			11.6	16.4	8.7	8.7	6.1	8.8	7.4	6.0	
ESG Long-Term Portfolio - Gross	1,724,919	4.5	10.4	16.8	13.9	13.9	8.4	-	-	8.9	06/01/2016
ESG Long-Term Portfolio - Net			10.2	16.5	13.3	13.3	8.0	-	-	8.4	
Composite Benchmark			11.1	17.1	10.9	10.9	7.1	-	-	8.4	
Intermediate Portfolio - Gross	891,099	2.3	0.2	0.5	3.7	3.7	-	-	-	4.0	01/01/2019
Intermediate Portfolio - Net			0.1	0.3	3.3	3.3	-	-	-	3.5	
BC Gov/Cr 1-3 Yr			0.2	0.4	3.3	3.3	-	-	-	3.7	
CPI			0.3	1.5	1.0	1.0	-	-	-	1.7	
Short-Term Portfolio - Gross	3,508,823	9.1	0.2	0.2	0.5	0.5	1.3	-	-	1.3	01/01/2018
Short-Term Portfolio - Net			0.2	0.2	0.5	0.5	1.3	-	-	1.3	
Cash Management Composite*			0.0	0.0	0.2	0.2	0.7	-	-	0.7	
Title III Portfolio - Gross	286,874	0.7	4.6	6.8	5.5	5.5	4.6	6.5	-	6.0	11/01/2012
Title III Portfolio - Net			4.5	6.7	5.2	5.2	4.3	6.2	-	5.6	
Composite Benchmark			4.8	6.6	5.3	5.3	3.8	6.0	-	5.6	
Title V Portfolio - Gross	1,226,495	3.2	5.6	8.4	6.8	6.8	5.3	6.9	-	5.7	02/01/2011
Title V Portfolio - Net			5.5	8.2	6.4	6.4	5.0	6.6	-	5.4	
Composite Benchmark			5.4	7.5	6.2	6.2	4.3	6.3	-	5.6	

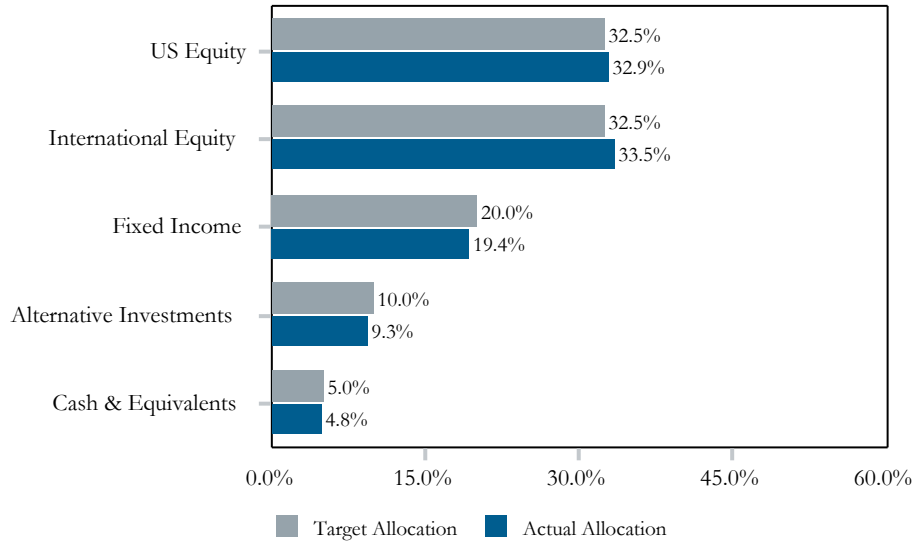
*Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash

Cabrillo College Foundation

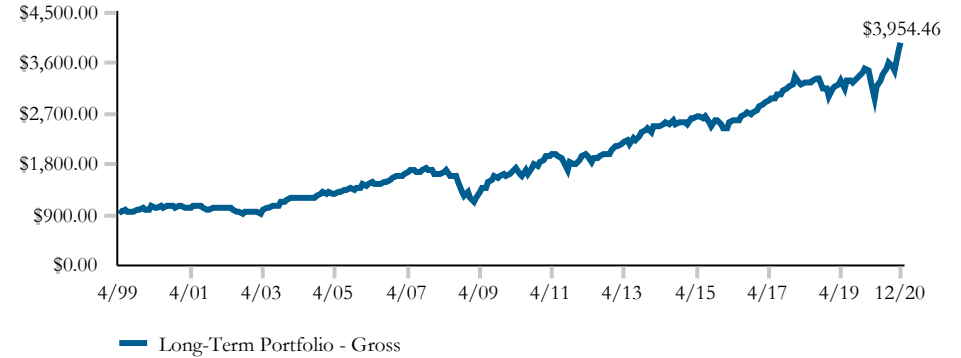
Long-Term Portfolio Summary

As of December 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	26,100,152	5,808,118	
Net Deposits/Withdrawals	-	3,227,545	
Gain/Loss	2,997,172	20,061,661	
Ending Market Value	29,097,324	29,097,324	

Performance



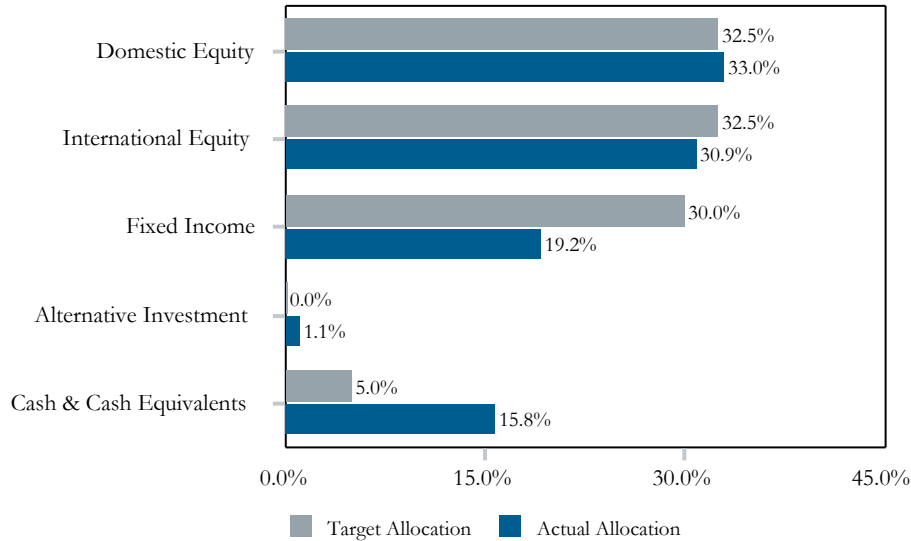
	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Long-Term Portfolio - Gross	11.63	16.72	12.23	12.23	6.90	9.34	7.86	6.55	05/01/1999
Long-Term Portfolio - Net	11.51	16.46	11.74	11.74	6.43	8.77	7.20	5.92	05/01/1999
Composite Benchmark	11.60	16.45	8.73	8.73	6.06	8.82	7.43	6.01	05/01/1999
S&P 500 Total Return	12.15	22.16	18.40	18.40	14.18	15.22	13.89	6.91	05/01/1999
MSCI EAFE Net	16.05	21.61	7.81	7.81	4.28	7.45	5.51	4.30	05/01/1999
BC Gov/Cr Intm	0.48	1.10	6.44	6.44	4.67	3.64	3.11	4.44	05/01/1999

