MEMORANDUM

DATE: February 1, 2022

TO: Rob Allen, Pegi Ard, Michele Bassi, Claire Biancalana, Ceil Cirillo, Karen Cogswell, Kathryn Cowan, Matt Huffaker, Amy Lehman, Kelly Nesheim, Ed Newman, Bradley Olin, Erica Ow, Patty Quillin, Cory Ray, Maria Esther Rodriguez, Dan Rothwell, Karen Semingson, Rachael Spencer, Trevor Strudley, Kate Terrell, Julie Thiebaut, Rachel Wedeen, Matt Wetstein, Kristin Wilson, Donna Ziel

FROM: CCF President, Gun Ruder

GUESTS: Aloha Sargent, Technology Services Librarian
Allison Gong, Biology Instructor
Lisa Gilbert, Chair, Geology, Oceanography, & Environmental Science
Dusty McKenzie, Chair, Anthropology

SUBJECT: Cabrillo College Foundation Board of Directors Regular Meeting
Tuesday, February 8, 2022
12:00 pm – 2:00 pm
Zoom Virtual Meeting

<table>
<thead>
<tr>
<th>Item</th>
<th>Responsibility</th>
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</thead>
<tbody>
<tr>
<td>A. Regular Open Session</td>
<td></td>
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<tr>
<td>1. Welcome and Call to Order</td>
<td>G. Ruder</td>
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<tr>
<td>2. Approval of Agenda</td>
<td>G. Ruder</td>
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<td></td>
<td>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.</td>
</tr>
<tr>
<td>B. Public Comment</td>
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<tr>
<td>1. Public Comment Opportunity</td>
<td>G. Ruder</td>
</tr>
</tbody>
</table>
### C. Special Presentations

1. Presentation by Faculty and Staff Grant Recipients
   - Aloha Sargent, Technology Services Librarian
   - Allison Gong, Biology Instructor
   - Lisa Gilbert, Chair, Geology, Oceanography, & Environmental Science
   - Dusty McKenzie, Chair, Anthropology

### D. Action Items

1. November 9, 2021 meeting minutes
   - G. Ruder
   - 9 – 15

2. December 31, 2021 Financial Statements
   - P. Ard
   - 16 – 17
   - 2.1 December 31, 2021 Condensed Narrative
   - 18 – 21
   - 2.2 Balance Sheet
   - 22 – 24
   - 2.3 Income Statement by Fund
   - 25 – 26
   - 2.4 Income Statement Budget-to-Actual

### E. Reports

1. College President Report
   - M. Wetstein

2. Executive Director Report
   - E. Hill
   - 27
   - 2.1 2021-22 Fundraising Targets
   - 28
   - 2.2 Fundraising Totals and Goal
   - July 1, 2021 to January 28, 2022
     - Outright Gifts: $2,666,303
     - Unbooked Revocable Planned Gifts: $150,000
     - Total: $2,816,303
   - 2.3 Total Net Assets, Endowed Net Assets and Historical Gifts Chart as of December 31, 2021
   - 30

### F. Informational Items

1. Discussion – Comfort level of in person meetings and events
   - E. Hill

2. Review of CCF Investments as of December 31, 2021
   - P. Ard
   - 31 – 50

3. Investment Consultant Review Process
   - G. Ruder
   - 51

4. President’s Circle Campaign Update
   - C. Biancalana
   - 52 – 56

5. Women’s Educational Success
   - P. Quillen
   - 57
<table>
<thead>
<tr>
<th>Item</th>
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<tr>
<td><strong>F. Informational Items (cont.)</strong></td>
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<tr>
<td>6. Scholarship Committee</td>
<td>R. Spencer</td>
<td>58</td>
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<td>7. Cabrillo Advancement Program Update</td>
<td>E. Hill</td>
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<td>8. Cabrillo Employee Giving – Payroll Deduction</td>
<td>E. Hill</td>
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<td>9. Cabrillo Retirees</td>
<td>E. Hill</td>
<td>61</td>
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<td>10. 2022-23 Budget Timeline</td>
<td>N. Machado</td>
<td>62</td>
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<tr>
<td>11. 990 Timeline</td>
<td>N. Machado</td>
<td>63</td>
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<tr>
<td>12. Committee Calendar and Roster</td>
<td>G. Ruder</td>
<td>64 – 65</td>
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**G. Adjournment**

<table>
<thead>
<tr>
<th>Item</th>
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<tbody>
<tr>
<td>1. Adjournment</td>
<td>G. Ruder</td>
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### BOARD OF DIRECTORS ATTENDANCE CHART

<table>
<thead>
<tr>
<th>Board of Directors</th>
<th>9/14/21</th>
<th>11/9/21</th>
<th>2/8/22</th>
<th>5/10/22</th>
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<tbody>
<tr>
<td>Rob Allen</td>
<td>P</td>
<td>A</td>
<td></td>
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<tr>
<td>Pegi Ard</td>
<td>P</td>
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<tr>
<td>Michele Bassi</td>
<td>P</td>
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<tr>
<td>Claire Biancalana</td>
<td>A</td>
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<tr>
<td>Ceil Cirillo</td>
<td>A</td>
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<tr>
<td>Karen Cogswell</td>
<td>P</td>
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<td>Kathryn Cowan</td>
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<td>Paul De La Cerda</td>
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<td>Matt Huffaker</td>
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<td>Amy Lehman</td>
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<td>Kelly Nesheim</td>
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<td>Ed Newman</td>
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<td>Bradley Olin</td>
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<td>Patty Quillin</td>
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<td>Cory Ray</td>
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<td>Maria Esther Rodriguez</td>
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<td>Dan Rothwell</td>
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<td>Gun Ruder</td>
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<td>Karen Semingson</td>
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<td>Rachael Spencer</td>
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<td>Trevor Strudley</td>
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<td>Kate Terrell</td>
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<td>Julie Thiebaut</td>
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<td>Rachel Wedeen</td>
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<td>Donna Ziel</td>
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*P=Present, A=Absent, N/A=Not applicable, not on the Board at the time. Based on Board of Director’s meeting minutes. Please contact Cabrillo College Foundation if you believe this chart is in error.*
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Gun Ruder

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 $110,953 to Cabrillo staff and faculty to enhance student learning and increase student success.

A list of 2021-22 funded projects is attached.

The Faculty and Staff Grant Awards Reception was held on Thursday, January 20th via Zoom and over 60 guests joined us. The award recipients had the opportunity to speak about their projects and the impact the projects will have on Cabrillo students.

Current committee members include: Cherie Barkey, Owen Brown, Linda Burroughs, Ceil Cirillo, Linda Downing, Les Forester, Mary Gaukel, Inga Gonzalez Moses, Matt Huffaker, Tobin Keller, Gun Ruder, Ana Ruiz and David Schwartz
## 2021 Cabrillo College Foundation

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

<table>
<thead>
<tr>
<th>Name</th>
<th>Division</th>
<th>2021 Project Title</th>
<th>Crocker VAPA</th>
<th>Crocker Dental Hygiene</th>
<th>Crocker Nursing</th>
<th>Crocker Campus-Wide</th>
<th>Faculty Grants for Student Success (FGSS)</th>
<th>ASCC</th>
<th>TOTAL AWARDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dianne Avelar</td>
<td>Student Services</td>
<td>Student Mental Health Conference</td>
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<td></td>
<td>$ 8,400.00</td>
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<td>Victoria Banales</td>
<td>BELA</td>
<td>Journal X</td>
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<td></td>
<td>$ 1,028.81</td>
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<td>$ 1,028.81</td>
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<tr>
<td>Mark Bidelman</td>
<td>VAPA</td>
<td>Tools for Musicians of the 21 Century</td>
<td>$ 1,000.00</td>
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<td>$ 1,000.00</td>
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<td>Matthew Blostein</td>
<td>VAPA</td>
<td>RAM Upgrades for Studio Computers</td>
<td>$ 689.00</td>
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<td>$ 689.00</td>
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<td>Janinne Chadwick</td>
<td>HASS</td>
<td>ECE Observation Video Project</td>
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<td>$ 1,800.00</td>
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<td>$ 1,800.00</td>
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<td>Nikia Chaney</td>
<td>BELA</td>
<td>Umoja Student Success Events Grant</td>
<td>$ 2,000.00</td>
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<td>Michelle Chao</td>
<td>HASS</td>
<td>A-Frame Benches for ECE Curriculum Lab</td>
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<td>$ 4,070.00</td>
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<td>Bridgete Clark</td>
<td>Allied Health</td>
<td>In DH162A DH Students are taught how to take blood pressure</td>
<td>$ 475.00</td>
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<td>Bridgete Clark</td>
<td>Allied Health</td>
<td>Teach dental hygiene students how to use a Nomad handheld portable dental radiology x-ray equipment</td>
<td>$ 476.00</td>
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<td>$ 21,224.00</td>
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<td>Brandy Dickinson</td>
<td>Allied Health</td>
<td>Flexible Media Carts</td>
<td>$ 1,529.00</td>
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<td>$ 2,418.76</td>
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<td>$ 3,947.76</td>
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<td>William Epperson</td>
<td>VAPA</td>
<td>Fee for Camera Operator for TA21 Acting for the Camera in Spring Semester 2022</td>
<td>$ 1,050.00</td>
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<td>William Epperson</td>
<td>VAPA</td>
<td>Piano Accompanist Artist Fee</td>
<td>$ 480.00</td>
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<td>$ 480.00</td>
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<tr>
<td>Name</td>
<td>Division</td>
<td>2021 Project Title</td>
<td>Crocker VAPA</td>
<td>Crocker Dental Hygiene</td>
<td>Crocker Nursing</td>
<td>Crocker Campus-Wide</td>
<td>Faculty Grants for Student Success (FGSS)</td>
<td>ASCC</td>
<td>TOTAL AWARDED</td>
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<tr>
<td>William Epperson</td>
<td>VAPA</td>
<td>Wireless microphone system maintenance and repair.</td>
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<td>$2,277.60</td>
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<td>Sandra Frank</td>
<td>VAPA</td>
<td>Professional level equipment for the Studio Lighting Class</td>
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<td>$6,377.00</td>
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<td>Lisa Gilbert</td>
<td>NAS</td>
<td>Teaching geology with thin sections of minerals and rocks</td>
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<td></td>
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<td>$3,822.00</td>
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<td>Allison Gong</td>
<td>NAS</td>
<td>Dissolved Oxygen Meters for Student Field Work</td>
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<td>$746.58</td>
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<td>K. Groppi</td>
<td>NAS</td>
<td>We Are the Middle of Forever Indigenous Voices from Turtle Island on the Changing Earth</td>
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<td>$3,000.00</td>
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<td>Noel Kelsch</td>
<td>Allied Health</td>
<td>Pathways Models</td>
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<td>$1,150.00</td>
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<td>Julia Machotka</td>
<td>VAPA</td>
<td>Digital Media Design-a-Thon</td>
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<td>$4,000.00</td>
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<td>Poco Marshall</td>
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<td>Crocker Theater LED Lighting Upgrade</td>
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<td>$2,182.00</td>
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<td>Tera Martin</td>
<td>Watsonville Center</td>
<td>Developing Outdoor Student Spaces at the Watsonville Center El Patio and STEM Center (Aptos)</td>
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<td>Dustin McKenzie</td>
<td>HASS</td>
<td>Archaeological equipment replacement and modernization.</td>
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<td>Dawn Nakanishi</td>
<td>VAPA</td>
<td>Acoustic Panels and Installation for Small Scale Metals and Jewelry Lab: VAPA 3001</td>
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<tr>
<td>Name</td>
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<td>Crocker VAPA</td>
<td>Crocker Dental Hygiene</td>
<td>Crocker Nursing</td>
<td>Crocker Campus-Wide</td>
<td>Faculty Grants for Student Success (FGSS)</td>
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<td>Richard Nolthenius</td>
<td>NAS</td>
<td>Computerized Telescope and Video Timing Gear for Lab Astronomy</td>
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<td>$ 1,994.00</td>
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<td>Dave Osland</td>
<td>NAS</td>
<td>Request for a welder</td>
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<td>$ 3,420.00</td>
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<td>Band-saw Request</td>
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<td>Aloha Sargent</td>
<td>Library</td>
<td>Textbooks to allow for online access to Library course reserves</td>
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<td>$ 9,680.65</td>
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<td>Liz Soluri</td>
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<td>Acknowledging Local Indigenous Land</td>
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<td>$ 11,868.00</td>
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<td>Natalie Vanoli</td>
<td>Allied Health</td>
<td>Dental Hygiene Simulation Faces</td>
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<td>$ 2,325.00</td>
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<td><strong>TOTALS</strong></td>
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<td><strong>$ 119,576.00</strong></td>
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Call to Order
Gun Ruder called the meeting to order at 12:03 pm.

