MEMORANDUM

DATE: May 3, 2022


FROM: CCF President, Gun Ruder

GUESTS: Cabrillo Student Scholarship Recipients
Dan Tichenor, Graystone Consulting

SUBJECT: Cabrillo College Foundation Board of Directors Regular Meeting
Tuesday, May 10, 2022
12:00 pm – 2:00 pm
VAPA Room 1001

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<td>1. Welcome and Call to Order</td>
<td>G. Ruder</td>
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<td>2. Approval of Agenda</td>
<td>G. Ruder</td>
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<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>
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Any open session writings distributed either as part of the agenda packet, or within 72 hours of a regular meeting, can be viewed at the Foundation office, 6500 Soquel Drive, Aptos, CA 95003.
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<td>$3,330,750</td>
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<td>Unbooked Revocable Planned Gifts:</td>
<td>$2,351,600</td>
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<tr>
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<td>$5,682,350</td>
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<td>2.2 Balance Sheet</td>
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<td>2.4 Income Statement Budget-to-Actual</td>
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<td>4. Operating Reserve Increase to 9 Months</td>
<td>G. Ruder</td>
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<td>E. Hill</td>
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1. Adjournment
   G. Ruder
2022-23 BOARD MEETINGS:
Tuesdays, 12:00 pm – 2:00 pm

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September 13, 2022
November 8, 2022
February 14, 2023
May 9, 2023

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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<tr>
<td>Rob Allen</td>
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<td>Pegi Ard</td>
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<td>Michele Bassi</td>
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<td>Claire Biancalana</td>
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<td>Ceil Cirillo</td>
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<td>Karen Cogswell</td>
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<td>Kathryn Cowan</td>
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<td>Matt Huffaker</td>
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<td>Amy Lehman-Sexton</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>Erica Ow</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>Matt Wetstein</td>
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<td>Kristin Wilson</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.
Executive Director Report: May 2022

Administration

- Return to in person work!
- Investment Consultant RFP process
- 2022-23 Budget work, Form 990
- Nominating Committee / Board Recruitment
- Planning for in-person events and meetings

Fundraising

- $5.6M raised so far!
- President’s Circle: $497,000 raised towards $465,000 goal
- Women’s Educational Success: $247,729 raised, $100,000 available to award this year in emergency grants, launching new campaign
- Cabrillo Retirees: gathering input for first newsletter, planning first event, launching listserv
- Employee Payroll Deduction match: 23 employees responded (12 new, 11 increased giving)
- Scholarships: stewardship and solicitation of over 500 existing scholarship donors, four new endowed scholarships established
- Proposals funded: Monterey Peninsula Foundation $81,500 for homeless student support, PAMF/Sutter $17,500 for Allied Health, CA Pathways Grant $40,000 for foster youth
- Pending proposals: Watsonville Rotary $5,000 for student Veterans, Foundation of CA Comm Colleges $212,665 for Nursing
- Additional funding for Emergency Grants $100k, Tutoring $10k, and Digital Textbook Rentals $23k, Umoja $77k, Foster Youth $75k
- Legacy Giving: received two estate gifts, working with three new donors, working on MOCIs for existing donors
- Cabrillo Gallery lighting project and matching opportunity

Upcoming Events

- President’s Circle Winemaker’s Dinner: May 4, 6:00 – 9:00 pm
- Board of Directors Meeting: May 10, 12:00 – 2:00 pm (in person!)
- President’s Circle Summer Musical: June 26, 12:00 pm
MEMORANDUM

DATE: May 3, 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 7/1/21-5/1/22</th>
<th>2021-22 Target</th>
<th>DESCRIPTION</th>
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<tbody>
<tr>
<td>$495,246</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>$237,894</td>
<td>$175,000</td>
<td>Women’s Educational Success</td>
</tr>
<tr>
<td>$554,804</td>
<td>$200,000</td>
<td>Cabrillo Advancement Program (Endowed)</td>
</tr>
<tr>
<td>$587,663</td>
<td>$500,000</td>
<td>Scholarships (Endowed)</td>
</tr>
<tr>
<td>$236,273</td>
<td>$250,000</td>
<td>Scholarships (Nonendowed)</td>
</tr>
<tr>
<td>$841,805</td>
<td>$395,000</td>
<td>Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)</td>
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<td>$295,565</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>$2,351,600</td>
<td>$500,000</td>
<td>Unbooked Planned Gifts</td>
</tr>
<tr>
<td><strong>$5,682,350</strong></td>
<td><strong>$3,000,000</strong></td>
<td>TOTAL</td>
</tr>
</tbody>
</table>
DATE: May 3, 2022
TO: Board of Directors
FROM: Eileen Hill