Cabrillo College Foundation

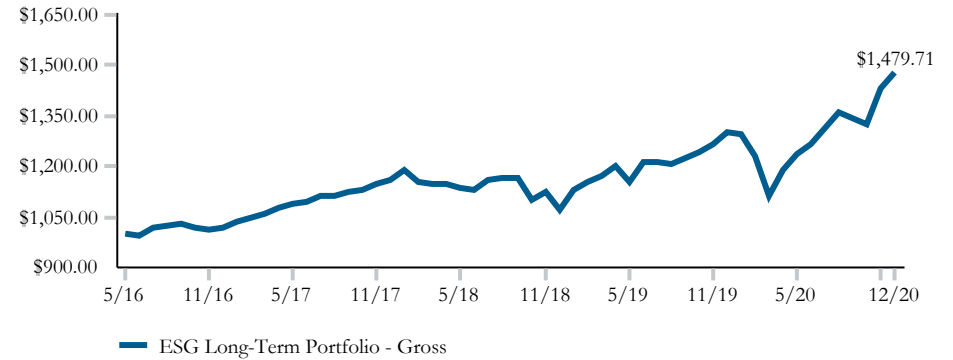
ESG Long-Term Portfolio Summary

As of December 31, 2020

Asset Allocation Analysis

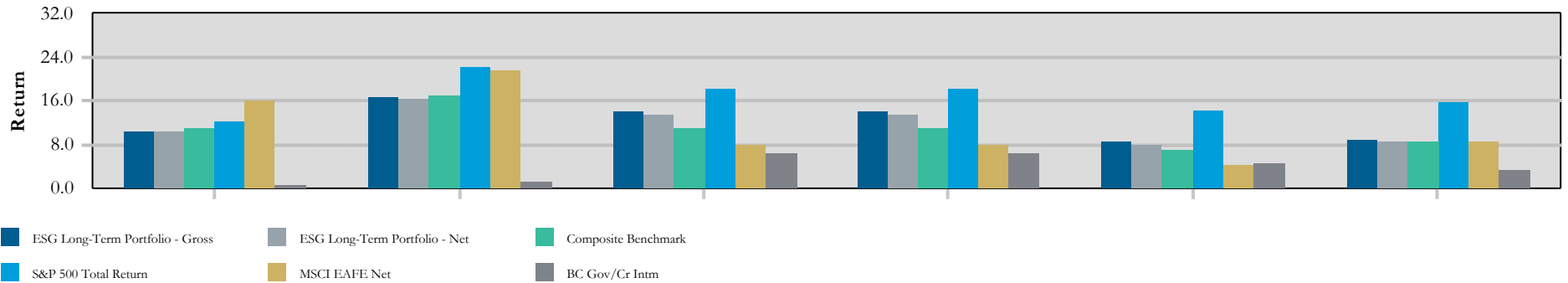


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross			06/01/16
Beginning Market Value	995,363	572,092	
Net Deposits/Withdrawals	625,000	836,652	
Gain/Loss	104,556	316,174	
Ending Market Value	1,724,919	1,724,919	

Performance



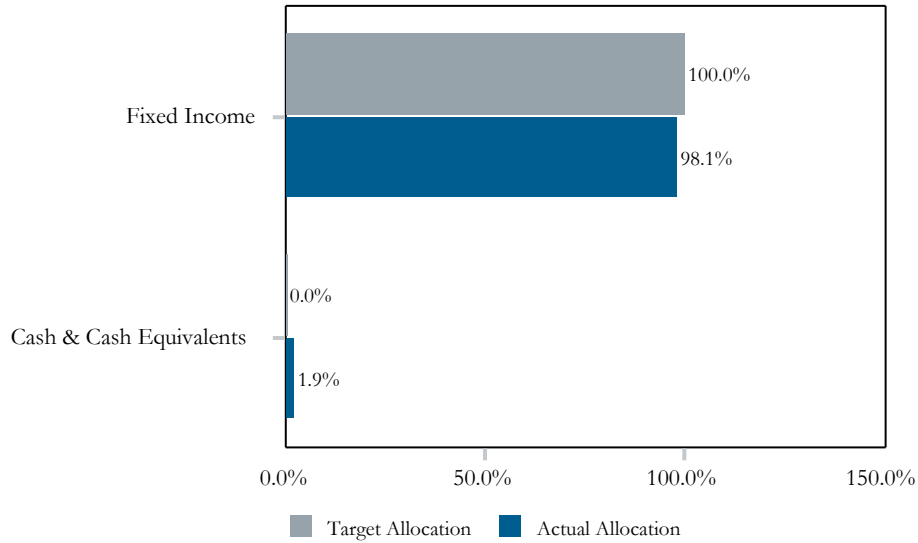
	QTD	Fiscal YTD	YTD	1 Year	3 Years	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross	10.36	16.85	13.87	13.87	8.45	8.93	06/01/2016
ESG Long-Term Portfolio - Net	10.22	16.55	13.33	13.33	7.99	8.44	06/01/2016
Composite Benchmark	11.05	17.15	10.94	10.94	7.13	8.41	06/01/2016
S&P 500 Total Return	12.15	22.16	18.40	18.40	14.18	15.80	06/01/2016
MSCI EAFE Net	16.05	21.61	7.81	7.81	4.28	8.40	06/01/2016
BC Gov/Cr Intm	0.48	1.10	6.44	6.44	4.67	3.39	06/01/2016