Meeting by Zoom
Motion: MSC: J. Thiebaut/K. Nesheim. The Board voted unanimously to approve meeting virtually based on current health recommendations for social distancing, mask requirements in indoor settings, and agree to follow the guidance determined by the Cabrillo College Board of Trustees for the next Board of Directors meetings

Approval of Agenda
Motion: MSC: J. Thiebaut/K. Cogswell. The Board voted unanimously to approve the Board agenda.

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

Special Presentations
Matt introduced Annie Jones and Nancy Phillips to give an overview and update on the HUB tutoring center at Cabrillo. Nancy described the different learning centers in the HUB: Math Learning Center, English Learning Center, Tutoring Center and Supplemental Instruction. She reported that HUB visits remained consistent when they went online due to COVID and have remained strong this fall with a hybrid format of online and face-to-face tutoring. Nancy highlighted the benefits of peer-to-peer tutoring both for the students being tutored and the tutors themselves. Tutors receive training that leads to an international tutor training program certification from a well-respected institution, CRLA. Students then can go on to be private tutors.

Two HUB student tutors, Alex and Gabriela, described their positive experiences and skills development working at the HUB.
Approve Board Meeting Minutes


The following Board Members voted to approve the minutes of September 14, 2021:
Pegi Ard, Michele Bassi, Karen Cogswell, Kathryn Cowan, Paul De La Cerda, Amy Lehman, Kelly Nesheim, Ed Newman, Bradley Olin, Cory Ray, Maria Esther Rodriguez, Dan Rothwell, Gun Ruder, Rachael Spencer, Kate Terrell, Julie Thiebaut, Matt Wetstein, Donna Ziel

The following Board Members abstained:
Claire Biancalana, Ceil Cirillo, Erica Ow, Patty Quillin, Kristin Wilson

The following Board Members were absent:
Rob Allen, Matt Huffaker, Trevor Strudley, Rachel Wedeen

Karen Semingson arrived after the vote

Approve Audit Draft

Terry Montgomery gave an overview of the Cabrillo College Foundation Audit Report. Terri reported that the opinion of the auditors of Eide Bailly is that the Cabrillo College Foundation financial statements presented fairly which indicates a clean audit opinion. The Audit Committee accepted the 2020-21 Draft Audit report on October 14, 2021 and the Executive Committee accepted the 2020-21 Draft Audit Report on October 28, 2021.

Motion: MSC: K. Cogswell/R. Spencer. The Board voted unanimously to accept the Cabrillo College Foundation 2020-21 Audit Draft as presented.

Approve Financial Statements

Pegi Ard reported as of June 30, 2021, the total assets were $47.6M, $10.5M over prior year. Net assets were $44.9M, $10.7M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was $14.3M. Total expenses were $3.6M with a surplus for all funds of $10.7M. The total operating revenue was $1.3M and expenses $958K. The operating surplus was $350K.

Motion: MSC: C. Biancalana/J. Theibaut. The Board voted unanimously to approve the June 30, 2021 Post Audit Financial Statements.

Pegi reported as of September 30, 2021, the total assets were $45.9M, $8.7M over prior year. Net assets were $44.3M, $8.8M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was $141K. Total expenses were $752K with a deficit for all funds of $611K. The total operating revenue was $206K and expenses $247K. The operating deficit was $41K.

Cabrillo College President Report

Matt Wetstein reported that for spring semester, 60-65% of classes are planned to be face-to-face. He reported that although Cabrillo’s enrollment is down 11%, the state average community college enrollment is down 15%, so Cabrillo outperformed what happened across the state. There is enrollment retention money in the budget from the state, which is being used for outreach to students to increase enrollment.

Matt reported that Cabrillo received a $5M Title V grant from the federal government that will help STEM efforts. The efforts will focus on biotech programs in two directions. One focus is on STEM transfer pathways for students to UCSC and the other is with PVUSD focusing on outreach in the south county schools to make sure that the pipeline of STEM graduates is more representative of our county’s population and first generation students.

Matt gave a quick update on the Cabrillo Name Exploration process. There have been community dialogue sessions and surveys, which will help feed a report written by the subcommittee to make a recommendation to the Board of Trustees about whether a name change should be recommended in the spring semester.

Housing Feasibility Study

Bradley Olin reported that Cabrillo has partnered with an economic advising firm, JLL, that specializes in housing feasibility and market demand, to get a sense of the demand for housing for Cabrillo students, faculty and staff. The process involved stakeholder interviews, focus groups and surveys and market demand analysis which culminated in a visioning session with the college planning committee and members of the Board of Trustees. What came out of this session was a commitment to invest in both employee and student housing.

A new development in the state budget is that hundreds of millions of dollars have become available to community colleges to pursue affordable housing. The first grant that has become available is a $25M state planning and analysis grant. The committee worked with JLL to come up with a demand for beds based on the new economic environment in which the state would be fully underwriting the cost of the project. In this situation, Cabrillo could offer tremendously discounted room rates which increases demand, so the committee maximized the amount of beds (298) in the grant proposal. The anticipated cost of the project is $50M. The ask of the state for the planning grant funds was $6.5M which would go to cover the costs of environmental reviews, legal entitlements, etc. We should know in March if Cabrillo has qualified for the funds.

Executive Director Report

Eileen Hill reported that Foundation staff have been planning for transitioning back to working in the office, in person.

Eileen told the group that the Capitola City Council will be donating $10K for the Local Government Fellows Scholarship, which is a new scholarship started by Arne Croce. Arne is a Cabrillo graduate who went on to be in city management. He has teamed up with county and city managers to offer paid internships and scholarships for Cabrillo students selected for this scholarship.
A total of $958,150 has been raised in the first quarter of the fiscal year towards the $3M goal.

Eileen gave a graphical representation of the Foundation’s first quarter disbursements to Cabrillo College and students from July 1, 2021 to September 30, 2021 totaling $1,339,723, $968,859 in scholarships to students.

Net Assets, Endowed Net Assets and Historical Gifts Chart
The ending net assets balance as of September 30, 2021 was $44,288,780. The endowed net assets balance was $39,544,048. The endowed historical gifts value was $30,431,744.

Investment Report as of September 30, 2021
- Our return on investments for the MS Long-Term Pool fiscal year to date as of September 30, 2021 (3 months) is as follows:
  
  Actual Return: -1.19%
  Benchmark Return: -1.18%
  Difference: -0.01%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of September 30, 2021 (3 months) is as follows:
  
  Actual Return: -0.53%
  Benchmark Return: -0.99%
  Difference: 0.46%

- Our return on investments for the MS Intermediate-Term Pool year to date as of September 30, 2021 (3 months) is as follows:
  
  Actual Return: 0.02%
  Benchmark Return: 0.08%
  Difference: -0.06%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of September 30, 2021 (3 months) is as follows:
  
  Actual Return: 0.09%
  Benchmark Return: 0.01%
  Difference: 0.08%

- Our return on investments for the MS Title III Pool fiscal year to date as of September 30, 2021 (3 months) is as follows:
  
  Actual Return: -0.36%
  Benchmark Return: -0.16%
  Difference: 0.20%
Our return on investments for the MS Title V Pool fiscal year to date as of September 30, 2021 (3 months) is as follows:

- Actual Return: -0.70%
- Benchmark Return: -0.38%
- Difference: 0.32%

President’s Circle
Claire Biancalana reported Linda Burroughs and Vance Landis-Carey are Committee Co-chairs this year. Invitations to join the President’s Circle were personalized by committee members and mailed on October 15 and gifts have been coming in. The campaign goal is $465,000 and $187,961 has been raised to date.

WES
Patty Quillin reported that the annual WES event was held on September 10 over Zoom and approximately 120 guests attended. Boxed lunches, prepared by Cabrillo Culinary students, were delivered to guests to enjoy during the program. Several WES recipients spoke during the event. This year, $100,000 will be awarded to students in need at Cabrillo, thanks to the growing WES endowment. To date, $211,769 has been raised from over 400 donors—$6,000 ahead of what had was raised during the 2020 campaign. Additional WES gifts made through the end of the year will be allocated to the 2021 campaign.

Faculty Grants
Gun Ruder reported that the Foundation supports Cabrillo faculty and staff through an annual proposal process that begins in the fall. The proposal deadline closed on Monday, October 25 and now the review and selection process begins. This year, there is $110K available to award to Cabrillo faculty and staff to enhance student learning and increase student success. The Board will get to hear more about the projects that are chosen for funding later in the year. Attending the annual Faculty and Staff Grants awards ceremony in January is a great opportunity to hear firsthand from our wonderful faculty and staff.

Scholarships
Rachael Spencer reported that $1.3 million in scholarships was awarded to 1,297 students during the 2020-21 fiscal year. The Scholarship Committee will convene on November 10 to discuss the year-end mailing to scholarship donors and how to personalize letters to thank them in a meaningful way.

Student Veterans Endowment
Ceil Cirillo reported that last year, Cabrillo student veterans launched a permanent endowment fund to provide student veterans access to quick response funds if and when they experience unforeseen hardships while transitioning to civilian life. A committee comprised of student veterans, veterans, staff, and volunteers called the Quick Reaction Force, was formed to raise funds for the SVE annually. QRF committee members have been soliciting donors and prospects and Veteran Mike Brandy has pledged to match gifts of $100 or more, up to $5,000. The goal is to
raise over $20,000 this year. The annual Cabrillo Veterans BBQ is being held on Thursday, November 11th from 11am to 1pm in Parking Lot K, next to the Gym.

990 Timeline
Nancy Machado gave a projection for the 2020/21 Cabrillo Foundation federal Form 990 process.

Committee Calendar & Roster
Gun Ruder reviewed the Committee Calendar and Roster.

Adjournment
The meeting was adjourned at 1:17 pm

Respectfully submitted,

Eileen Hill, Executive Director
2021-22 Board Meetings:
Tuesdays, 12:00 pm – 2:00 pm

February 8, 2022
May 10, 2022

<table>
<thead>
<tr>
<th>BOARD OF DIRECTORS ATTENDANCE CHART</th>
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<tbody>
<tr>
<td><strong>Board of Directors</strong></td>
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<tr>
<td>Rob Allen</td>
</tr>
<tr>
<td>Pegi Ard</td>
</tr>
<tr>
<td>Michele Bassi</td>
</tr>
<tr>
<td>Claire Biancalana</td>
</tr>
<tr>
<td>Ceil Cirillo</td>
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<tr>
<td>Karen Cogswell</td>
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<td>Kathryn Cowan</td>
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<td>Rachel Wedeen</td>
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<tr>
<td>Matt Wetstein</td>
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<tr>
<td>Kristin Wilson</td>
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<tr>
<td>Donna Ziel</td>
</tr>
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</table>

*P=Present, A=Absent, N/A=Not applicable, not on the Board at the time. Based on Board of Director’s meeting minutes. Please contact Cabrillo College Foundation if you believe this chart is in error.*
CABRILLO COLLEGE FOUNDATION
December 31, 2021 Narrative
Updated January 31, 2022

(1) Balance Sheet

- **Total Assets:**
  Total assets of $48.1M are $4.4M over prior year primarily due to the increase in value of the assets in the bank and investment accounts.

- **Receivables:**
  Total pledges receivable are $320K less than prior year mostly due to an annual pledge payment of $300K and other pledge payment received.

- **Liabilities:**
  Total Liabilities of $1.6M are $193K less than prior year. CAP Scholarship liabilities are lower than normal because there were no CAP recipients awarded in 20/21 and the $103K PPP loan was forgiven.