July 1, 2021 to May 1, 2022
Outright Gifts $ 3,330,750
Unbooked Revocable Planned Gifts $ 2,351,600
Total $ 5,682,350

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

Recorded Gifts 07-01-21 to 05-01-22:

SD Trombetta Foundation (Peace Library, Internships & Scholarship) $ 407,000
Estate of Patricia Bowden (CAP) $ 256,457
Anonymous (Scholarship) $ 250,000
Anonymous (Umoja & Guardian Scholars) $ 164,000
The Barbara Samper Foundation (CAP) $ 125,000
Richard & Theresa Crocker (Emergency Grants, President’s Circle) $ 108,500
Paul & Pat Shirley (Scholarship & CAP) $ 100,000
Monterey Peninsula Foundation (Scholarship) $ 81,500
Brian & Patti Herman (Digital Textbook Rentals, Scholarship, WES) $ 70,000
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
California College Pathways Fund (Guardian Scholars) $ 40,000
Rachael Spencer & Kevin Rooney (Scholarship, President’s Circle) $ 31,442
Vertical Raise (Baseball) $ 27,570
Tony Nethercutt (President’s Circle, CAP & Tutoring) $ 26,000
Rachel Wedeen (WES, President’s Circle, Scholarships) $ 25,200
Universal Audio (Scholarship) $ 25,000
Michael & Priscilla Watson (Scholarship) $ 24,134
Cynthia FitzGerald & James Day (Scholarships, President’s Circle WES) $ 23,950
Leestma Family Foundation/Little Flower Fund (Scholarship) $ 21,300
Craig Rowell & Corinda Ray (Scholarships, President’s Circle WES, Veterans Services) $ 20,109
Julie Packard (President’s Circle & WES) $ 20,000
Sheri Watson-Riley (Scholarship) $ 20,000
Keith & Della McKenzie (President’s Circle & CAP) $ 19,766
Ralph Alpert (WES, Emergency Grants, & Scholarship) $ 19,500
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
Gifts under $17,500 (1,482 of 1,511 total donors) $ 1,202,066
Total Outright Gifts $ 3,330,750
Total Unbooked Revocable Planned Gifts $ 2,351,600
TOTAL $ 5,682,350

Notes: 1. For 2021-22, The Cabrillo College Foundation has been notified of three planned gifts.
2. The cumulative unbooked revocable planned gifts total is $28,146,600.
Disbursements to Cabrillo College and Students
July 1, 2021 to March 31, 2022
Total: $1,946,180

Faculty/Department Support
(Allied Health, Horticulture, Stroke Center, VAPA, Engineering)
18% $357,333

Student Support Services
(Tech for Students, Foster Youth, CAP, Peace Library)
18% $352,764

Scholarships
64% $1,236,083

TOTAL $1,946,180
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 $32,139,859 on March 31, 2022
Call to Order
Gun Ruder called the meeting to order at 12:03 pm.

Approval of Agenda
Motion: MSC: P. Quillin/R. Spencer. The Board voted unanimously to approve the Board agenda.

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

Special Presentations
Gun gave an overview of the Foundation’s Faculty and Staff grants program and then introduced four grant recipients who described their projects.

Aloha Sargent received $9,680.65 to fund a library project that provides online access to textbooks from the library course reserves. These textbooks are available for students to check out in person, and will now be accessible online 24/7. The price of textbooks can be a barrier for many students, so this project aims to increase student success and enrollment. The program has been running for two weeks, and already textbooks have been accessed online 2,491 times.

Allison Gong received $746.58 to purchase dissolved oxygen meters for student fieldwork. Allison described how measuring oxygen levels in water is important to establishing water quality. Her Biology Field Ecology students can use these meters to quickly, easily and safely take these measurements. She emphasized the importance of this type of fieldwork for students headed to four-year institutions and into the workforce.
Lisa Gilbert received a grant for $3,822 to purchase supplies needed for her Geology and Environmental Studies students to study thin sections of mineral and rocks with special microscopes that use polarized light to enhance details. This type of analysis is not typically available to community college students and increases their success when entering four-year institutions.