Cabrillo College Foundation

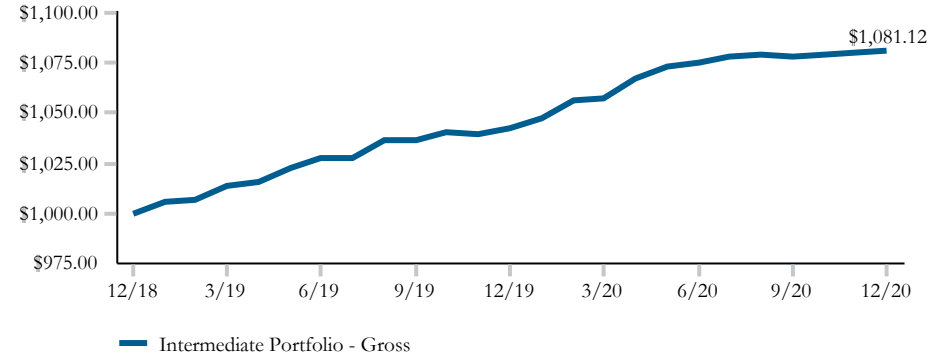
Intermediate Portfolio Summary

As of December 31, 2020

Asset Allocation Analysis

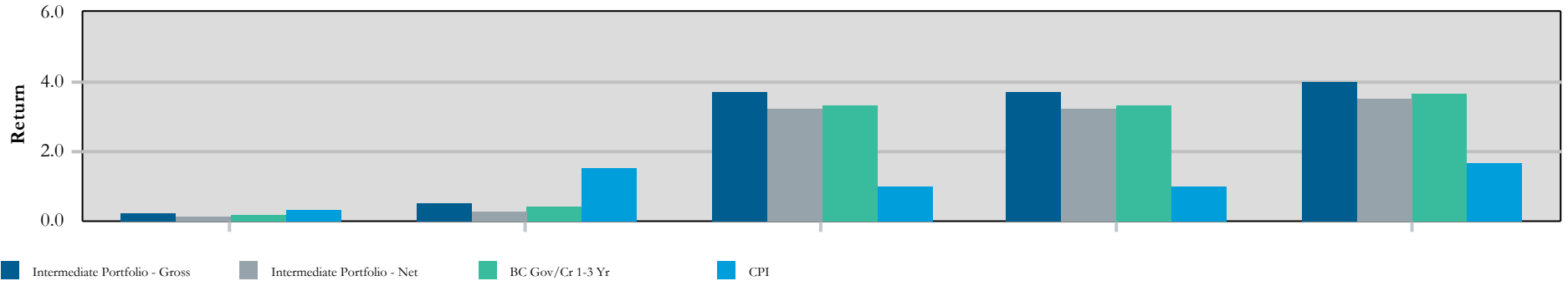


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Intermediate Portfolio - Gross			01/01/19
Beginning Market Value	904,875	305,006	
Net Deposits/Withdrawals	-14,889	540,021	
Gain/Loss	1,112	46,071	
Ending Market Value	891,099	891,099	

Performance



	QTD	Fiscal YTD	YTD	1 Year	Since Inception	Inception Date
Intermediate Portfolio - Gross	0.24	0.51	3.74	3.74	3.98	01/01/2019
Intermediate Portfolio - Net	0.13	0.28	3.26	3.26	3.51	01/01/2019
BC Gov/Cr 1-3 Yr	0.21	0.44	3.33	3.33	3.68	01/01/2019
CPI	0.35	1.52	1.01	1.01	1.67	01/01/2019

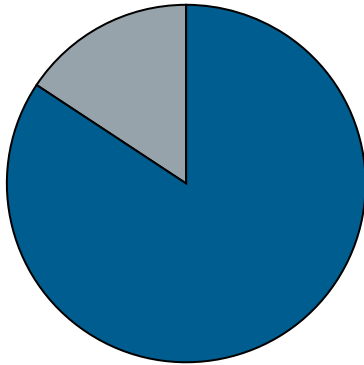
Cabrillo College Foundation

Short-Term Portfolio Summary

As of December 31, 2020

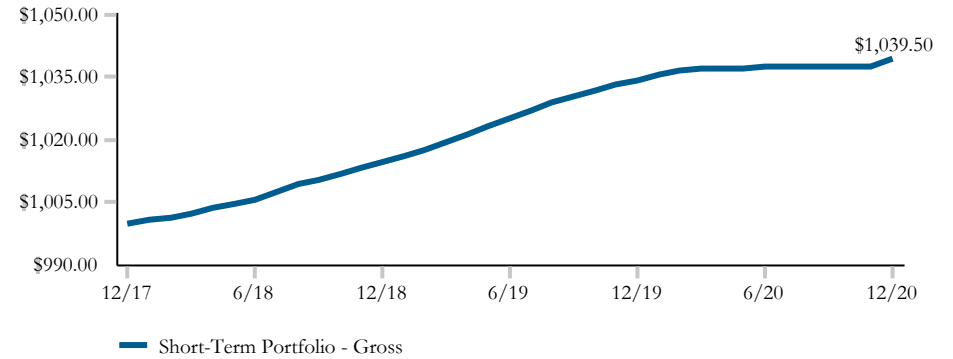
Asset Allocation Analysis

December 31, 2020 : \$3,509



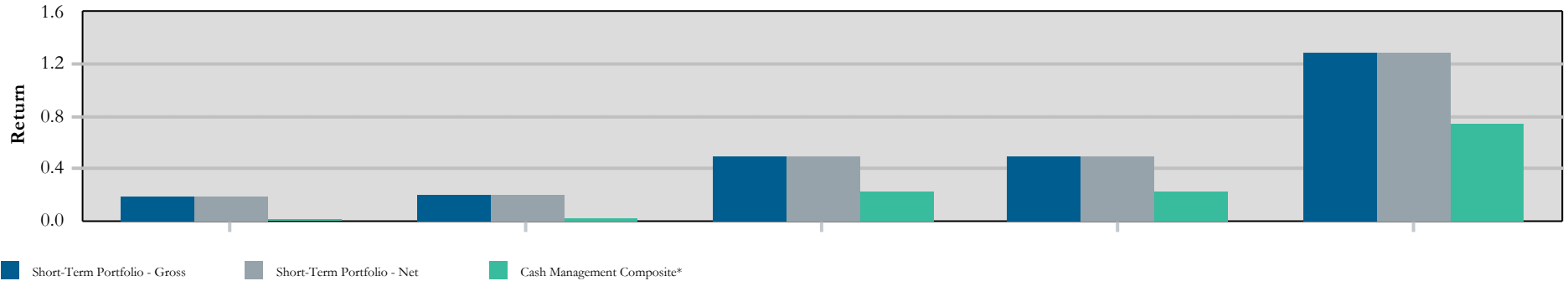
Segments	Market Value (\$000)	Allocation (%)
Domestic Fixed Income	2,957.98	84.30
Cash Equivalent	550.84	15.70

Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Short-Term Portfolio - Gross			01/01/18
Beginning Market Value	3,096,640	2,847,882	
Net Deposits/Withdrawals	404,141	522,958	
Gain/Loss	8,042	137,983	
Ending Market Value	3,508,823	3,508,823	

Performance



	QTD	Fiscal YTD	YTD	1 Year	Since Inception	Inception Date
Short-Term Portfolio - Gross	0.19	0.20	0.49	0.49	1.30	01/01/2018
Short-Term Portfolio - Net	0.19	0.20	0.49	0.49	1.30	01/01/2018
Cash Management Composite*	0.01	0.03	0.23	0.23	0.75	01/01/2018