- **Net Assets:**
  Total net assets of $46.5M are $4.6M more than prior year.

(2) Income Statement

- **Revenue:**
  Total Revenue is $6.0M lower than prior year. Earned income is $1.1M compared to the prior year balance of $4.7M due to lower investment returns during the first six months of 21/22. Contributed income of $1.9M is $2.3M lower than prior year.

- **Expenses:**
  Total Expenses of $1.4M are $113K more than prior year.

- **Surplus/Deficit:**
  There is a $1.6M surplus compared to prior year’s surplus of $7.7M.

(3) Operational Budget to Actual

- **Revenue:**
  Operating revenue of $675K is $58K favorable vs budget. Contributed income is $45K favorable vs budget.

- **Expenses:**
  Operating expenses of $503K are $25K favorable vs projection.

- **Surplus/Deficit:**
  The operating fund surplus is $172K.
(4) Investment Report – December 31, 2021

- Our return on investments for the MS Long-Term Pool fiscal year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: 1.73%
  Benchmark Return: 2.64%
  Difference: -0.91%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: 2.80%
  Benchmark Return: 3.18%
  Difference: -0.38%

- Our return on investments for the MS Intermediate-Term Pool year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: -0.68%
  Benchmark Return: -0.56%
  Difference: -0.12%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: -0.22%
  Benchmark Return: 0.02%
  Difference: -0.24%

- Our return on investments for the MS Title III Pool fiscal year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: 0.44%
  Benchmark Return: 0.92%
  Difference: -0.48%

- Our return on investments for the MS Title V Pool fiscal year to date as of December 31, 2021 (6 months) is as follows:

  Actual Return: 1.14%
  Benchmark Return: 1.63%
  Difference: -0.49%
### Cabrillo College Foundation

**Balance Sheet as of December 31, 2021**  
With Comparative Totals as of December 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>Operating 12/31/21</th>
<th>Nonendowed 12/31/21</th>
<th>Endowed 12/31/21</th>
<th>Total 12/31/21</th>
<th>Total 12/31/20</th>
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| **RECEIVABLES**       |                    |                     |                  |                |                |
| **PLEDGES**           |                    |                     |                  |                |                |
| PLEDGES - UNRESTRICTED | $5,165            | $0                  | $0               | $5,165         | $10,853        |
| PLEDGES - ANNUAL FUND  | $0                | $0                  | $0               | $0             | $125           |
| PLEDGES - RESTRICTED  | $0                | $151,950            | $367,977         | $519,927       | $833,887       |
| ALLOWANCE FOR UNCOLLECTIBLE PLEDGES | $0         | $0                  | $0               | $0             | ($44)          |
| **SUBTOTAL PLEDGES**  | $5,165            | $151,950            | $367,977         | $525,091       | $844,822       |

| **ACCOUNTS RECEIVABLE** |                    |                     |                  |                |                |
| ACCOUNTS RECEIVABLE   | $0                | $166               | $0               | $166           | $4,335         |
Cabrillo College Foundation  
Balance Sheet as of December 31, 2021  
With Comparative Totals as of December 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>Operating 12/31/21</th>
<th>Nonendowed 12/31/21</th>
<th>Endowed 12/31/21</th>
<th>Total 12/31/21</th>
<th>Total 12/31/20</th>
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<td>TOTAL ACCOUNTS RECEIVABLE</td>
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# Cabrillo College Foundation
## Balance Sheet as of December 31, 2021
With Comparative Totals as of December 31, 2020

### LIABILITIES AND NET ASSETS

#### LIABILITIES

<table>
<thead>
<tr>
<th>Payables and Accrued Expenses</th>
<th>Operating 12/31/21 (A)</th>
<th>Nonendowed 12/31/21 (B)</th>
<th>Endowed 12/31/21 (C)</th>
<th>Total 12/31/21 (D)</th>
<th>Total 12/31/20 (E)</th>
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<td>$0</td>
<td>$0</td>
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<tr>
<td>Accrued Retiree Medical Benefits</td>
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<td>$0</td>
<td>$0</td>
<td>$810,904</td>
<td>$887,624</td>
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#### Scholarships Awarded

<table>
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<th>Operating 12/31/21 (A)</th>
<th>Nonendowed 12/31/21 (B)</th>
<th>Endowed 12/31/21 (C)</th>
<th>Total 12/31/21 (D)</th>
<th>Total 12/31/20 (E)</th>
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<tr>
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<td>$622,003</td>
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<td>$0</td>
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<td>$6,000</td>
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<td>$0</td>
<td>$65,236</td>
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<td>$99,233</td>
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#### Wes Grants Payable

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<th>Operating 12/31/21 (A)</th>
<th>Nonendowed 12/31/21 (B)</th>
<th>Endowed 12/31/21 (C)</th>
<th>Total 12/31/21 (D)</th>
<th>Total 12/31/20 (E)</th>
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<tbody>
<tr>
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<td>$0</td>
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<td>$50,000</td>
<td>$45,000</td>
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<td>Subtotal Wes Grants Payable</td>
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<td>$0</td>
<td>$50,000</td>
<td>$50,000</td>
<td>$45,000</td>
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#### Total Liabilities

<table>
<thead>
<tr>
<th>Total Liabilities</th>
<th>Operating 12/31/21 (A)</th>
<th>Nonendowed 12/31/21 (B)</th>
<th>Endowed 12/31/21 (C)</th>
<th>Total 12/31/21 (D)</th>
<th>Total 12/31/20 (E)</th>
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</thead>
<tbody>
<tr>
<td>$810,904</td>
<td>$99,233</td>
<td>$679,503</td>
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#### Net Assets

<table>
<thead>
<tr>
<th>Operating Net Assets</th>
<th>Designated-Operating Reserve</th>
<th>Designated-President's Circle Endowment</th>
<th>Designated-Equipment</th>
<th>Designated-Hurd Tribute</th>
<th>Designated-Retiree Medical Benefits</th>
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<tbody>
<tr>
<td></td>
<td>$541,766</td>
<td>$10,000</td>
<td>$15,000</td>
<td>$255,759</td>
<td>$75,003</td>
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|         | $10,000                      | $15,000                                  | $255,759             | $75,003                | $10,000                           |
|         | $15,000                      | $255,759                                 | $75,003              | $10,000                |
|         | $255,759                     | $75,003                                  | $10,000              | $15,000                |
|         | $75,003                      | $67,727                                  | 

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Source: Cabrillo College Foundation, Balance Sheet as of December 31, 2021, with Comparative Totals as of December 31, 2020.
Cabrillo College Foundation  
Balance Sheet as of December 31, 2021  
With Comparative Totals as of December 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>Operating 12/31/21</th>
<th>Nonendowed 12/31/21</th>
<th>Endowed 12/31/21</th>
<th>Total 12/31/21</th>
<th>Total 12/31/20</th>
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</thead>
<tbody>
<tr>
<td>UNDESIGNATED</td>
<td>$685,984</td>
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<td>$0</td>
<td>$685,984</td>
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<td>SUBTOTAL OPERATING NET ASSETS</td>
<td>$1,583,512</td>
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<td>$0</td>
<td>$1,583,512</td>
<td>$1,231,074</td>
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<tr>
<td>NET ASSETS - NONENDOWED</td>
<td>$0</td>
<td>$3,596,267</td>
<td>$0</td>
<td>$3,596,267</td>
<td>$3,344,508</td>
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<tr>
<td>NET ASSETS - ENDOWED</td>
<td>$0</td>
<td>$0</td>
<td>$41,298,284</td>
<td>$41,298,284</td>
<td>$37,321,280</td>
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<tr>
<td>TOTAL NET ASSETS</td>
<td>$1,583,512</td>
<td>$3,596,267</td>
<td>$41,298,284</td>
<td>$46,478,063</td>
<td>$41,896,862</td>
</tr>
<tr>
<td>TOTAL LIABILITIES AND NET ASSETS</td>
<td>$2,394,416</td>
<td>$3,695,508</td>
<td>$41,977,787</td>
<td>$48,067,702</td>
<td>$43,679,139</td>
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<tr>
<td>BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS</td>
<td>$1,411,410</td>
<td>$3,425,654</td>
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<tr>
<td>NET SURPLUS/(DEFICIT)</td>
<td>$172,102</td>
<td>$170,613</td>
<td>$1,232,073</td>
<td>$1,574,787</td>
<td>$7,678,724</td>
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<tr>
<td>ENDING NET ASSETS</td>
<td>$1,583,512</td>
<td>$3,596,267</td>
<td>$41,298,284</td>
<td>$46,478,063</td>
<td>$41,896,862</td>
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</tbody>
</table>
Cabrillo College Foundation
Income Statement by Fund as of December 31, 2021
With Comparative Totals as of December 31, 2020

<table>
<thead>
<tr>
<th>Operating 12/31/21</th>
<th>Nonendowed 12/31/21</th>
<th>Endowed 12/31/21</th>
<th>Total 12/31/21</th>
<th>Total 12/31/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EARNED INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INTEREST AND DIVIDENDS</td>
<td>$52,051</td>
<td>$0</td>
<td>$441,552</td>
<td>$493,603</td>
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<td>UNREALIZED GAIN/LOSS ON SECURITIES</td>
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<td>$0</td>
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<td>($459,297)</td>
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<td>OPERATIONAL ENDOWMENT PAYOUT</td>
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<td>$0</td>
<td>$13,999</td>
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<tr>
<td>ENDOWMENT MANAGEMENT FEE</td>
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<td>IN KIND REVENUE-RENT</td>
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<tr>
<td>SALARIES &amp; WAGES</td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>SALARIES &amp; WAGES</td>
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<td>$0</td>
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<tr>
<td>TOTAL SALARIES &amp; WAGES</td>
<td>$260,347</td>
<td>$0</td>
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<td>$265,699</td>
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<td>PAYROLL TAXES, BENEFITS</td>
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<td>TOTAL PAYROLL TAXES, BENEFITS</td>
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<tr>
<td>PRINTING</td>
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</table>
### Cabrillo College Foundation
### Income Statement by Fund as of December 31, 2021
### With Comparative Totals as of December 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>Operating 12/31/21</th>
<th>Nonendowed 12/31/21</th>
<th>Endowed 12/31/21</th>
<th>Total 12/31/21</th>
<th>Total 12/31/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>PHOTOS</td>
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<td>$0</td>
<td>$1,100</td>
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<td>OFFICE EQUIP &amp; MAINTENANCE</td>
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<td>OFFICE EQUIPMENT</td>
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<td>$905</td>
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<td></td>
<td>Operating 12/31/21 A</td>
<td>Nonendowed 12/31/21 B</td>
<td>Endowed 12/31/21 C</td>
<td>Total 12/31/21 D</td>
<td>Total 12/31/20 E</td>
</tr>
<tr>
<td>------------------</td>
<td>----------------------</td>
<td>-----------------------</td>
<td>-------------------</td>
<td>-----------------</td>
<td>-----------------</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$582,994</td>
<td>$349,055</td>
<td>$596,612</td>
<td>$1,448,661</td>
<td>$1,335,771</td>
</tr>
<tr>
<td>NET SURPLUS/(DEFICIT)</td>
<td>$172,102</td>
<td>$170,613</td>
<td>$1,232,073</td>
<td>$1,574,787</td>
<td>$7,678,724</td>
</tr>
</tbody>
</table>
Cabrillo College Foundation
Income Statement - Operating Budget as of 12/31/21
With Comparative Totals as of 13/31/20

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>20/21 Actual 6 Months</th>
<th>21/22 Actual 6 Months</th>
<th>21/22 Budget 6 Months</th>
<th>21/22 Actual To 21/22 Budget Projected</th>
<th>21/22 Annual Budget (Approved 5/11/21) Projected to 21/22 Budget</th>
<th>Variance 21/22 8 Mos. Actual &amp; 6 Mos. Projected to 21/22 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>EARNED INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INTEREST AND DIVIDENDS</td>
<td>$18,429</td>
<td>$52,051</td>
<td>$8,507</td>
<td>$43,543</td>
<td>$17,015</td>
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<tr>
<td>UNREALIZED GAIN/LOSS ON SECURITIES</td>
<td>($16,955)</td>
<td>($55,955)</td>
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<td>($55,955)</td>
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<tr>
<td>FEE INCOME</td>
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<tr>
<td>TOTAL EARNED INCOME</td>
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<td>$307,653</td>
<td>$13,428</td>
<td>$636,829</td>
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<tr>
<td>CONTRIBUTED INCOME</td>
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<td>IN KIND REVENUE-RENT</td>
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<td>$11,856</td>
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EXPENSES