Dusty McKenzie received $4,650 to replace and upgrade archeological equipment for his Archeology/Anthropology students working in the field. Each year he takes 25 students into the field for one month to survey, find sites and excavate. He is using the grant money to purchase 8 full sets of camping gear for the field class so that students who cannot afford their own equipment can participate. He is also upgrading very outdated field study equipment. Dusty reported that 8 students got jobs immediately following his last field class.

Approve Board Meeting Minutes
Motion: MSC: C. Cirillo/K. Terrell.

The following Board Members voted to approve the minutes of November 9, 2021:
Rob Allen, Pegi Ard, Michele Bassi, Claire Biancalana, Ceil Cirillo, Karen Cogswell, Kathryn Cowan, Amy Lehman, Kelly Nesheim, Ed Newman, Bradley Olin, Erica Ow, Patty Quillen, Cory Ray, Maria Esther Rodriguez, Dan Rothwell, Karen Semingson, Rachael Spencer, Kate Terrell, Julie Thiebaut,
Matt Wetstein, Kristin Wilson, Donna Ziel

The following Board Members abstained:
Rob Allen, Trevor Strudley, Rachel Wedeen

The following Board Members were absent:
Matt Huffaker

Approve Financial Statements
Pegi Ard reported as of December 31, 2021, the total assets were $48.1M, $4.4M over prior year. Net assets were $46.5M, $4.6M over prior year. The total revenue for unrestricted, non-endowed and endowed funds was $3.0M. Total expenses were $1.4M with a surplus for all funds of $1.6M. The total operating revenue was $675K and expenses $503K. The operating surplus was $172K.


Cabrillo College President Report
Matt reported that enrollment is down 13%, which is on par with a community college systematic decline. Matt, Donna Ziel, Adam Spickler and a Student Trustee attended a legislative conference last week and learned that 55 community college districts are being funded through emergency funding and/or hold harmless funding. The good news is that the Governor is proposing the extension of hold harmless and establishing a floor of funding based on enrollment in 2024-25. This puts Cabrillo in better shape with state funding for the next few years.
Matt reported that most classes will return to face-to-face instruction on February 22. Already Visual and Performing Arts classes have seen an increase in enrollment due to the face-to-face format and the hope is other departments will see similar increases in enrollment. Interestingly, certain departments, such as Math, saw an increase in enrollment with the online class format. Staff will be monitoring these trends to adjust which courses should continue to be offered online.

Support services are up and running including services targeting special population such as Dreamers, Student Veterans, Foster Youth and a new program to support African American students.

The college learned that their proposal for student and faculty housing is 1 of 71 planning grant proposals submitted. The college will not know until March if Cabrillo has been selected for funding for the housing project.

Matt reported that the Cabrillo College Name Exploration Committee will be writing their recommendation to the Board of Trustees over the summer, and expect to submit the report to the Trustees in fall of 2022.

Executive Director Report
Eileen Hill reported that Foundation staff are preparing to return to the office on February 22 when the college reopens for in-person classes.

The Foundation awarded 113 students a total of $83,876 in WES and Emergency Grants within days of request (for fall semester)

The Nominating Committee will meet soon to review new Board member prospects. Three Board members will be terming off on June 30, 2022 and the goal is to recruit 3-5 new members.

Eileen reported that as of January 28, 2022, the Cabrillo College Foundation has raised $2,816,303 towards a goal of $3M.

The Monterey Peninsula Foundation recently funded a proposal from the Foundation for $81,500 for homeless student support.

Eileen continues to work with donors on their legacy giving and MOCIs (Memorandum of Charitable Intent). Recently former professor and longtime Foundation supporter, Tom Sourisseau passed away leaving his home to the Foundation. Eileen and staff will work to ensure the funds received from this gift will be allocated as Tom designated in his MOCI.

A Cabrillo Gallery lighting project mini campaign and matching opportunity is being launched with a goal of reaching $13K by fall.

Net Assets, Endowed Net Assets and Historical Gifts Chart
The ending net assets balance as of December 31, 2021 was $46,478,063. The endowed net assets balance was $41,298,284. The endowed historical gifts value was $31,314,995.
Discussion
The group engaged in a round robin discussion on whether or not to return to in-person meetings and what types of precautions might be taken if in-person meeting were to resume.