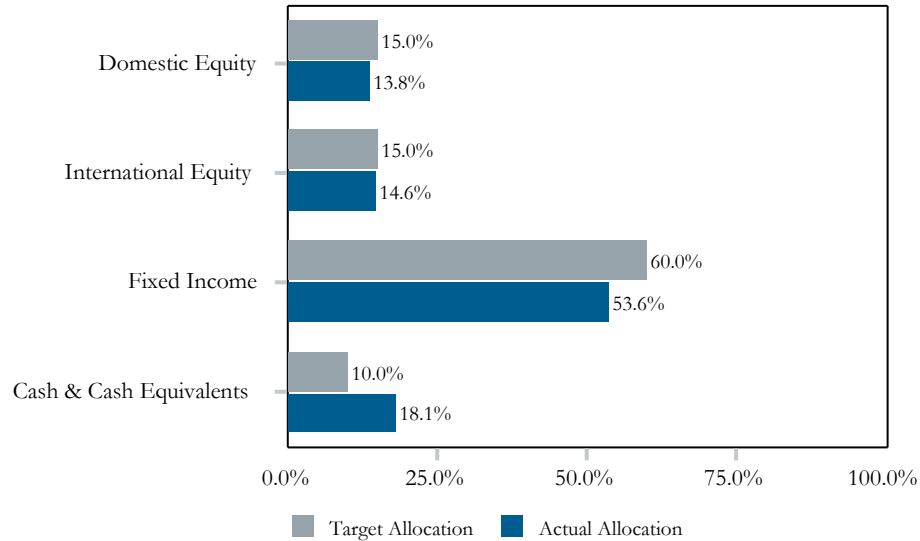
*Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash

Cabrillo College Foundation

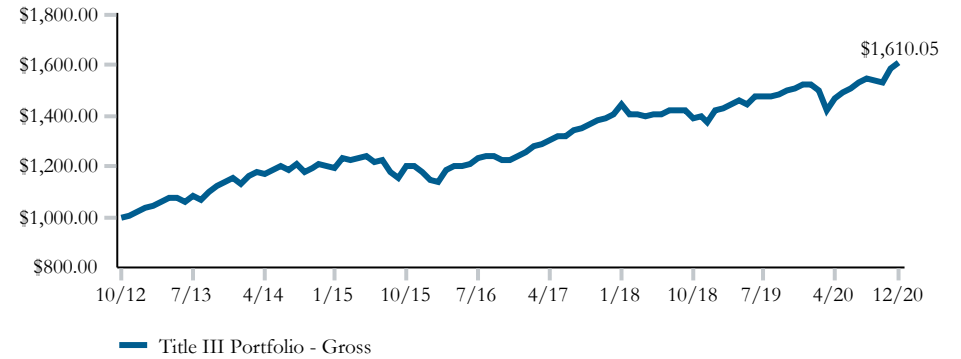
Title III Portfolio Summary

As of December 31, 2020

Asset Allocation Analysis

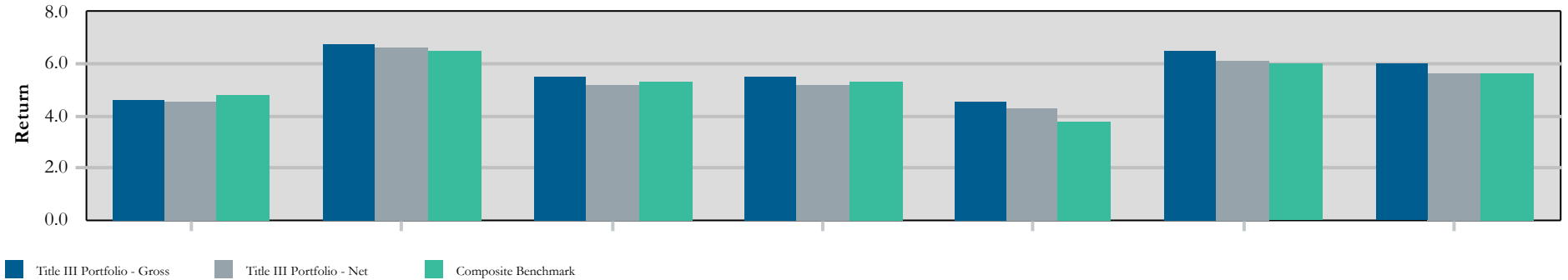


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title III Portfolio - Gross			11/01/12
Beginning Market Value	266,397	129,011	
Net Deposits/Withdrawals	8,500	75,697	
Gain/Loss	11,978	82,166	
Ending Market Value	286,874	286,874	

Performance



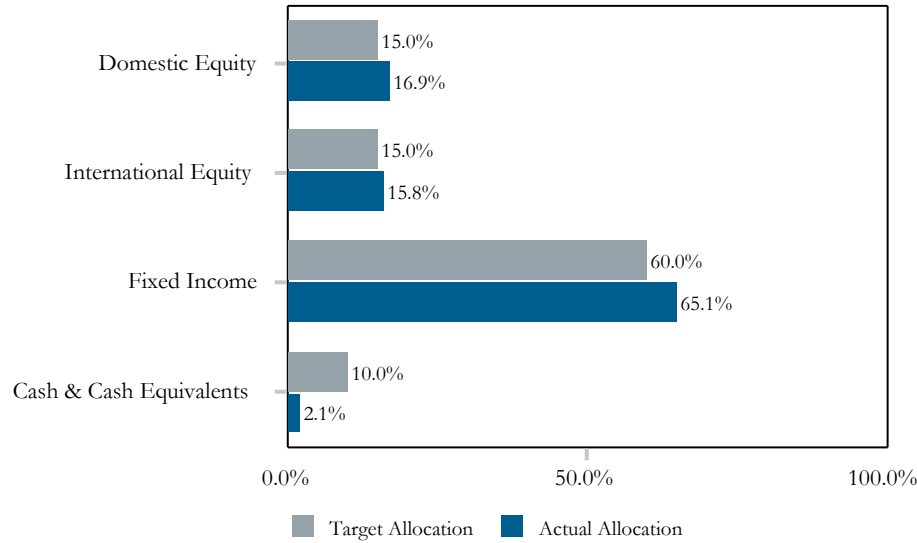
	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title III Portfolio - Gross	4.62	6.82	5.51	5.51	4.56	6.51	6.01	11/01/2012
Title III Portfolio - Net	4.54	6.68	5.23	5.23	4.29	6.18	5.65	11/01/2012
Composite Benchmark	4.84	6.57	5.33	5.33	3.83	6.00	5.63	11/01/2012