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<td>$155,995</td>
<td>$260,347</td>
<td>$276,560</td>
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<td>$248,556</td>
<td>$260,347</td>
<td>$276,560</td>
<td>$16,213</td>
<td>$521,782</td>
<td>$556,620</td>
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<td>PAYROLL TAXES, BENEFITS</td>
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<td></td>
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<td></td>
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<tr>
<td>PAYROLL TAXES, BENEFITS</td>
<td>$111,069</td>
<td>$129,765</td>
<td>$134,294</td>
<td>$4,529</td>
<td>$280,744</td>
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<td>$134,294</td>
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<td>($5,446)</td>
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<td></td>
<td>20/21 Actual 6 Months</td>
<td>21/22 Actual 6 Months</td>
<td>21/22 Budget 6 Months</td>
<td>21/22 Actual To 21/22 Budget Projected</td>
<td>21/22 Annual Budget (Approved 5/11/21)</td>
<td>Variance 21/22 6 Mos. Actual &amp; 6 Mos. Projected to 21/22 Budget</td>
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<td>--------------------------------</td>
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<td>$2,050</td>
<td>$950</td>
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<td>$15,728</td>
<td>$22,601</td>
<td>$6,873</td>
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<td>OFFICE EQUIP &amp; MAINTENANCE</td>
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<td>$605</td>
<td>$605</td>
<td>$0</td>
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<td>$13,986</td>
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<td>$9,098</td>
<td>($8,491)</td>
<td>$25,197</td>
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<td>BOOKS/PUBLICATIONS/MEMBERSHIPS</td>
<td>$1,600</td>
<td>$30</td>
<td>$913</td>
<td>$883</td>
<td>$1,826</td>
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<td>OFFICE SUPPLIES</td>
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<td>$3,865</td>
<td>$1,915</td>
<td>$7,730</td>
<td>$7,730</td>
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<td>POSTAGE &amp; MAILING SERVICE</td>
<td>$4,607</td>
<td>$5,455</td>
<td>$5,211</td>
<td>($244)</td>
<td>$10,423</td>
<td>$10,423</td>
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<td>BOARD EXPENSES</td>
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<td>$28</td>
<td>$1,781</td>
<td>$1,754</td>
<td>$3,563</td>
<td>$3,563</td>
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<td>OTHER EXPENSES</td>
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<td>MISCELLANEOUS</td>
<td>$38</td>
<td>$152</td>
<td>$325</td>
<td>$173</td>
<td>$650</td>
<td>$650</td>
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<td>UNCOLLECTIBLE PLEDGES</td>
<td>$1,819</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$17,500</td>
<td>$17,500</td>
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<tr>
<td>MILEAGE &amp; PARKING</td>
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<td>$314</td>
<td>$373</td>
<td>$59</td>
<td>$745</td>
<td>$745</td>
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<td>INTERNET SERVICE</td>
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<td>$502</td>
<td>$840</td>
<td>$338</td>
<td>$1,680</td>
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<td>IT HOSTING SERVICE</td>
<td>$10,314</td>
<td>$300</td>
<td>$10,314</td>
<td>$10,014</td>
<td>$10,314</td>
<td>$10,314</td>
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<td>BANK CHARGES</td>
<td>$4,115</td>
<td>$5,913</td>
<td>$4,500</td>
<td>($1,413)</td>
<td>$9,000</td>
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<td>INVESTMENT FEES</td>
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<td>$5,116</td>
<td>$2,350</td>
<td>($2,766)</td>
<td>$7,500</td>
<td>$4,700</td>
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<td>DIRECTOR/OFFICER LIABILITY INS</td>
<td>$1,657</td>
<td>$1,657</td>
<td>$1,997</td>
<td>$340</td>
<td>$3,994</td>
<td>$3,994</td>
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<td>LIABILITY AND PROPERTY INSURANCE</td>
<td>$1,952</td>
<td>$1,951</td>
<td>$2,272</td>
<td>$321</td>
<td>$4,544</td>
<td>$4,544</td>
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<td>CYBER INSURANCE</td>
<td>$0</td>
<td>$905</td>
<td>$0</td>
<td>($905)</td>
<td>$1,810</td>
<td>($1,810)</td>
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<tr>
<td>TOTAL OTHER EXPENSES</td>
<td>$22,758</td>
<td>$16,810</td>
<td>$22,970</td>
<td>$6,160</td>
<td>$57,737</td>
<td>$53,127</td>
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<tr>
<td>IN KIND EXPENSE - RENT</td>
<td>$11,859</td>
<td>$12,300</td>
<td>$11,856</td>
<td>($444)</td>
<td>$24,821</td>
<td>$23,712</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$457,511</td>
<td>$502,994</td>
<td>$528,100</td>
<td>$25,106</td>
<td>$1,081,069</td>
<td>$1,083,532</td>
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</tbody>
</table>

**NET SURPLUS/(DEFICIT)**

$175,396 $172,102 $88,908 $83,193 $30,581 $77,089 ($46,428)
Executive Director Report: February 2022

Administration

• Transitioning and adjusting in-person plans – STILL!
• Initiating RFP process for Investment Consultant
• 2022-23 Budget work, building capacity of Foundation
• Implementing employee and retiree engagement plans
• Annual Report: 8089 mailed with an additional 108 sent with personal note
• Awarded 113 students a total of $83,876 in WES and Emergency Grants within days of request (for fall semester)
• Board Recruitment / Nominating Committee

Fundraising

• President’s Circle: $441,224 raised towards $465,000 goal, 45 committee members working on campaign
• Women’s Educational Success: $247,729 raised $100,000 available to award this year in emergency grants
• Student Veterans Endowment campaign exceeded goal with $21,448 raised
• Scholarships: stewardship and solicitation of over 500 existing scholarship donors
• Recently funded proposals: Monterey Peninsula Foundation $81,500 for homeless student support, PAMF/Sutter $17,500 for Allied Health
• Pending proposals: CA Pathways Grant $40,000 for foster youth, Watsonville Rotary $5,000 for student Veterans
• Legacy Giving: received two estate gifts, working with five new donors, working on MOCIs for existing donors
• Cabrillo Gallery lighting project and matching opportunity

Upcoming Events

• Board of Directors Meeting: May 10, 12:00 – 2:00 pm
• President’s Circle events in the works
MEMORANDUM

DATE: February 1, 2022
TO: Board of Directors
FROM: Eileen Hill
SUBJECT: 2021-22 Fundraising Targets

BACKGROUND
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 $850,000 in endowed gifts and $500,000 in unbooked planned gifts. Focusing efforts on endowed gifts and legacy giving will help ensure the long-term health and sustainability of the Foundation.

<table>
<thead>
<tr>
<th>Amount Raised 7/1/21-1/28/22</th>
<th>2021-22 Target</th>
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</thead>
<tbody>
<tr>
<td>$392,291</td>
<td>$430,000</td>
<td>President’s Circle</td>
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<tr>
<td>$0</td>
<td>$50,000</td>
<td>Annual Fund</td>
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<tr>
<td>$207,574</td>
<td>$175,000</td>
<td>Women’s Educational Success</td>
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<tr>
<td>$529,585</td>
<td>$200,000</td>
<td>Cabrillo Advancement Program (Endowed)</td>
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<tr>
<td>$510,191</td>
<td>$500,000</td>
<td>Scholarships (Endowed)</td>
</tr>
<tr>
<td>$159,578</td>
<td>$250,000</td>
<td>Scholarships (Nonendowed)</td>
</tr>
<tr>
<td>$741,279</td>
<td>$395,000</td>
<td>Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)</td>
</tr>
<tr>
<td>$44,305</td>
<td>$250,000</td>
<td>Student Support Services (foster youth, internships, tutoring, food resources, Veterans, etc.)</td>
</tr>
<tr>
<td>$81,500</td>
<td>$250,000</td>
<td>Donor directed interests</td>
</tr>
<tr>
<td>$150,000</td>
<td>$500,000</td>
<td>Unbooked Planned Gifts</td>
</tr>
<tr>
<td><strong>$2,816,303</strong></td>
<td><strong>$3,000,000</strong></td>
<td><strong>TOTAL</strong></td>
</tr>
</tbody>
</table>
DATE: February 1, 2022

TO: Board of Directors

FROM: Eileen Hill

July 1, 2021 to January 28, 2022

| Outright Gifts          | $ 2,666,303 |
| Unbooked Revocable Planned Gifts | $ 150,000 |
| **Total**               | $ 2,816,303 |

2021-22 Goal for Outright and Unbooked Revocable Planned Gifts: $ 3,000,000

Recorded Gifts 07-01-21 to 01-28-22:

SD Trombetta Foundation (Peace Library, Internships & Scholarship) $ 407,000
Estate of Patricia Bowden (CAP) $ 256,457
Anonymous (Scholarship and CAP) $ 250,000
The Barbara Samper Foundation (CAP) $ 125,000
Paul & Pat Shirley (Scholarship & CAP) $ 100,000
Monterey Peninsula Foundation (Scholarship) $ 81,500
Joan Griffiths (Scholarships, Tutorial, WES, Nursing, President’s Circle) $ 61,644
Tom & Sara Karn (Scholarships) $ 54,000
Kathryn Shephard Cowan (President’s Circle, WES, Student Vets Scholarships) $ 52,212
Rachael Spencer & Kevin Rooney (Scholarship, President’s Circle) $ 31,442
Cynthia FitzGerald & James Day (Scholarships, President’s Circle WES) $ 28,850
Vertical Raise (Baseball) $ 27,570
Tony Nethercutt (President’s Circle, CAP & Tutoring) $ 26,000
Rachel Wedeen (WES, President’s Circle, Scholarships) $ 25,100
Universal Audio (Scholarship) $ 25,000
Michael & Priscilla Watson (Scholarship) $ 24,134
Leestma Family Foundation/Little Flower Fund (Scholarship) $ 21,300
Craig Rowell & Corinda Ray (Scholarships, President’s Circle WES, Veterans Services) $ 20,109
Sheri Watson-Riley (Scholarship) $ 20,000
Eugene & Janice Corriden (Scholarship) $ 19,400
Dwayne & Linda Downing (WES, President’s Circle, Scholarship) $ 17,500
Sutter Health Palo Alto Medical Foundation (Allied Health) $ 17,500
Jill & Dick Wilson (Scholarship) $ 17,000
Dan Rothwell & Marcy Wieland (President’s Circle, Scholarship & WES) $ 16,880
Patrick & Gerlinde Brady (Scholarship & President’s Circle) $ 16,654
Rick & Ruth Moe (President’s Circle) $ 15,134
Edward Newman Family Charitable (President’s Circle) $ 15,000
Gifts under $15,000 (1,220 of 1,248 total donors) $ 873,201

Total Outright Gifts $ 2,666,303
Total Unbooked Revocable Planned Gifts $ 150,000
TOTAL $ 2,816,303

Notes:
1. For 2021-22, The Cabrillo College Foundation has been notified of one planned gift.
2. The cumulative unbooked revocable planned gifts total is $25,945,000.
Total Net Assets highest level was $46,478,063 as of December 31, 2021
Endowed Net Assets highest level was $41,298,284 as of December 31, 2021
Endowed Historical Gifts highest level was $31,314,995 on December 31, 2021
Cabrillo College Foundation

Performance Report 12/31/21
Presented on 01/13/22

GRAYSTONE SAN FRANCISCO

Brian Sharpes, CIMA®
Managing Director – Wealth Management
Institutional Consulting Director
Investing With Impact Director
Brian.Sharpes@MSGraystone.com
(925) 746.2919

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555 California Street, Suite 1400
San Francisco, CA 94104

Walnut Creek Office
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Walnut Creek, CA 94596