Investment Report as of 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%
Investment Consultant Review Process
Gun Ruder reported that on January 13, 2022 the Finance and Investments Committee reviewed a proposal from Community Capital Advisors 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 Finance and Investment Committee recommended to the Executive Committee to hire Community Capital Advisors. On January 27, the Executive Committee approved hiring Community Capital Advisors for the proposed full scope of work at $20,000 for the Investment Consultant review process.

President’s Circle
Claire Biancalana reported that as of February 7, the committee has raised $441,374 toward the goal of $465,000—this is over $25,000 ahead of what they had raised last year at this time. They have 26 NEW members and 17 rejoining members increased their support this year. Foundation staff are preparing to send a renewal reminder to all President Circle donors who gave last year, but have yet to respond to the invitation mailing this year. Both a mailed version and an electronic version will be sent.

WES
Patty Quillin reported that the WES Committee had an extremely successful fundraising year for Women’s Educational Success. They raised $247,729 from nearly 500 donors, which is over $40,000 more than what was raised in 2020. The Foundation is able to award a total of $100,000 in WES grants to students this academic year, which is the most ever awarded.

Scholarships
Karen Cogswell reported that in December, Scholarship Committee members helped to personalize the annual year-end solicitation that was mailed to over 500 scholarship donors. They added hand-written notes to some of the letters, thanking donors for their support. To date, they have received over $225,000 from this mailing.

Scholarship opportunities are now being publicized for Cabrillo students and applications are open. Most scholarship applications will close in mid-March, at which point the selection committees will begin the task of reviewing applicants and selecting recipients. Students will be notified of their scholarship awards in May and in most cases, the funds are disbursed at the beginning of the fall semester.

Cabrillo Advancement Program
Eileen Hill gave an overview of the CAP program. She described how the CAP team has adapted to the challenge of delivering services to CAP students due to the pandemic. CAP Staff are meeting with students virtually (Zoom, Google meets), and checking in on families by phone. 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. Mini CAP ceremonies are being planned in lieu of the historically large (500+ person) ceremonies of previous years.

Cabrillo Employee Giving – Payroll Deduction
Eileen Hill reported that the Foundation is working to increase engagement and giving from current faculty and staff. The team has announced a matching opportunity using the Pelz Family Endowment to match new and existing payroll deduction gifts through December 2022. They sent an all campus email on 1/18/22 with quotes from current employee donors and sent individual emails to those currently giving asking them to encourage their colleagues during department meetings. So far, they have received 12 new or increased gifts.

Cabrillo Retirees
Eileen Hill reported that the Foundation is developing a new outreach plan to increase Cabrillo Retirees engagement with the foundation. In May 2021, they held a 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. In January 2022, they held a Retiree Committee Meeting and made plans for next steps.

2022-23 Budget Timeline
Nancy Machado provided a budget timeline for 2022-23. The Executive Committee will receive the budget for approval at its April 21, 2022 meeting.

990 Timeline
Nancy Machado reviewed a schedule for the 2020-21 990 filing.

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

Adjournment
The meeting was adjourned at 1:34 pm

Respectfully submitted,

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

May 10, 2022

**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>P</td>
<td></td>
</tr>
<tr>
<td>Pegi Ard</td>
<td>P</td>
<td>P</td>
<td>P</td>
<td></td>
</tr>
<tr>
<td>Michele Bassi</td>
<td>P</td>
<td>P</td>
<td>P</td>
<td></td>
</tr>
<tr>
<td>Claire Biancalana</td>
<td>A</td>
<td>P</td>
<td>P</td>
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<td>Ceil Cirillo</td>
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<td></td>
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<tr>
<td>Karen Cogswell</td>
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<td>P</td>
<td></td>
</tr>
<tr>
<td>Kathryn Cowan</td>
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<td>P</td>
<td></td>
</tr>
<tr>
<td>Matt Huffaker</td>
<td>P</td>
<td>A</td>
<td>A</td>
<td></td>
</tr>
<tr>
<td>Amy Lehman</td>
<td>P</td>
<td>P</td>
<td>P</td>
<td></td>
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<tr>
<td>Kelly Nesheim</td>
<td>P</td>
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<tr>
<td>Ed Newman</td>
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<tr>
<td>Bradley Olin</td>
<td>P</td>
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<tr>
<td>Erica Ow</td>
<td>A</td>
<td>P</td>
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<td></td>
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<tr>
<td>Patty Quillin</td>
<td>A</td>
<td>P</td>
<td>P</td>
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<tr>
<td>Cory Ray</td>
<td>P</td>
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<tr>
<td>Maria Esther Rodriguez</td>
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<td>Dan Rothwell</td>
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<tr>
<td>Gun Ruder</td>
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<tr>
<td>Karen Semingson</td>
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<td>Rachael Spencer</td>
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<td>Trevor Strudley</td>
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<tr>
<td>Kate Terrell</td>
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<td>Julie Thiebaut</td>
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<td>Matt Wetstein</td>
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<td>Kristin Wilson</td>
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<td>Donna Ziel</td>
<td>P</td>
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</tbody>
</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.*
(1) Balance Sheet