Cabrillo College Foundation

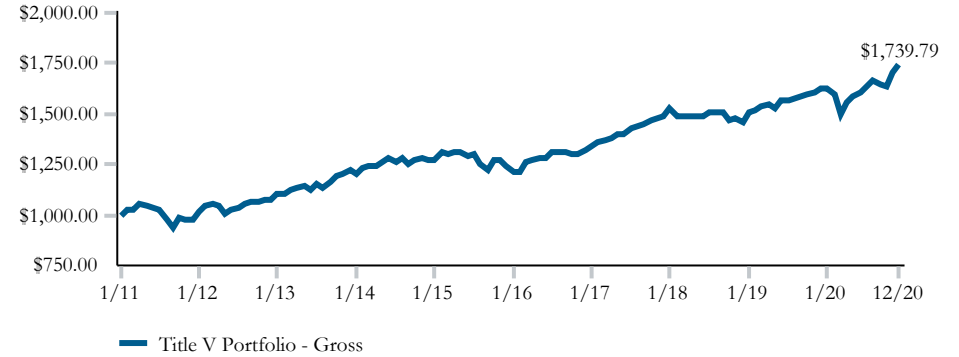
Title V Portfolio Summary

As of December 31, 2020

Asset Allocation Analysis

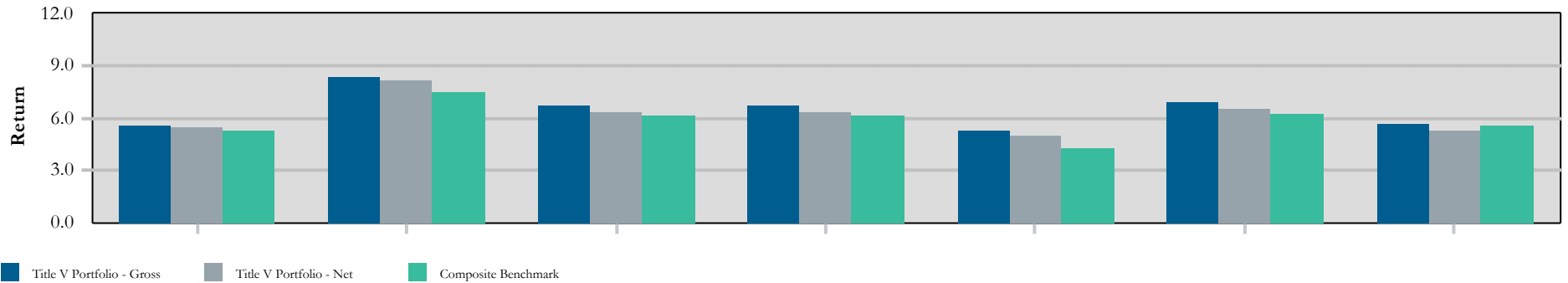


Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title V Portfolio - Gross			02/01/11
Beginning Market Value	1,173,982	99,321	
Net Deposits/Withdrawals	-11,861	723,766	
Gain/Loss	64,374	403,408	
Ending Market Value	1,226,495	1,226,495	

Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
Title V Portfolio - Gross	5.58	8.37	6.76	6.76	5.31	6.92	5.74	02/01/2011
Title V Portfolio - Net	5.50	8.19	6.42	6.42	5.01	6.56	5.37	02/01/2011
Composite Benchmark	5.37	7.49	6.17	6.17	4.29	6.29	5.58	02/01/2011

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



Total Net Assets highest level was \$40,483,430 as of November 30, 2020
 Endowed Net Assets highest level was \$36,160,088 as of November 30, 2020
 Endowed Historical Gifts highest level was \$29,415,578 on November 30, 2020

MEMORANDUM

DATE: January 14, 2021
TO: Executive Committee
FROM: Linda Burroughs
SUBJECT: President's Circle Campaign

2020-21 President's Circle Campaign

Vance Landis-Carey and Duf and Paula Fischer are co-chairs of the 2020-21 President's Circle Committee. As of January 12, 2021:

- \$385,242 has been raised, toward our goal of \$398,000
- 202 members have joined
- 21 NEW members
- 11 renewing donors increased their support this year

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 Level (\$1,000+)

- | | |
|---|--------------------|
| • Virtual Event with Sandy Lydon | Spring 2021 |
| • Drive-thru Event collaboration with Culinary Students | Spring/Summer 2021 |
| • Back to School Celebration via Zoom | October 2021 |
| • President's Holiday Party | Dec. 2021 |

President's Plus Level (\$1,500+)

- | | |
|-------------------------------------|--------------------|
| • Cabrillo Faculty Lecture via Zoom | Spring/Summer 2021 |
|-------------------------------------|--------------------|

Director Level (\$2,500+)

- | | |
|--|--------------------|
| • Virtual activity led by Cabrillo Faculty | Spring/Summer 2021 |
|--|--------------------|

Trustee Level (\$5,000+)

- | | |
|---------------------------------|------------|
| • Happy Hour with Matt Wetstein | March 2021 |
|---------------------------------|------------|

Benefactor Level (\$10,000+)

- | | |
|---------------------------------|-------------|
| • Virtual Feasting with Faculty | Summer 2021 |
|---------------------------------|-------------|

**CABRILLO COLLEGE FOUNDATION
PRESIDENT'S CIRCLE HISTORY REPORT
Updated 1/14/2021**

	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
Committee Chair	Ted Burke & Linda Burroughs	Diane Craddock & Linda Burroughs	Diane Craddock & Owen Brown	Claire Biancalana & Owen Brown	Claire Biancalana & Mahlon Foote	Mahlon Foote & Ceil Cirillo	Ceil Cirillo & Michele Bassi	Duf and Paula Fischer & Michele Bassi	Duf and Paula Fischer & Vance Landis-Carey
# of Committee Members	37	36	29	36	33	37	44	50	45
# of Annual Members (\$1,000+)	192	190	189	206	214	227	227	232	202
# of Annual Members solicited for the first time through Annual Fund (\$1,000+)	2	1	1	2	3	2	1	0	0
# of New Annual Members (\$1,000+)	30	20	16	23	19	32	20	28	21
# of Rejoining Annual Members (\$1,000+)	162	170	179	183	192	195	207	204	181
% of Rejoining Members	92%	88%	94%	97%	93%	91%	91%	90%	
# of \$15,000+					1	1	1	2	1
# of \$10,000+	0	2	3	3	2	3	3	5	6
# of \$5,000-\$9,999	10	7	7	8	7	9	10	9	8
# of \$2,500-\$4,999	13	13	13	14	15	23	27	33	34
# of \$1,500-\$2,499 (Starting 2011-2012)*	38	45	52	54	56	59	57	56	45
# of \$1,000 Donations	126	119	114	127	133	132	129	127	108
# of Donors Who Gave < \$1,000	9	7	8	9	8	3	4	5	11
# of Prospects Solicited	1,085	1,063	1,011	1,045	1,041	1,031	1,042	1,044	1,000
Donations from Annual Fund	\$3,500	\$1,000	\$1,000	\$1,000	\$3,000	\$2,000	\$1,000	\$0	0
Operational Budget Goal	\$250,000	\$280,000	\$285,000	\$317,000	\$318,000	\$332,000	\$380,000	\$386,000	\$398,000
Total Funds Raised	\$271,652	\$282,774	\$311,406	\$318,074	\$330,908	\$377,795	\$384,697	\$425,527	\$385,243
Percent Increase/ Decrease Over Previous Year	8%	4%	10%	2%	4%	14%	2%	11%	-9%