Dan Tichenor, CFA
Assistant Vice President
Institutional Consultant
Dan.Tichenor@MSGraystone.com
(925) 746.2931
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1. Executive Summary  
2. Market Outlook  
3. Manager Performance Analysis  
4. Recent Developments & Future Considerations  
5. Education – 2022 Market Outlook  
6. Graystone San Francisco
Executive Summary
# Cabrillo College Foundation – December 31, 2021

## Market Value (12/31/21)

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<th>Value</th>
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<tr>
<td>ESG Long-Term Portfolio</td>
<td>$3,274,670</td>
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<td>Intermediate-Term Portfolio</td>
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<td>Short-Term Portfolio</td>
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<td>Title III Portfolio</td>
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<tr>
<td>Title V Portfolio</td>
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## Asset Allocation

### Long-Term Portfolio

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<tr>
<td>International Equity</td>
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<tr>
<td>Fixed Income</td>
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<tr>
<td>Alternative Investments</td>
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<td>10.0%</td>
</tr>
<tr>
<td>Cash &amp; Equivalents</td>
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<td>5.0%</td>
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### ESG Long-Term Portfolio

<table>
<thead>
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<th>Category</th>
<th>Current</th>
<th>Target</th>
</tr>
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<tbody>
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<td>US Equity</td>
<td>32.9%</td>
<td>32.5%</td>
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<tr>
<td>International Equity</td>
<td>33.1%</td>
<td>32.5%</td>
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<tr>
<td>Fixed Income</td>
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<td>Alternative Investments</td>
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<td>Cash &amp; Equivalents</td>
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## Performance

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<tr>
<td>Composite Benchmark</td>
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<td>12.3%</td>
<td>11.4%</td>
<td>11.8%</td>
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<tr>
<td>ESG Long-Term Portfolio</td>
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<td></td>
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<tr>
<td>Composite Benchmark</td>
<td>3.2%</td>
<td>11.8%</td>
<td>11.4%</td>
<td>15.2%</td>
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<tr>
<td>Composite Benchmark</td>
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<tr>
<td>ESG Long-Term Portfolio</td>
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<tr>
<td>Composite Benchmark</td>
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## Considerations

- Rebalance portfolio to target allocations
- Terminate Salient MLP
- Establish $500k (1.5%) commitment to PIMCO Bravo IV (Real Estate & Asset Heavy Credit-Focused Strategy)

### ESG Long-Term Portfolio

- Establish NEW 3% position in Nuveen Global Cities REIT (and 3% target allocation to Alternatives)

SECTION 3

Manager Performance Analysis
## Cabrillo College Foundation
### As of December 31, 2021

### Asset Allocation by Composite

<table>
<thead>
<tr>
<th>Market Value ($)</th>
<th>Allocation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Equity</td>
<td>12,628,654</td>
</tr>
<tr>
<td>International Equity</td>
<td>10,504,196</td>
</tr>
<tr>
<td>Emerging Equity</td>
<td>1,214,403</td>
</tr>
<tr>
<td>Domestic Fixed Income</td>
<td>13,806,522</td>
</tr>
<tr>
<td>Alternative Investment</td>
<td>2,083,367</td>
</tr>
<tr>
<td>Hedge Fund</td>
<td>494,121</td>
</tr>
<tr>
<td>Global Other</td>
<td>1,366,275</td>
</tr>
<tr>
<td>Cash Equivalent</td>
<td>1,216,164</td>
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### Asset Allocation by Segment

#### Market Value ($)

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<tr>
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<th>Cabrillo College Foundation</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>International Equity</td>
<td>10,504,196</td>
</tr>
<tr>
<td>Emerging Equity</td>
<td>1,214,403</td>
</tr>
<tr>
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<tr>
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<td>2,083,367</td>
</tr>
<tr>
<td>Hedge Fund</td>
<td>494,121</td>
</tr>
<tr>
<td>Global Other</td>
<td>1,366,275</td>
</tr>
<tr>
<td>Cash Equivalent</td>
<td>1,216,164</td>
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#### Allocation (%)

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<td>Global Other</td>
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### Segments Market Value

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<th>Emerging Equity</th>
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<th>Alternative Investment</th>
<th>Hedge Fund</th>
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<th>Cash Equivalent</th>
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<tr>
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<td>1,366,275</td>
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<tr>
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<td>9,131,531</td>
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See full report dated 12/31/21 for additional details and disclosures.
### Cabrillo College Foundation

#### Annualized Performance Summary

As of December 31, 2021

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Allocation Details</th>
<th>Market Value ($)</th>
<th>%</th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>10 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
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<td>11/01/2012</td>
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<td>-</td>
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<td>11/01/2012</td>
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<tr>
<td>Title V Portfolio - Gross</td>
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<td>7.0</td>
<td>6.6</td>
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<tr>
<td>Title V Portfolio - Net</td>
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<td>5.5</td>
<td>02/01/2011</td>
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</tbody>
</table>

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

See full report dated 12/31/21 for additional details and disclosures
Cabrillo College Foundation
Long-Term Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis

<table>
<thead>
<tr>
<th>Asset Class</th>
<th>Target Allocation</th>
<th>Actual Allocation</th>
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<tr>
<td>US Equity</td>
<td>34.7%</td>
<td>32.5%</td>
</tr>
<tr>
<td>International Equity</td>
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<td>32.5%</td>
</tr>
<tr>
<td>Fixed Income</td>
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<tr>
<td>Alternative Investments</td>
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<td>10.0%</td>
</tr>
<tr>
<td>Cash &amp; Equivalents</td>
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<td>0.0%</td>
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Growth of a Thousand Dollars

Performance

<table>
<thead>
<tr>
<th>Period</th>
<th>Long-Term Portfolio - Gross</th>
<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
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<tbody>
<tr>
<td>Beginning Market Value</td>
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<td>Net Deposits/Withdrawals</td>
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<td>3,310,430</td>
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<td>Gain/Loss</td>
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<td>23,533,850</td>
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<table>
<thead>
<tr>
<th>Index</th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>10 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
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<tbody>
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<td>12.03</td>
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<td>11.58</td>
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<td>S&amp;P 500 Total Return</td>
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<td>28.70</td>
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<td>2.38</td>
<td>3.47</td>
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## Cabrillo College Foundation
### Long-Term Portfolio - Annualized Performance Summary
#### As of December 31, 2021

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Allocation</th>
<th>Performance (%)</th>
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<tbody>
<tr>
<td></td>
<td>Market Value ($)</td>
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<td>MSCI ACWI x USA SMID Net</td>
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<td>Brandes International Equity</td>
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## Cabrillo College Foundation
### Long-Term Portfolio - Annualized Performance Summary
#### As of December 31, 2021

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<th>Allocation</th>
<th>Market Value ($)</th>
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<th>Performance (%)</th>
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See full report dated 12/31/21 for additional details and disclosures.
# Cabrillo College Foundation
## Long-Term Portfolio - Annualized Performance Summary
### As of December 31, 2021

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<th>Allocation</th>
<th>Market Value ($)</th>
<th>%</th>
<th>Performance (%)</th>
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See full report dated 12/31/21 for additional details and disclosures
Cabrillo College Foundation
ESG Long-Term Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis

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<th>Asset Class</th>
<th>Target Allocation</th>
<th>Actual Allocation</th>
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<td>Cash &amp; Cash Equivalents</td>
<td>5.0%</td>
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Growth of a Thousand Dollars

![Graph showing the growth of a thousand dollars over time]

ESG Long-Term Portfolio - Gross

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<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
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Performance

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<tr>
<th>Fund</th>
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<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
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See full report dated 12/31/21 for additional details and disclosures
## ESG Long-Term Portfolio - Annualized Performance Summary

As of December 31, 2021

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</tr>
<tr>
<td>BC Gov/Cr Intm</td>
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<td></td>
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</tr>
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<td>CCM Community Impact Bond Fund</td>
<td></td>
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<td>05/01/2019</td>
</tr>
<tr>
<td>BC Agg Intm Tr</td>
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</tr>
</tbody>
</table>

See full report dated 12/31/21 for additional details and disclosures.
Cabrillo College Foundation
Intermediate Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis

<table>
<thead>
<tr>
<th></th>
<th>Target Allocation</th>
<th>Actual Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>0.0%</td>
<td>2.6%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>100.0%</td>
<td>97.4%</td>
</tr>
</tbody>
</table>

Growth of a Thousand Dollars

Intermediate Portfolio - Gross
Quarter To Date | Since Inception | Inception Date
---             |                |                  
Beginning Market Value | 2,283,746      | 305,006          |
Net Deposits/Withdrawals | -3,578         | 1,931,443        |
Gain/Loss              | -16,090         | 27,630           |
Ending Market Value    | 2,264,079      | 2,264,079        |

Intermediate Portfolio Summary
As of December 31, 2021

<table>
<thead>
<tr>
<th></th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>2 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intermediate Portfolio - Gross</td>
<td>-0.59</td>
<td>-0.46</td>
<td>-0.39</td>
<td>-0.39</td>
<td>1.65</td>
<td>2.52</td>
<td>01/01/2019</td>
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<tr>
<td>Intermediate Portfolio - Net</td>
<td>-0.70</td>
<td>-0.68</td>
<td>-0.85</td>
<td>-0.85</td>
<td>1.18</td>
<td>2.05</td>
<td>01/01/2019</td>
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<tr>
<td>Composite Benchmark</td>
<td>-0.65</td>
<td>-0.56</td>
<td>-0.53</td>
<td>-0.53</td>
<td>1.38</td>
<td>2.26</td>
<td>01/01/2019</td>
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</tbody>
</table>

See full report dated 12/31/21 for additional details and disclosures
### Cabrillo College Foundation
#### Intermediate Portfolio - Annualized Performance Summary
##### As of December 31, 2021

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Market Value ($)</th>
<th>%</th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>2 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intermediate Portfolio</td>
<td>2,264,079</td>
<td>100.0</td>
<td>-0.6</td>
<td>-0.5</td>
<td>-0.4</td>
<td>-0.4</td>
<td>1.7</td>
<td>2.5</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>Intermediate Portfolio - Net</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Composite Benchmark</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sage Intermediate Taxable Fixed Income</td>
<td>2,264,079</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>01/01/2022</td>
</tr>
<tr>
<td>Barclays Aggregate</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

See full report dated 12/31/21 for additional details and disclosures.
Cabrillo College Foundation
Short-Term Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis
December 31, 2021: $2,911

<table>
<thead>
<tr>
<th>Segments</th>
<th>Market Value ($000)</th>
<th>Allocation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Fixed Income</td>
<td>2,111.36</td>
<td>72.52</td>
</tr>
<tr>
<td>Cash Equivalent</td>
<td>800.05</td>
<td>27.48</td>
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</table>

Growth of a Thousand Dollars

<table>
<thead>
<tr>
<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Market Value</td>
<td>2,544,999</td>
<td>2,847,882</td>
</tr>
<tr>
<td>Net Deposits/Withdrawals</td>
<td>373,855</td>
<td>-78,884</td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>-7,444</td>
<td>142,411</td>
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<tr>
<td>Ending Market Value</td>
<td>2,911,409</td>
<td>2,911,409</td>
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</table>

Performance

<table>
<thead>
<tr>
<th>Return</th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-Term Portfolio</td>
<td>-0.30</td>
<td>-0.22</td>
<td>0.03</td>
<td>0.03</td>
<td>0.81</td>
<td>0.98</td>
<td>01/01/2018</td>
</tr>
<tr>
<td>Cash Management Composite*</td>
<td>0.01</td>
<td>0.02</td>
<td>0.03</td>
<td>0.03</td>
<td>0.45</td>
<td>0.57</td>
<td>01/01/2018</td>
</tr>
</tbody>
</table>

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

See full report dated 12/31/21 for additional details and disclosures.
Cabrillo College Foundation
Title III Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis

<table>
<thead>
<tr>
<th></th>
<th>Target Allocation</th>
<th>Actual Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Equity</td>
<td>15.0%</td>
<td>9.0%</td>
</tr>
<tr>
<td>International Equity</td>
<td>15.0%</td>
<td>9.2%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td>28.9%</td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>10.0%</td>
<td>52.9%</td>
</tr>
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</table>