- **Total Assets:**
  Total assets of $46.7M are $1.4M over prior year primarily due to the increase in value of the assets in the bank and investment accounts.

- **Liabilities:**
  Total Liabilities of $1.6M are $109K less than prior year. CAP Scholarship liabilities are lower than normal because there were no CAP recipients awarded in 20/21. There will be two CAP cohorts of new CAP students this fiscal year. The liability will increase by $210,000 as of June 30, 2022.

- **Net Assets:**
  Total net assets of $45.1M are $1.5M more than prior year.

(2) Income Statement

- **Revenue:**
  Total Revenue is $9M lower than prior year. Earned income is -$738K compared to the prior year balance of $6.3M due to lower investment returns during the 1st nine months of 21/22. Contributed income of $3.2M is $2.0M lower than prior year.

- **Expenses:**
  Total Expenses of $2.2M are $166K more than prior year.

- **Surplus/Deficit:**
  There is a $241K surplus compared to prior year’s surplus of $9.4M.

(3) Operational Budget to Actual

- **Revenue:**
  Operating revenue of $853K is $35K unfavorable vs budget. Contributed income is $52K favorable vs budget.

- **Expenses:**
  Operating expenses of $742K are $58K favorable vs projection.

**Surplus/Deficit:** The operating fund surplus is $111K.
## ASSETS

### CASH AND INVESTMENTS

<table>
<thead>
<tr>
<th>Operating 03/31/22</th>
<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH</strong></td>
<td></td>
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<tr>
<td>SANTA CRUZ COUNTY BANK</td>
<td>$(21,867)</td>
<td>$302,205</td>
<td>$(128,203)</td>
<td>$152,135</td>
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<tr>
<td>SANTA CRUZ COUNTY BANK</td>
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<td>$225,469</td>
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<tr>
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<td>MORGAN STANLEY MID TERM POOL</td>
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<td>MORGAN STANLEY NONENDEWED</td>
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<td>MORGAN STANLEY GIFT RECEIPT</td>
<td>$7,652</td>
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<td><strong>SUBTOTAL CASH</strong></td>
<td>$1,894,386</td>
<td>$3,686,697</td>
<td>$307,048</td>
<td>$5,888,131</td>
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</table>

| **INVESTMENTS**   |                     |                 |               |               |
| MORGAN STANLEY TITLE III/V HOLDING | $0              | $0              | $0            | $0            | $16,012       |
| MORGAN STANLEY LONG TERM POOL       | $264,873          | $1,475          | $33,778,303   | $34,044,651   | $32,994,491   |
| MORGAN STANLEY TITLE V              | $0                | $0              | $1,227,180    | $1,227,180    | $1,248,119    |
| MORGAN STANLEY TITLE III            | $0                | $0              | $542,868      | $542,868      | $291,079      |
| MORGAN STANLEY ESG                  | $33,128           | $0              | $4,313,094    | $4,347,122    | $4,204,111    |
| **SUBTOTAL INVESTMENTS**            | $298,001           | $1,475          | $39,862,345   | $40,161,821   | $38,753,811   |

| **TOTAL CASH AND INVESTMENTS**      | $2,192,387         | $3,688,172      | $40,169,393   | $46,049,952   | $44,232,581   |