CABRILLO COLLEGE FOUNDATION

President's Circle Members 2020-21

Updated 01/12/2021

\$15,000+

Edward Newman and Leslie Christie

\$10,000+

Brian and Patti Herman

Bright Horizon Fund

Esther and Gerry Levandoski

Rick and Ruth Moe

Miles and Rosanne Reiter

Thomas Sourisseau

\$5,000+

Claire Biancalana and William Kelsay

Barbara Canfield

Robert Davidson

Elio and Joy Rodoni

Carolyn Parham

Mary Solari

Ginny Solari Mazry

Rachel Wedeen

\$2,500+

Phillip and Robin Adkins

Pegi and Tom Ard

Jim Baker and Nancy Millsagle

William and Pat Barton

Harry and Mary Blanchard

Jess Brown

Owen Brown and Mary Akin

Emily Burton

Gordon and Mary Jane Chambers

Ken and Kathy Doctor

Lee and Emily Duffus

Jack Farr

Duf and Paula Fischer

Joan Griffiths

Vance Landis-Carey and Robert Carey

Leola Lapides and Bob Katz

Rick Li Fo Sjoie and Virginia Morris

Marilyn Manning Lonergan and Richard Lonergan

John and Megan Martinelli /S. Martinelli & Co.

Robert Millsagle and Bjorg Yonts

Joe and Susan Mingione

Bill and Karen Moncovich

Ned and *Dinny* Nemacheck

Kelly and Maria Nesheim

Amy Newell

Gayle and Joseph Ortiz

CABRILLO COLLEGE FOUNDATION
President's Circle Members 2020-21

Updated 01/12/2021

William and Erica Ow
 Kate and Ira Pohl
 Pat and Rowland Rebele
 Shadowbrook Restaurant
 Stephen and Gail Snodgrass
 Rachael Spencer and Kevin Rooney
 Julie Thiebaut
 Peppy and Ron Woll

\$1,500+

Carlos and Jane Arcangeli
 Edward and Kathleen Banks
 Judy Boemer
 Blaine and Connie Brokaw
 John and Sydney Brokaw
 John and Linda Burroughs
 Al Cheney
 Ceil Cirillo
 Karen Cogswell and John
 Maenchen
 Margaret Cottle
 Diane Craddock and David
 Hogye
 May James and George Cook
 Richard and Theresa Crocker
 Dwayne and Linda Downing
 Roberta Dunton
 Charles and Sandra Eldridge

Charles and Jillian Engbers
 Esch Family
 Peggy Flynn
 Mahlon and Joel-Ann Foote
 Stephen Green
 Ken Haber
 Eileen and Dave Hill
Harold and Dorothy Hyde
 Erik and Judy Johnson–Erik's
 DeliCafé
 Ralph and Julie Kimball
 Dominic and Karen Massaro
 Keith and Della McKenzie
 Earleen Overend and Wayne
 Palmer
 Laura Pease and Bill Scurr

Maria Esther and Jose Raul
 Rodriguez
 Gunlek and Junko Ruder
 Barbara and William Scherer
 Carol and Kirk Schmidt
 Robert Scott
 Jeffrey and Adele Talmadge
 Jerry and Robynn Walters
 Susan and Nels Westman
 Matt Wetstein and Cindy
 Ostberg
 Evans Whitaker and Deborah
 Bronstein
 Theo Wierdsma and Julie
 Hamilton Wierdsma
 Sue Wilson
 Thomas and Connie Wilson

\$1,000+

Michael and Toby Alexander
 Walter and Janet Alexander
 Mike and Kalena Allard
 Mary Altier Walker and John Walker
 Anonymous
 Ann Asche/Locatelli Moving and
 Storage
 Charles and Janet Banovac
 Brian and Maryann Barry
 Philip and Kathryn Bates
 Ian and Kathy Blackwood
 Michael Blas and Paula Stark
 Christy Bohnet
 Bob and Susan Bosso
 Karen and Todd Bria
 Sue Broadston
 Rosemary Brogan
 Judy Brose
 Priscilla Brown
 George and Elizabeth Bunch
 Thomas Bush and Grace Sanchez
 Nancy Campeau
 Charles and Betty Canfield
 Paul Carrubba and Teresa O'Connell
 Carrubba

Brian and Kay Cayton
 Linda Charman
 Frederick and Kate Chen
 Michael and Barbara Clark
 Sarah Clark
 Joanne Clever
 Virginia Coe
 Bill and Cloy Codiga
 Bud and Martina Cummings
 Wallace Dale
 Robert Darrow
 Doug and Diane Deaver
 Daryl Dichek and Kenneth Smith
 Gerald and Nancy Eidam
 Geoff and Sandy Eisenberg
 Kristin Fabos and Rye Livingston
 Michele Finch
 Finkelman Family Foundation/Herb
 Finkelman and Edda Tusinac
 Cynthia FitzGerald
 Lesley Franz
 Mary Gaukel and Les Forster
 Kimberly Hallinan
 Richard and DeAnne Hart
 Kathleen Hatfield

David and Jacqueline Heald
 Janet Heien
 William Herrin
 Joseph and Bette Hirsch
 Ron and Evelyn Hirsch
 David and Katharine Hopkins
 Jay Hughes and Juliette Bloxham
 John Hurd and Kate Kelly
 Carolyn Hyatt
 Kent and Marie Imai
 Ronald and Linda Israel
 Therese Johnson
 Helen Jones
 Frances and Dean Kashino
 Tom and Nanette Kelsey
 Richard and Diane Klein
 George and Diane Koenig
 Agata Konopka and Flavio Cheng
 Ron Kusel and Carolyn Gong-Guy
 John Laird and John Flores
 Julie Lambert
 Amy Lehman
 Nancy Lenox
 Victoria and David Lewis
 Mark Linder and Mary Dean

CABRILLO COLLEGE FOUNDATION
President's Circle Members 2020-21
Updated 01/12/2021

Pamela Lowry and Allen Rozelle	James and <i>Mary Ellen</i> Poth	Melinda and Thomas Silverstein
Charlie and Georgia Mackh	Muriel Prolo and Jack Samuelson	Elaine-Maryse Solari
Gerry Mandel	Kenneth and <i>Barbara</i> Reed	Carol and Stephen Spragens
Allen and Janet Martin	Randy Repass and Sally-Christine	Robert Stephens
Mike and Bertie McElroy	Rodgers	Bruce and Barbara Swenson
Paul Meltzer	Phyllis Rosenblum	Cyrus and Maureen Tabari
Mark Mesiti-Miller and Donna Murphy	Craig Rowell and Cory Ray	Anina Van Alstine
Peter and Debbie Nelson	Cherri Rupert-Canfield	Scott and Martha Walecka
Linda and Bruce Nicholson	Mark and Laurie Scurich	Richard and Annette Weed
Fane and Corie Opperman	Ronald and Cynthia Sekkel	Brooke White
Gail Pellerin	Karen Semingson	Brad and Linda Wiles
Rock Pfothenauer and Linda Wilshusen	Kathryn Shephard	Terrence Willett and Jennifer Cross