Growth of a Thousand Dollars

<table>
<thead>
<tr>
<th></th>
<th>10/12</th>
<th>10/13</th>
<th>10/14</th>
<th>10/15</th>
<th>10/16</th>
<th>10/17</th>
<th>10/18</th>
<th>10/19</th>
<th>10/20</th>
<th>12/21</th>
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</thead>
<tbody>
<tr>
<td>Title III Portfolio - Gross</td>
<td>$800.00</td>
<td>$1,000.00</td>
<td>$1,200.00</td>
<td>$1,400.00</td>
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<td>$1,800.00</td>
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Performance

<table>
<thead>
<tr>
<th></th>
<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title III Portfolio - Gross</td>
<td>0.0%</td>
<td>2.0%</td>
<td>4.0%</td>
</tr>
<tr>
<td>Beginning Market Value</td>
<td>477,019</td>
<td>129,011</td>
<td></td>
</tr>
<tr>
<td>Net Deposits/Withdrawals</td>
<td>57,000</td>
<td>313,392</td>
<td></td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>4,206</td>
<td>95,822</td>
<td></td>
</tr>
<tr>
<td>Ending Market Value</td>
<td>538,225</td>
<td>538,225</td>
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</tr>
</tbody>
</table>

Title III Portfolio - Net

<table>
<thead>
<tr>
<th></th>
<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Market Value</td>
<td>477,019</td>
<td>129,011</td>
<td></td>
</tr>
<tr>
<td>Net Deposits/Withdrawals</td>
<td>57,000</td>
<td>313,392</td>
<td></td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>4,206</td>
<td>95,822</td>
<td></td>
</tr>
<tr>
<td>Ending Market Value</td>
<td>538,225</td>
<td>538,225</td>
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</table>

Composite Benchmark

<table>
<thead>
<tr>
<th></th>
<th>Quarter To Date</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Market Value</td>
<td>477,019</td>
<td>129,011</td>
<td></td>
</tr>
<tr>
<td>Net Deposits/Withdrawals</td>
<td>57,000</td>
<td>313,392</td>
<td></td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>4,206</td>
<td>95,822</td>
<td></td>
</tr>
<tr>
<td>Ending Market Value</td>
<td>538,225</td>
<td>538,225</td>
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</tr>
</tbody>
</table>
## Cabrillo College Foundation

### Title III Portfolio - Annualized Performance Summary

**As of December 31, 2021**

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Allocation</th>
<th>Performance(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Market Value ($)</td>
<td>%</td>
</tr>
<tr>
<td>Title III Portfolio - Gross</td>
<td>538,225</td>
<td>100.0</td>
</tr>
<tr>
<td>Title III Portfolio - Net</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Composite Benchmark</td>
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</tr>
<tr>
<td>Global Core Equity</td>
<td>101,760</td>
<td>18.9</td>
</tr>
<tr>
<td>MSCI AC World Net*</td>
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<tr>
<td>US Core Fixed Income</td>
<td>157,668</td>
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<tr>
<td>BC Gov/ Cr 1-5 yr</td>
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<tr>
<td>Cash Management</td>
<td>278,798</td>
<td>51.8</td>
</tr>
<tr>
<td>Cash Management Composite*</td>
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</tr>
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</table>


See full report dated 12/31/21 for additional details and disclosures.
Cabrillo College Foundation
Title V Portfolio Summary
As of December 31, 2021

Asset Allocation Analysis

<table>
<thead>
<tr>
<th>Asset Category</th>
<th>Target Allocation</th>
<th>Actual Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Equity</td>
<td>15.0%</td>
<td>18.1%</td>
</tr>
<tr>
<td>International Equity</td>
<td>15.0%</td>
<td>18.7%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td></td>
<td>60.0%</td>
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<tr>
<td>Cash &amp; Cash Equivalents</td>
<td></td>
<td>61.0%</td>
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</tbody>
</table>

Growth of a Thousand Dollars

<table>
<thead>
<tr>
<th>Year</th>
<th>Title V Portfolio - Gross</th>
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</thead>
<tbody>
<tr>
<td>02/01/11</td>
<td>1,254,313</td>
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<tr>
<td></td>
<td>99,321</td>
</tr>
<tr>
<td>Net Deposits/Withdrawals</td>
<td>-</td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>23,239</td>
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<tr>
<td>Ending Market Value</td>
<td>1,277,553</td>
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</table>

<table>
<thead>
<tr>
<th>复合基准年化回报</th>
<th>QTD</th>
<th>Fiscal</th>
<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>7 Years</th>
<th>10 Years</th>
<th>Since Inception Date</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title V Portfolio - Gross</td>
<td>1.94</td>
<td>1.31</td>
<td>6.01</td>
<td>6.01</td>
<td>8.04</td>
<td>6.98</td>
<td>5.40</td>
<td>6.35</td>
<td>5.77</td>
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<tr>
<td>Title V Portfolio - Net</td>
<td>1.85</td>
<td>1.14</td>
<td>5.65</td>
<td>5.65</td>
<td>7.69</td>
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<td>5.04</td>
<td>6.17</td>
<td>5.39</td>
<td>02/01/2011</td>
</tr>
<tr>
<td>Composite Benchmark</td>
<td>2.01</td>
<td>1.63</td>
<td>5.71</td>
<td>5.71</td>
<td>7.07</td>
<td>6.23</td>
<td>5.11</td>
<td>6.09</td>
<td>5.54</td>
<td>02/01/2011</td>
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</table>

See full report dated 12/31/21 for additional details and disclosures.
# Cabrillo College Foundation

## Title V Portfolio - Annualized Performance Summary

As of December 31, 2021

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Market Value ($)</th>
<th>%</th>
<th>QTD</th>
<th>Fiscal YTD</th>
<th>YTD</th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>7 Years</th>
<th>10 Years</th>
<th>Since Incep</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title V Portfolio - Gross</td>
<td>1,277,553</td>
<td>100</td>
<td>1.9</td>
<td>1.3</td>
<td>6.0</td>
<td>6.0</td>
<td>8.0</td>
<td>7.0</td>
<td>5.4</td>
<td>6.6</td>
<td>5.8</td>
<td>02/01/2011</td>
</tr>
<tr>
<td>Title V Portfolio - Net</td>
<td></td>
<td></td>
<td>1.9</td>
<td>1.1</td>
<td>5.7</td>
<td>5.7</td>
<td>7.7</td>
<td>6.6</td>
<td>5.0</td>
<td>6.2</td>
<td>5.4</td>
<td></td>
</tr>
<tr>
<td>Composite Benchmark</td>
<td></td>
<td></td>
<td>2.0</td>
<td>1.6</td>
<td>5.7</td>
<td>5.7</td>
<td>7.1</td>
<td>6.2</td>
<td>5.1</td>
<td>6.1</td>
<td>5.5</td>
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<tr>
<td>Global Core Equity</td>
<td>487,974</td>
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<td>4.1</td>
<td>18.5</td>
<td>18.5</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>11.2</td>
<td>05/01/2018</td>
</tr>
<tr>
<td>MSCI AC World Net*</td>
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<td>6.7</td>
<td>5.6</td>
<td>18.5</td>
<td>18.5</td>
<td>16.6</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>10.2</td>
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<td>US Core Fixed Income</td>
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<td>-0.4</td>
<td>-0.4</td>
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<td>-</td>
<td>-</td>
<td>3.8</td>
<td>05/01/2018</td>
</tr>
<tr>
<td>BC Gov/Cr 1-5 yr</td>
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<td></td>
<td>-0.7</td>
<td>-0.7</td>
<td>-1.0</td>
<td>-1.0</td>
<td>2.9</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2.9</td>
<td></td>
</tr>
<tr>
<td>Cash Management</td>
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<td>-0.4</td>
<td>-0.3</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>1.1</td>
<td>05/01/2018</td>
</tr>
<tr>
<td>Cash Management Composite</td>
<td></td>
<td></td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.5</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.6</td>
<td></td>
</tr>
</tbody>
</table>


See full report dated 12/31/21 for additional details and disclosures.
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Gun Ruder

SUBJECT: Investment Consultant Review -- Community Capital Advisors

Background
Based on the Statement of Investment Policy, every five years, or earlier if conditions warrant, the Finance and Investment Committee will determine if they want to entertain having Investment Consultants submit proposals to manage the Cabrillo College Foundation investments. January 2021 (the five year review mark), the Finance and Investments Committee voted unanimously to defer the investment consultant review to January 2022.

Investment Consultant Review for 2022
January 13, 2022 the Finance and Investments Committee reviewed a proposal from Community Capital Advisors (CCA) to conduct the review and selection process of an investment consultant at the cost of $15,000 to $20,000 versus handling the process “in-house” driven by Foundation Staff with an Ad Hoc Committee.

The 2021-22 Operational budget includes $14,500 in Accounting/Legal/Professional Services for legal fees, proposal writer, and contingency that we do not anticipate using this year. Surplus funds from the prior year can also be used for hiring Community Capital Advisors.

The Finance and Investments Committee unanimously recommended to the Executive Committee to hire Community Capital Advisors for the proposed full scope of work at $20,000 for the Investment Consultant review process. January 27, 2022 the Executive Committee approved hiring Community Capital Advisors for the Investment Consultant Review process.

Foundation staff will meet with CCA this week to set the start date, establish timeline, and execute a service agreement, and set meeting dates with the Finance and Investments Committee.
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: C. Biancalana

SUBJECT: President's Circle Campaign

2021-22 President’s Circle Campaign
Vance Landis-Carey and Linda Burroughs are co-chairs of the 2021-22 President’s Circle Committee. As of January 28, 2022:
- $441,224 has been raised, toward our goal of $465,000
- 215 members have joined
- 26 NEW members
- 17 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+)
- Back to School Event (Treats, no Tricks) October 2021
- President’s Holiday Treats Pick Up December 2021
- Historical Presentation with Sandy Lydon Summer/Fall 2022

President’s Plus Level ($1,500+)
- President’s Plus Drive-Thru Picnic Spring 2022

Director Level ($2,500+)
- Winemaker’s Dinner at Sesnon House May 2022

Trustee Level ($5,000+)
- Dinner at the home of Vance Landis Carey Summer 2022

Benefactor Level ($10,000+)
- Feasting with Faculty Summer 2022

Luminary Level ($15,000+)
- Homemade Pizza Party at the home of Claire Biancalana and Bill Kelsay Summer 2022
$15,000+
Rick and Ruth Moe
Edward Newman Family Charitable Fund

$10,000+
Brian and Patti Herman
Esther and Gerry Levandoski
Patty Quillin and Reed Hastings
Miles and Rosanne Reiter
Thomas Sourisseau

$5,000+
Claire Biancalana and William Kelsay
John and Linda Burroughs
Barbara Canfield
Bob Davidson
Vance Landis-Carey and Robert Carey
Joe and Susan Mingione
Gayle and Joe Ortiz
Elio and Joy Rodoni
Mary Solari
Ginny Solari Mazry
Rachel Wedeen

$2,500+
Phillip and Robin Adkins
Pegi and Tom Ard
Jim Baker and Nancy Milslagle
William and Pat Barton
Harry and Mary Blanchard
Owen Brown and Mary Akin
Gordon and Mary Jane Chambers
Karen Cogswell and John Maenchen
Diane Craddock and David Hogye
Ken and Kathy Doctor
Lee and Emily Duffus
Jack Farr
Duf and Paula Fischer
Joan Griffiths
Leola Lapides and Bob Katz
Rick Li Fo Sjoe and Virginia Morris
John and Megan Martinelli /S. Martinelli & Co.
Dominic and Karen Massaro
Robert Milslagle
Bill and Karen Moncovich
Ned Nemacheck
Kelly and Maria Nesheim
CABRILLO COLLEGE FOUNDATION
President’s Circle Members 2021-22
Updated 12/14/2021
Amy Newell
William and Erica Ow
Kate and Ira Pohl
Pat and Rowland Rebele
Burton and Cynthia Rees
Dan Rothwell and Marcy Wieland
Brian and Michelle Sharpes
Kathryn Shephard Cowan
Stephen and Gail Snodgrass
James Thompson
Evans Whitaker and Deborah Bronstein
W. Todd and Corinne Wipke
Peppy and Ron Woll