### RECEIVABLES

| **PLEDGES**                   |                     |                 |               |               |
| PLEDGES - UNRESTRICTED        | $6,879              | $0              | $0            | $6,879        | $10,169       |
| PLEDGES - ANNUAL FUND         | $0                  | $0              | $0            | $0            | $50           |
| PLEDGES - RESTRICTED          | $0                  | $43,583         | $382,419      | $426,002      | $832,440      |
| ALLOWANCE FOR UNCOLLECTIBLE PLEDGES | $0              | $0              | $0            | $0            | ($18)         |
| **SUBTOTAL PLEDGES**          | $6,879              | $43,583         | $382,419      | $432,881      | $842,642      |

| **ACCOUNTS RECEIVABLE**        |                     |                 |               |               |
| ACCOUNTS RECEIVABLE            | $0                  | $0              | $0            | $0            | $585          |
| **TOTAL ACCOUNTS RECEIVABLE**  | $0                  | $0              | $0            | $0            | $585          |
### Cabrillo College Foundation
**Balance Sheet as of March 31, 2022**
With Comparative Totals as of March 31, 2021

<table>
<thead>
<tr>
<th></th>
<th>Operating 03/31/22</th>
<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OTHER RECEIVABLES</strong></td>
<td></td>
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<tr>
<td>SPLIT INTEREST AGREEMENTS</td>
<td>$37,046</td>
<td>$43,179</td>
<td>$11,426</td>
<td>$91,652</td>
<td>$98,210</td>
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<tr>
<td>SUBTOTAL OTHER RECEIVABLES</td>
<td>$37,046</td>
<td>$43,179</td>
<td>$11,426</td>
<td>$91,652</td>
<td>$98,210</td>
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<tr>
<td>TOTAL RECEIVABLES</td>
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<td>$86,763</td>
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<td><strong>FIXED ASSETS</strong></td>
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<td>OFFICE EQUIPMENT</td>
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<td>($35,597)</td>
<td>($34,386)</td>
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<td>TOTAL FIXED ASSETS (NET)</td>
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<td>$0</td>
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<td>PREPAID EXPENSES</td>
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<td>PREPAID RETIREMENT EXPENSE</td>
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<td>DEFERRED OUTFLOWS - FY PERS EXPENSE</td>
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<td>$40,124</td>
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<td>$3,774,935</td>
<td>$46,563,237</td>
<td>$46,701,763</td>
<td>$45,314,997</td>
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# Cabrillo College Foundation
## Balance Sheet as of March 31, 2022
*With Comparative Totals as of March 31, 2021*

### LIABILITIES AND NET ASSETS

#### LIABILITIES

**PAYABLES AND ACCRUED EXPENSES**

<table>
<thead>
<tr>
<th></th>
<th>Operating 03/31/22</th>
<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCOUNTS PAYABLE</td>
<td>$1,797</td>
<td>$15,962</td>
<td>$1,046</td>
<td>$18,805</td>
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<td>ACCRUED PTO</td>
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<td>ACCRUED RETIREE MEDICAL BENEFITS</td>
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<td>$476,536</td>
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<td>DEFERRED INFLOWS - PERS</td>
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<td>$0</td>
<td>$3,673</td>
<td>$18,951</td>
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<tr>
<td><strong>SUBTOTAL PAYABLES, ACCRUED EXPENSES</strong></td>
<td><strong>$841,276</strong></td>
<td><strong>$15,962</strong></td>
<td><strong>$1,046</strong></td>
<td><strong>$858,284</strong></td>
<td><strong>$811,152</strong></td>
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**SCHOLARSHIPS AWARDED**

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<th>Operating 03/31/22</th>
<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
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**WES GRANTS PAYABLE**

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<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
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</thead>
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<td>$0</td>
<td>$7,320</td>
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**TOTAL LIABILITIES**

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<th>Operating 03/31/22</th>
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<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$841,276</td>
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<td>$1,666,624</td>
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#### NET ASSETS

**OPERATING NET ASSETS**

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<th>Operating 03/31/22</th>
<th>Nonendowed 03/31/22</th>
<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
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</thead>
<tbody>
<tr>
<td>DESIGNATED-OPERATING RESERVE</td>
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<td>$541,766</td>
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<td>DESIGNATED-PRESIDENTS CIRCLE ENDOWMEN</td>
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**NET ASSETS - NONENDOWED**

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<th>Endowed 03/31/22</th>
<th>Total 03/31/22</th>
<th>Total 03/31/21</th>
</tr>
</thead>
<tbody>
<tr>
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<td>Endowed 03/31/22</td>
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<td>Total 03/31/21</td>
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<td>NET ASSETS - ENDOURED</td>
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<td>$39,927,188</td>
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<td>$2,363,591</td>
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<td>$1,522,314</td>
<td>$3,694,740</td>
<td>$39,927,188</td>
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Cabrillo College Foundation
Income Statement by Fund as of March 31, 2022
With Comparative Totals as of March 31, 2021