Founding President Robert E. Swenson's Lifetime Supporters*

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

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

MEMORANDUM

DATE: January 14, 2021

TO: Executive Committee

FROM: Eileen Hill

SUBJECT: Cabrillo Advancement Program (CAP) Update

Background

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

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

Due to Covid and challenges in online learning, the following adjustments have been made this year:

- Postponed recruitment of new 6th graders and CAP Awards Ceremony until Spring 2022. Two cohorts per school of 6th graders and 7th graders (7th graders that would have been selected as 6th graders spring 2021) will be selected.
- CAP Staff (Liz and CAP Advisors) are meetings with students virtually (Zoom, Google meets), and checking in on families.
- CAP Peer Advisors are holding virtual hours weekly or bi-weekly (depending on school).
- CAP Peer Advisors continue to check in with individual students in their "caseload" virtually
- Plan and implement "CAP Summer Institute by mail" An innovative way to have students access a modified summer institute experience under the circumstances. Per our survey, students DO NOT wish to have a virtual Summer Institute (Zoom fatigue). Instead we will mail an activity packet (with goodies) for kids to complete over the summer at their leisure. Once completed we will have a way to see who logged in and raffle prizes for participants.
- Administrative work to digitize all materials, migrate to new Cabrillo website, and update CAP database, distribute CAP Scholarships virtually, and finalizing CAP 6th Grade recruitment video

MEMORANDUM

DATE: January 14, 2021

TO: Executive Committee

FROM: Rachael Spencer, Scholarship Committee Chair

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.

Our annual year-end scholarship solicitation letters were mailed to 400 donors before the holiday break in December. Committee members added personal notes to the letters for our endowed scholarship donors, thanking them for their support. As of January 14, 2021, we have received nearly \$175,000 in scholarship support from our donors!

Scholarship committee members serve as community ambassadors for our scholarship program. Committee members include: 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

Denise Mar is one of the many Cabrillo students who has been helped on her educational path through scholarship support from the tremendous generosity of our donors. At a donor event last year, she shared:



When I got into the nursing program at Cabrillo, it was an amazing joy for my family and myself. I remember crying out of happiness when I found out, but I knew it would be difficult financially. Every day I was so excited to be in the program, but at the same time I was worried that I wasn't going to be able to continue.

But when I found out I was a scholarship recipient, I was so happy and relieved. I felt so blessed that there was such kind people who were investing in my education and that believed in me. It's such a luxury to not have to work. I get to focus on my studies and go to office hours instead of rushing to work after class.

Once I graduate, I hope to find a job here in the Santa Cruz community and give back to the community that has given so much to me. Being a scholarship recipient has changed my life for the best. Thank you for your generosity and allowing me to continue to pursue my dreams of becoming a Nurse.

MEMORANDUM

DATE: January 14, 2021
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

In November, a committee of Foundation Board Members, Cabrillo faculty, and community members reviewed proposals and selected projects to award. This year the Cabrillo Foundation awarded a total of **\$103,370** to Cabrillo staff and faculty to enhance student learning and increase student success.

A list of 2020-21 funded projects is attached.

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

Faculty and Staff Grant Awards Reception

Thursday, January 21st

4:00-5:00pm

Via Zoom

Current committee members include: Cherie Barkey, Owen Brown, Ceil Cirillo, Les Forester, Mary Gaukel, Matt Huffaker, Francisco Iniguez, Tobin Keller, Amy Newell, Gun Ruder and David Schwartz

**2020 Cabrillo College Foundation
Faculty Grants for Student Success (FGSS), Crocker Endowment Grants, and
Associated Students of Cabrillo College Grants (ASCC)**

Name	Division	2020 Project Title	Crocker VAPA	Crocker Dental Hygiene	Faculty Grants for Student Success (FGSS)	ASCC	TOTAL AWARDED
Ann Endris	Title V	Mural Celebrating Latinx Culture			\$ 6,500.00	\$ 2,000.00	\$ 8,500.00
Binh Cheung	NAS	Welding Helmet Grant (ASCC funds)				\$ 1,917.86	\$ 1,917.86
Carol Hoffman	NAS	Remote Teaching Camera Equipment			\$ 168.98		\$ 168.98
Claire Thorson	VAPA	CrossTalks			\$ 1,200.00		\$ 1,200.00
Claire Thorson	VAPA	New Track Lighting for Cabrillo Gallery			\$ 10,000.00		\$ 10,000.00
David King	VAPA	Crocker Theater Dance Surface Replacement	\$ 7,173.00		\$ 2,473.00		\$ 9,646.00
David King	VAPA	Watsonville A-130 Sound System Update			\$ 1,317.00		\$ 1,317.00
Dawn Nakanishi	VAPA	Studio Lab Natural Gas, Compressed Air and AcetyleneTorches			\$ 1,200.00		\$ 1,200.00
Doron Brenner	NAS	New Chairs for Room 715			\$ 3,416.10		\$ 3,416.10

**2020 Cabrillo College Foundation
Faculty Grants for Student Success (FGSS), Crocker Endowment Grants, and
Associated Students of Cabrillo College Grants (ASCC)**

Name	Division	2020 Project Title	Crocker VAPA	Crocker Dental Hygiene	Faculty Grants for Student Success (FGSS)	ASCC	TOTAL AWARDED
Greg Mettler	VAPA	LED light panels for students to use off campus during distance learning and at home after in-person learning resumes.				\$ 2,349.92	\$ 2,349.92
James Page	HAWK	WEC Go Green Initiative			\$ 8,895.00		\$ 8,895.00
Janet Fine	VAPA	Providing more access to Digital Cameras (grant proposal by both Janet Fine & Lesley Loudon, program chair)			\$ 9,118.96		\$ 9,118.96
Jean Gallagher-Heil	HASS	Swivl Technology and Early Childhood Education			\$ 5,466.00		\$ 5,466.00
Jeremy MacVeigh	HASS	Audio/Visual Improvements for CAHM Classes			\$ 1,500.00		\$ 1,500.00
Jo-Ann Panzardi & Sylvia Rios	NAS	Engineering/Art Ceramic Mural			\$ 4,875.00		\$ 4,875.00
Jon Nordgren	VAPA	COGNITO FORMS TEAM PLAN SUBSCRIPTION			\$ 230.40		\$ 230.40
Kelli Horner	NAS	Tablets for STEM Tutors in the Virtual Learning Environment			\$ 1,989.31		\$ 1,989.31