$1,500*
Peggy Flynn
Mahlon and Joel-Ann Foote
Joe Graney/Santa Cruz Bicycles
Eileen and Dave Hill
Kent and Marie Imai
Mary James and George Cook
Erik and Judy Johnson – Erik’s DeliCafe
Judy B. Jones
Ralph and Julie Kimball
Ko-Kahuna Trust
Earleen and Della McKenzie
Laura Pease and Bill Scurr
Maria Esther and Jose Raul Rodriquez
Gunlek and Junko Ruder

$1,000*
Thomas Bush and Grace Sanchez
Nancy Campeau
Margaret Campodonico and Reynie Lave
Paul Carrubba and Teresa O’Connell Carrubba
Patrick and Carla Carstens
Brian and Kay Cayton
Michael and Barbara Clark
Sarah Clark
Joanne Clever
Virginia Coe
Lin Florinda Colavin
Margaret Cottele
Martina Cummings
Wallace Dale
Robert Darrow
Gerlinde and Willy de Broekert

Carol and Kirk Schmidt
Robert Scott
Greg and Tangie Solow
Ashley and John Spencer
Jeffrey and Adele Talmadge
Julie Thiebaut
Jerry and Robynn Walters
Susan and Nels Westman
Theo Wierdsma and Julie Hamilton
Matt Wetstein and Cindy Ostberg
Sue Wilson
Thomas and Connie Wilson
Neal and Paula Woods

1st Capital Bank/Michele Bassi
Michael and Toby Alexander
Walter and Janet Alexander
Mary Altier Walker and John Walker
Joe and Kathy Appenrodt
Carlos and Jane Arcangeli
Ann Asche/Locatelli Moving and Storage
Charles and Janet Banovac
Brian and Maryann Barry
Philip and Kathryn Bates
Susan and Richard Beach
Ian and Kathy Blackwood
Bob and Susan Bosso
Debbie Brackeen and Terrie Sima
Karen and Todd Bria
Sue Broadston and Jim Ostendorf
George and Elizabeth Bunch

Daryl Dichek and Kenneth Smith
Romney and Priscilla Dunbar
James Emerson
Charles and Jillian Engbers
Kristin Fabos and Rye Livingston
Michele Finch
Finkelman Family Foundation/Herb Finkelman and Edda Tuisinac
Nancy and Fred Fischer
Cynthia FitzGerald and James Day
Lesley Franz
Craig and Mimi French
Don and Donelle Gartner
Mary Gaukel and Les Forester
Ken Haber
Diane and Conrad Hamako
Kathleen Hatfield
David and Jacqueline Heald
Janet Heien
Chizuko and Joe Heney
Donald and Diana Henrichsen
Joseph and Bette Hirsch
Ron and Evelyn Hirsch
David and Katharine Hopkins
Jay Hughes and Juliette Bloxham
John Hurd and Kate Kelly
Stuart and Shiva Hurvitz
Carolyn Hyatt
Dorothy Hyde
Therese Johnson
Helen Jones
Mark Kalow and Marlene Pitkow
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
Charlie and Georgia Mackh
Gerry Mandel
Allen and Janet Martin
Mike and Bertie McElroy
Paul Meltzer
Mark Mesiti-Miller and Donna Murphy
Peter and Debbie Nelson
Tony Nethercutt
Linda and Bruce Nicholson
Gail Pellerin
Rock Pfitzner and Linda Wilshusen
James Poth
Muriel Prolo and Jack Samuelson
Redtree Partners
Ken Reed
Randy Repass and Sally-Christine Rodgers
George and Mary Reynolds
Brenda Rogers
Phyllis Rosenblum
Craig Rowell and Corinda Ray
Teri Ruegg
Cherri Rupert-Canfield
Barbara and William Scherer
Mark and Laurie Scurich
Ronald and Cynthia Sekkel
Karen Semingson
Melinda and Thomas Silverstein
Lee Slaff
Steven and Kristin Smith
Rachael Spencer and Kevin Rooney
Carol and Stephen Spragens
Robert Stephens
Bruce and Barbara Swenson
Paul Thiltgen and Maureen Roll
Lonnie Truax and Ian MacGregor
Scott and Martha Walecka
Mary Wetzstein
Brad and Linda Wiles
Terrence Willett and Jennifer Cross
William J. Codiga Family Foundation

Founding President Robert E. Swenson’s Lifetime Supporters*

Cornelia Ackley
Kate Ashcraft
Jack Baskin and Peggy Downes Baskin
Mark and Barbara Beck
Greta Bell
Neva Bournier
California Wellness Foundation
Mary Frances Callantine
Diane and Donald Cooley
Richard and Theresa Crocker
Dominican Hospital
Jim and Dolores Graefe
Granite Construction
Graniterock
Joan and Gerald Griffiths
Penny and Marie Griffiths
Grove Foundation
The William and Flora Hewlett Foundation
Healdsburg-Packer Company
Harold and Dorothy Hyde
James Irvine Foundation
Walter S. Johnson Foundation
Eileen and Max Koppes
Albert Leoni
Jean and Les Ley
Josie and Bailey Little
Fred and Linda McPherson
Louella Mehne
John Morgan
Elice Neubauer
George Ow and Gail Michaelis-Ow
The David and Lucile Packard Foundation
Rena Perlino
Porter Sesnon Foundation
Rowland and Pat Rebele
Esther Rice
Iris and J. Arthur Rodgers
Barbara Samper
Erica Schilling
Ben Schneider
SD Trombetta
Foundation
Elinor and Keith Shaffer
Paul and Pat Shirley
Bill and Brigid Simpkins

*Donors who gave $100,000 cumulatively during Robert E. Swenson’s life (1918-2007). Deceased donors have been recognized in italics.
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong># of Committee Members</strong></td>
<td>36</td>
<td>29</td>
<td>36</td>
<td>33</td>
<td>37</td>
<td>44</td>
<td>50</td>
<td>45</td>
<td>42</td>
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<tr>
<td><strong># of Annual Members ($1,000+</strong>)**</td>
<td>190</td>
<td>189</td>
<td>206</td>
<td>214</td>
<td>227</td>
<td>227</td>
<td>232</td>
<td>239</td>
<td>216</td>
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<tr>
<td><strong># of Annual Members solicited for the first time through Annual Fund ($1,000+</strong>)**</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong># of New Annual Members ($1,000+</strong>)**</td>
<td>20</td>
<td>16</td>
<td>23</td>
<td>19</td>
<td>32</td>
<td>20</td>
<td>28</td>
<td>22</td>
<td>26</td>
</tr>
<tr>
<td><strong># of Rejoining Annual Members ($1,000+</strong>)**</td>
<td>170</td>
<td>179</td>
<td>183</td>
<td>192</td>
<td>195</td>
<td>207</td>
<td>204</td>
<td>217</td>
<td>190</td>
</tr>
<tr>
<td><strong>% of Rejoining Members</strong></td>
<td>88%</td>
<td>94%</td>
<td>97%</td>
<td>93%</td>
<td>91%</td>
<td>91%</td>
<td>90%</td>
<td>94%</td>
<td>79%</td>
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<tr>
<td><strong># of $15,000+</strong></td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td><strong># of $10,000+</strong></td>
<td>2</td>
<td>3</td>
<td>3</td>
<td>2</td>
<td>3</td>
<td>3</td>
<td>5</td>
<td>7</td>
<td>5</td>
</tr>
<tr>
<td><strong># of $5,000-$9,999</strong></td>
<td>7</td>
<td>7</td>
<td>8</td>
<td>7</td>
<td>9</td>
<td>10</td>
<td>9</td>
<td>8</td>
<td>12</td>
</tr>
<tr>
<td><strong># of $2,500-$4,999</strong></td>
<td>13</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>23</td>
<td>27</td>
<td>33</td>
<td>40</td>
<td>34</td>
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<tr>
<td><strong># of $1,500-$2,499 (Starting 2011-2012)</strong></td>
<td>45</td>
<td>52</td>
<td>54</td>
<td>56</td>
<td>59</td>
<td>57</td>
<td>56</td>
<td>55</td>
<td>44</td>
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<tr>
<td><strong># of $1,000 Donations</strong></td>
<td>119</td>
<td>114</td>
<td>127</td>
<td>133</td>
<td>132</td>
<td>129</td>
<td>127</td>
<td>127</td>
<td>118</td>
</tr>
<tr>
<td><strong># of Donors Who Gave &lt; $1,000</strong></td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>8</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>12</td>
<td>11</td>
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<tr>
<td><strong># of Prospects Solicited</strong></td>
<td>1,063</td>
<td>1,011</td>
<td>1,045</td>
<td>1,041</td>
<td>1,031</td>
<td>1,042</td>
<td>1,044</td>
<td>1,092</td>
<td>995</td>
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<td><strong>Donations from Annual Fund</strong></td>
<td>$1,000</td>
<td>$1,000</td>
<td>$1,000</td>
<td>$3,000</td>
<td>$2,000</td>
<td>$1,000</td>
<td>$0</td>
<td>0</td>
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<td><strong>Operational Budget Goal</strong></td>
<td>$280,000</td>
<td>$285,000</td>
<td>$317,000</td>
<td>$318,000</td>
<td>$332,000</td>
<td>$380,000</td>
<td>$386,000</td>
<td>$398,000</td>
<td>$465,000</td>
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<tr>
<td><strong>Total Funds Raised</strong></td>
<td>$282,774</td>
<td>$311,406</td>
<td>$318,074</td>
<td>$330,908</td>
<td>$377,795</td>
<td>$384,697</td>
<td>$425,527</td>
<td>$462,821</td>
<td>$441,224.14</td>
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<tr>
<td><strong>Percent Increase/ Decrease Over Previous Year</strong></td>
<td>4%</td>
<td>10%</td>
<td>2%</td>
<td>4%</td>
<td>14%</td>
<td>2%</td>
<td>11%</td>
<td>9%</td>
<td>-5%</td>
</tr>
</tbody>
</table>
DATE: February 1, 2022

TO: Board of Directors

FROM: Patty Quillin

SUBJECT: 2021 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. **This year a total of $100,000 will be given out to students in need at Cabrillo through the WES program—the most WES has ever awarded.**

**2021 Campaign**
Thanks to the WES Co-chairs, Tonée Picard and Mary Culley, and our fabulous committee of Best Friends, we had our most stellar year of fundraising for WES to date.

**$247,729 was raised from nearly 500 donors**, over $40,000 more than what was raised in 2020!

We were fortunate that the Wedeen Hammer Locatelli Group at Morgan Stanley partnered with the Sharanam Foundation to give a matching grant that inspired donors to increase their support and give gifts of $250 or more.

Pia is a single mom aiming to go to nursing school. She needed help to pay for childcare while attending Cabrillo last year and she was able to receive the support she needed through Women’s Educational Success.

*If it wasn’t for the support of others, both financial and community support, it wouldn’t be possible for me to pursue a higher education and in turn, hopefully find a better paying job so I can support myself and my son and give back to my community.*

*I would like to sincerely thank the WES donors for helping me pursue my educational goals and for supporting my family during this challenging time.*
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Rachael Spencer, Scholarship Committee Chair

SUBJECT: Scholarship Program

Our annual year-end scholarship solicitation letters were mailed to over 500 donors before the holiday break in December. Committee members added personal notes to the letters for some of our scholarship donors, thanking them for their support. We developed a new system to collect student thank you letters and student photos that were included with the scholarship solicitation. As of January 28, 2022, we have received over $225,000 in scholarship support from our donors in response to this mailing.

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, Kathryn Cowan, Linda Downing, Jan Furman, Rich Hart, Adele Miller, Corinne Miller, Cori Ray, Julie Thiebaut, Rachel Wedeen and Jill Wilson.

Danissa is one of the many Cabrillo students who has been helped on her educational path though scholarship support from the tremendous generosity of our donors. She recently shared:

*I recently graduated from the Honors Program and with honors from Cabrillo. After graduating with my bachelor’s of science, I will be continuing my education by pursuing medical school. Your scholarship will greatly help fund my goals and dreams. Thank you most kindly for your support and compassion in uplifting students like myself. I desire to help individuals live healthy and purposeful lives, while also learning how to prevent brain-related diseases from manifesting. I believe that my choice in profession will be incredibly fulfilling and I have great gumption to reach my goals.*

*When I’m older I hope to contribute to supporting students financially as you have done for me. Thank you again for your kindness and generosity and for believing in me.*
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

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.

Covid-19 has made delivering CAP services to students challenging. CAP middle school and high school partners are under tremendous strain due to the pandemic. The CAP team has made an effort to strike the balance of supporting our CAP students without adding to the burden of our participating schools. CAP Staff are meeting with students virtually (Zoom, Google meets), and checking in on families by phone.

CAP Tutors are holding virtual hours weekly or bi-weekly (depending on school) and check in with individual students in their “caseload” virtually. At this time, CAP Tutors and Advisors are providing less academic counseling and more social and emotional support to the students and their families, often connecting them with helpful resources and information needed from schools.

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 this year. At this time, we are pausing on planning the CAP Awards Ceremony to induct our newest CAP students and their families into the program.
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: Cabrillo Employee Giving Campaign – Payroll Deduction

Background
It is the foundation’s aim to increase engagement and giving from current faculty and staff. Currently, we receive approximately $1,300 a month in payroll deduction giving from Cabrillo employees ($15,000 annually). This is what we have done so far:

• Announced a matching opportunity using the Pelz Family Endowment to match new and existing payroll deduction gifts through December 2022.
• Sent an all campus email on 1/18/21 with quotes from current employee donors.
• Sent individual emails to those currently giving asking them to encourage their colleagues during department meetings.
• We have receive 11 new or increased gifts this week.

Being an educator means more than just teaching. Students need tangible support and it is a gift for the giver to be a part of improving students’ lives. Even the smallest amount matters, and knowing I’m helping the whole student inside and outside of the classroom is an honor and joy.

Nikia Chaney
Instructor - English Department

Future plans
• August: recap/list of donors and encourage donors to join for remainder of the year
• Recognition: all campus email with recognition to donors
• Accounting: after December 2022 payroll, total giving for the year will be matched by Pelz funding (Pelz funds will be moved to respective departments/scholarships). Match will NOT be reflected in the donor's individual RE record. The match will happen on the accounting end only.
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: Cabrillo Retiree Engagement

We are developing a new outreach plan to increase Cabrillo Retirees engagement with the foundation. We have done the following to date:

- **May 2021:** Held happy hour with 16 Cabrillo Retirees to gather input on what kind of opportunities would be enjoyable to connect with fellow retirees. From this, a smaller group of seven retirees volunteered to help with retiree engagement planning.

- **Dec. 2021:** We were able to extend an invitation to all of our retirees to the Foundation’s Holiday Drive Through. There were many retirees who are not currently engaged with the foundation and were eager to share with us their love for Cabrillo!

- **January 2022:** Held Retiree Committee Meeting with following retirees Jan King, Andre Neu, Claire Biancalana, Lynda Watson, Jane Gregorious and Doug Deaver

**Next Steps:**
1. Retiree Listserve – this is an important way for Retirees to communicate. Determine if we can have IT help us or if we need to set up with a third party
2. Clean up Retiree database – committee will assist
3. Communication – collect updates from retirees to share, they like hearing about what others are doing, plan on sending 2x year and as lead up to an in person event
4. **Retiree Event**
   - October (run exact date by committee)
   - Sesnon House (outside)
   - 4:00 -6:00 happy hour time
   - Nibbles and wine
   - Invite all retirees – anticipate 80 attendees(?)
   - Take RSVPs to gather years at Cabrillo and department for nametags
   - Activity/purpose to event – offer tours of campus or highlight new program
   - College President to welcome and give update
   - Provide follow up volunteer opportunities to Retirees
5. Set Retiree Committee Meeting to update on progress in a couple months
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Nancy Machado

SUBJECT: 2022-23 Budget Timeline

The following is the schedule for the 2022-23 Cabrillo College Foundation budget process:

Week of January 3, 2022  Nancy Machado begins requesting and collecting information for the 2022-23 budget

Week of January 24, 2022  Eileen Hill and Nancy Machado to review information and determine if further information is needed

January 31, 2022 to March 22, 2022  Eileen Hill and Nancy Machado to compare prior year trends to 2022-23 plan

March 23, 2022  Nancy Machado provides Eileen Hill with draft of 2022-23 Budget. Eileen Hill reviews, recommends changes and approves final 2022-23 Budget

March 31, 2022  Send recommended Budget to Finance and Investment Committee

April 14, 2022  Finance and Investment Committee reviews 2022-23 Budget and makes recommendation to Executive Committee

April 21, 2022  Send recommended Budget to Executive Committee

April 21, 2022  Executive Committee reviews 2022-23 Budget and makes recommendations to Board of Directors

May 3, 2022  Send recommended Budget to Board of Directors

May 10, 2022  Board of Directors approve 2022-23 Budget
MEMORANDUM

DATE: February 1, 2022

TO: Board of Directors

FROM: Nancy Machado

SUBJECT: Schedule for the 2020-21 990 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 2020-21 Cabrillo College Foundation federal Form 990 process:

Week of December 6th
Cabrillo College Foundation staff completes Form 990 and submits to Auditor Terri Montgomery

Week of December 13th
Terri Montgomery completes Form 990 and e-mails draft to Nancy Machado.

February 14, 2022
Cabrillo College Foundation Executive Director reviews draft Form 990

February 21, 2022
Draft Federal Form 990 e-mailed to the Board of Directors with an overview and instructions for review.

February 28, 2022
Cabrillo College Foundation Board of Directors responds to Nancy Machado with any suggestions/changes to draft Federal Form 990.

May 7, 2022
Final Federal Form 990 is e-mailed to the Board of Directors for final review.

May 10, 2022
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
Board of Directors
Tuesdays, 12:00-2:00 pm
New Member Orientation
September 14, 2021
11:00 am-12:00 pm

Meetings:
September 14, 2021
November 9, 2021
February 8, 2022
May 10, 2022

Audit
10:00-11:00 am
October 2021 TBD
May 2022 TBD

Executive
9:00-10:00 am
August 26, 2021 (Zoom)
(9:00 – 10:30 am)
October 28, 2021
January 27, 2022
April 21, 2022
(9:00 – 10:30 am)

Finance and Investment
9:00-10:00 am
August 19, 2021 (Zoom)
October 14, 2021
January 13, 2022
(9:00 – 10:30 am)
March 31, 2022
(9:00 – 10:30 am)

Faculty Grants
November 29, 2021

Nominating
Dec 2021/Jan 2022 TBD

President’s Circle
August 24, 2021
5:30 – 7:30 pm
(kick-off party)

September 22, 2021
9:00 am – 12:00 pm
(signing pick up)

March 2022 TBD
5:30 pm – 7:00 pm
(wrap-up party)

Women’s Educational Success (WES)
September 10, 2021
12:00 pm – 1:00 pm
(Luncheon)

Scholarship
November 2021 TBD

Cabrillo Advancement Program
February 2022 TBD
May 2022 TBD
10:00 am

Exclusive Events for President’s Circle Members
Virtual Back to School Celebration
$1,000 + Members
October 27, 2021
5:30 pm

Sandy Lydon Virtual History
$1,000 + Members
Summer/Fall 2022 TBD

Winemakers Dinner Sesnon House
$2,500+ Members
May 2022 TBD

Dinner Party at the home of Vance Landis-Carey and Robert Carey
$5,000 + Members
Summer 2022 TBD

Drive-Thru Picnic Sesnon House
$1,500+ Members
Spring 2022 TBD

Feasting with Faculty
$10,000+ Members
Summer 2022 TBD

Homemade Pizza Party at the home of Claire Biancalana and Bill Kelsay
$15,000+ Members
Summer 2022 TBD

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

Event Dates
Colligan Family Scholarship Ceremony
July 20, 2021
10:00 am

Heritage Club Lunch
November 5, 2021
12:00 pm – 1:00 pm

President’s Holiday Treats Pick-Up
December 4, 2021
10:00 am – 12:00 pm

Faculty and Staff Grants Awards
January 20, 2022
3:00 pm – 4:30 pm
2021-22 Cabrillo College Foundation Committee Roster – Updated 10/20/2021

BOARD OF DIRECTORS
Rob Allen
Pegi Ard, CFO
Michele Bassi
Claire Biancalana, Past President
Ceil Cirillo
Karen Cogswell
Kathryn Cowan
Paul De La Cerda, VP Instruction
Matt Huffaker
Amy Lehman, VP Student Services
Kelly Nesheim
Ed Newman
Bradley Olin, VP Admin.
Services, Asst. Treasurer
Erica Ow
Patty Quillin, Vice President
Cory Ray
Maria Esther Rodriguez
Dan Rothwell, College Trustee
Gun Ruder, President
Karen Semingson
Rachael Spencer, College Trustee
Trevor Strudley
Kate Terrell
Julie Thiebaut
Rachel Wedeen, Secretary
Matt Wetstein, Asst. Secretary, CC President
Kristin Wilson, Faculty Representative
Donna Ziel, College Trustee

AUDIT
Chair: Karen Semingson
Carrie Birkhofer
David Heald
Barbara Scherer
Staff: Eileen Hill, Caitlin Bonura

FINANCE & INVESTMENTS
CFO: Pegi Ard
Owen Brown
Karen Cogswell
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
Eva Acosta
Rob Allen
Enrique Buelna
Sesario Escoto
Leola Lapides
Rachel Mayo
June Padilla Ponce
Maria Esther Rodriguez
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
Mary Gaukel
Matt Huffaker
Francisco Íñiguez
Tobin Keller
Amy Newell
Gun Ruder
David Schwartz
Natalie Vanoli
Staff: Eileen Hill, Caitlin Bonura

EXECUTIVE
Pegi Ard, CFO
Claire Biancalana, Past President
Patty Quillin, Vice President
Gun Ruder, President
Rachael Spencer
Rachel Wedeen
Matt Wetstein, CC President
Staff: Eileen Hill, Nancy Machado

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

PRESIDENT’S CIRCLE
Co-chairs:
  Linda Burroughs
  Vance Landis-Carey
  Pegi Ard
  Jim Baker
  Pat Barton

WOMEN’S EDUCATIONAL SUCCESS (WES)
Co-chairs:
  Mary Culley
  Tonée Picard
  Peggy Downes Baskin, cofounder
  Shannon Brady
  Sue Broadston
  Lynette Cleland
  Cathy Conway
  Freny Cooper
  Kathryn Cowan
  Cynthia Druley
  Cynthia FitzGerald
  Corrine Flanagan
  Peggy Flynn
  Pam Goodman
  Amy Ivey
  Kathleen Jones
  Janet Kressow
  Chris Maffia
  Angie McClellan
  Martina O’Sullivan
  Mara Palandrani
  Carolyn Parham
  Gail Pellerin
  Patty Quillin
  Karen Semingson
  Rachael Spencer, cofounder
  Bunny Tavares
  Kate Terrell
  Karri White
  Kristin Wilson
  Donna Ziel

WES Advisors:
  Marcy Alancoia
  Leti Amezcua
  Jenna Becker
  Rosemary Brogan
  Sue Buckner
  Lauren Cole
  Olga Diaz
  Mario Garcia
  Ofelia Garcia
  Irma Gil
  Holly Goodman
  Gabby Huezo
  Jay Jackson
  Michelle Morton
  Christina Ortega
  Beth Regardz
  Ana Rodriguez
  Barbara Schultz-Perez
  Nancy Spangler
  Tasha Sturm
  Laura Thurman
  Windy Valdez
  Marilyn Zanetti
  Staff: Caitlin Bonura

SCHOLARSHIP
Chair: Rachael Spencer
Claire Biancalana
Jess Brown
Ceil Cirillo
Virginia Coe
Karen Cogswell
Kathryn Cowan
Linda Downing
Jan Furman
Rich Hart
Adelle Miller
Corinne Miller
Cory Ray
Dan Rothwell
Julie Thiebaut
Rachel Wedeen
Jill Wilson
Staff: Caitlin Bonura