**2020 Cabrillo College Foundation
Faculty Grants for Student Success (FGSS), Crocker Endowment Grants, and
Associated Students of Cabrillo College Grants (ASCC)**

Name	Division	2020 Project Title	Crocker VAPA	Crocker Dental Hygiene	Faculty Grants for Student Success (FGSS)	ASCC	TOTAL AWARDED
Kelli Horner	NAS	Textbooks for STEM/Transfer Level Math (Differential Algebra/Math 7)			\$ 2,400.00		\$ 2,400.00
Kelli Horner	NAS	Textbooks for STEM/Transfer Level Math (Linear Algebra/Math 6)			\$ 3,600.00		\$ 3,600.00
Lucas Cantin	NAS	Cathode Ray Tubes for Chemistry				\$ 594.00	\$ 594.00
Mark Ramsey	HAWK	Baseball and Softball Equipment for Student-Athletes			\$ 4,403.00		\$ 4,403.00
Matthew Halter	NAS	Proctorial Service				\$ 3,850.00	\$ 3,850.00
Nicole Crane	NAS	The world in a drop: enhancing knowledge and skills through investigations of a microscopic world			\$ 1,943.29		\$ 1,943.29
Noel Kelsch	Allied Health	HIPAA Security Boxes		\$ 825.00			\$ 825.00
Noel Kelsch	Allied Health	Intraoral Cameras		\$ 1,684.30			\$ 1,684.30
Noel Kelsch	Allied Health	Anesthesia Simulation Model		\$ 1,232.35	\$ 2,268.00		\$ 3,500.35

**2020 Cabrillo College Foundation
Faculty Grants for Student Success (FGSS), Crocker Endowment Grants, and
Associated Students of Cabrillo College Grants (ASCC)**

Name	Division	2020 Project Title	Crocker VAPA	Crocker Dental Hygiene	Faculty Grants for Student Success (FGSS)	ASCC	TOTAL AWARDED
Noel Kelsch	Allied Health	Calculus and Periodontal Simulation Models		\$ 1,222.35	\$ 5,796.00		\$ 7,018.35
Payson McNett	VAPA	compact folding work benches			\$ 2,000.00		\$ 2,000.00
Raina Chelise	HASS	Amplify: Cabrillo College Student Podcast			\$ 1,500.00	\$ 1,500.00	\$ 3,000.00
Robin West	Student Services	Emergency Blankets for students				\$ 300.00	\$ 300.00
Robin West	Student Services	Hygiene Kits for food and housing insecure students				\$ 2,000.00	\$ 2,000.00
Sean Peeler	VAPA	Smartphone Video Rigs for Student Use Off Campus				\$ 643.18	\$ 643.18

MEMORANDUM

DATE: January 14, 2021
TO: Executive Committee
FROM: Nancy Machado
SUBJECT: 2021-22 Budget Timeline

The following is the schedule for the 2021-22 Cabrillo College Foundation budget process:

Week of January 4, 2021	Nancy Machado requests information required for starting the budget process
Week of January 25, 2021	Eileen Hill and Nancy Machado to review information and determine if further information is needed
Week of January 28, 2021	Eileen Hill and Nancy Machado to compare prior year trends to 2021-22 plan Nancy Machado provides Eileen Hill with draft of 2021-22 Budget. Eileen Hill reviews, recommends changes and approves final 2021-22 Budget
March 15, 2021	Send recommended Budget to Finance and Investment Committee
March 25, 2021	Finance and Investment Committee reviews 2021-22 Budget and makes recommendation to Executive Committee
April 8, 2021	Send recommended Budget to Executive Committee
April 15, 2021	Executive Committee reviews 2021-22 Budget and makes recommendations to Board of Directors
May 7, 2021	Send recommended Budget to Board of Directors
May 14, 2021	Board of Directors approve 2021-22 Budget

MEMORANDUM

DATE: January 14, 2021
TO: Executive Committee
FROM: Nancy Machado
SUBJECT: Schedule for the 2019-20 990 filing

The IRS 990 form provides the public with financial information about a nonprofit organization. It is used by government agencies to prevent organizations from abusing their tax-exempt status.

The following is a projection for the 2019/20 Cabrillo College Foundation federal Form 990 process:

December 1 st – 23 rd	Cabrillo College Foundation staff completes Form 990 and submits to Auditor Terri Montgomery
Week of April 12th	Terri Montgomery completes Form 990 and e-mails draft to Nancy Machado.
April 16, 2021	Cabrillo College Foundation Executive Director reviews draft Form 990
April 23, 2021	Draft Federal Form 990 e-mailed to the Board of Directors with an overview and instructions for review.
April 30, 2021	Cabrillo College Foundation Board of Directors responds to Nancy Machado with any suggestions/changes to draft Federal Form 990.
May 3, 2021	Final Federal Form 990 is e-mailed to the Board of Directors for final review.
May 11, 2021	At the Cabrillo College Foundation Board meeting, final Federal form 990 is approved and signed by a Board Officer and Cabrillo College Foundation mails final Federal Form 990 to the Internal Revenue Service

2020-21 Cabrillo College Foundation Committee Meetings and Events

Updated 1/7/2021

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, 9:00-10:30 am
Sesnon House or Zoom TBD
August 19, 2020
October 8, 2020
November 16, 2020 (11 am)
December 14, 2020 (11 am)
January 15, 2021 (11 am)
March 25, 2021

FACULTY GRANTS

November 20, 2020
1:00 – 3:00 pm

NOMINATING

December 2020

PRESIDENT'S CIRCLE

September 10, 2020
5:30 – 7:00 pm
(kick-off party)

October 14, 2020
9:00 am – 12:00 pm
(signing pick up)

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 12, 2020
3:00 – 4:00 pm

CABRILLO ADVANCEMENT PROGRAM

February 2021
May 2021

EXCLUSIVE EVENTS FOR PRESIDENT'S CIRCLE MEMBERS

Back to School and Bubbles
\$1,000 + Members
October 22, 2020
5:30 pm

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

Heritage Club Brunch
November 19, 2020
11:00 am

President's Holiday Drive Thru
December 5, 2020
10:00 am – 1:00 pm

Faculty and Staff Grants Awards
January 21, 2021
4:00 pm – 5:00 pm

Colligan Family Scholarship Ceremony
Summer 2021 TBD

2020-21 Cabrillo College Foundation Committee Roster – Updated 1/7/2021

BOARD OF DIRECTORS

Rob Allen
Pegi Ard, CFO
Michele Bassi
Claire Biancalana, President
Owen Brown, Past President
Linda Burroughs
Ceil Cirillo
David Heald
Matt Huffaker
Amy Lehman, CC VP Student Services
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
Kent Imai
Julie Lambert
Marilyn Manning Loneragan
Richard Loneragan
Fred McPherson
Bob Millslagle
Kelly Nesheim
Ed Newman
Erica Ow
William Ow
June Padilla Ponce
Ginny Solari Mazry
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