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EXPENSES

| SALARIES & WAGES        |                 |                    |                 |               |               |
| SALARIES & WAGES        | $287,964        | $0                 | $8,803          | $396,767      | $289,983      |
| PPP LOAN PAYROLL COSTS  | $0              | $0                 | $0              | $0            | $92,561       |
| TOTAL SALARIES & WAGES  | $387,964        | $0                 | $8,803          | $396,767      | $379,544      |
| PAYROLL TAXES, BENEFITS |                 |                    |                 |               |               |
| PAYROLL TAXES, BENEFITS | $193,504        | $0                 | $809            | $194,313      | $177,134      |
| PPP LOAN BENEFITS & TAXES | $0             | $0                 | $0              | $0            | $10,008       |
| TOTAL PAYROLL TAXES, BENEFITS | $193,504    | $0                 | $809            | $194,313      | $187,142      |
| PRINTING                | $17,404         | $0                 | $17,404         | $17,404      | $12,107       |
# Cabrillo College Foundation

## Income Statement by Fund as of March 31, 2022

With Comparative Totals as of March 31, 2021

<table>
<thead>
<tr>
<th></th>
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<td><strong>PHOTOS</strong></td>
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<td>$17,627</td>
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<td><strong>IN KIND EXPENSE - RENT</strong></td>
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<td>$18,560</td>
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Cabrillo College Foundation
Income Statement by Fund as of March 31, 2022
With Comparative Totals as of March 31, 2021

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# Cabrillo College Foundation

## Income Statement - Operating Budget as of 3/31/22

With Comparative Totals as of 3/31/21

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<td>Salaries &amp; Wages</td>
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<td>$418,340</td>
<td>$30,377</td>
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## Income Statement - Operating Budget as of 3/31/22

With Comparative Totals as of 3/31/21

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MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: 2022-23 Operating Budget Overview

Overview of 2022-23 Operating Budget Compared to 2021-22 Projected Actual

Revenue:
The 2022-23 operating revenue of $1,244,344 is projected to be $114,186 higher than the 2021-22 projected actual operating revenue of $1,130,254.

- Graystone projects $40,286 interest in dividends and do not anticipate significant changes in Unrealized gains/losses and Realized gains/losses
- Increase of $11,250 in Endowment Management Fee based on projection of $750k in new endowed gifts at 1.5%

Expenses:
The 2022-23 operating expenses of $1,156,877 are projected to be $113,540 over the 2021-22 projected actual operating expense of $1,043,241.

- $55,691 increase in salaries
  - includes standard salary schedule increases
  - increasing part-time staff from .49FTE to .75FTE to replace vacant positions
- $75,902 increase in payroll taxes, benefits, training and conferences
- Bringing staffing closer to pre-pandemic level
  - 6.5 FTE pre-pandemic, 5.5 FTE through pandemic, current increase to 6.25 FTE

Operating Reserve:
The 2021-22 projected surplus will increase the operating reserve to 6.5 months totaling $628,683, exceeding the 6 month operating reserve goal. Projections show a surplus of $87,467 2022-23 and a surplus for the following three years.

RECOMMENDED MOTION:
The Finance Committee and the Executive Committee recommends to the Board of Directors to approve the proposed 2022-23 Operating Budget.
## REVENUE

<table>
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<tr>
<th></th>
<th>20-21 Actual</th>
<th>21-22 Board Approved</th>
<th>21-22 Projected (7 Months Actual and 5 Months Projected)</th>
<th>22-23 Projected</th>
<th>23-24 Projected</th>
<th>24-25 Projected</th>
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## EXPENSES

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## Cabrillo College Foundation
**Draft 2021-2022 to 2025-26 Budget**

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<th>20-21 Actual</th>
<th>21-22 Board Approved</th>
<th>21-22 Projected (7 Months Actual and 5 Months Projected)</th>
<th>22-23 Projected</th>
<th>23-24 Projected</th>
<th>24-25 Projected</th>
<th>25-26 Projected</th>
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<td>$5,300</td>
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<td>DIRECTOR/OFFICER LIABILITY INS</td>
<td>$3,314</td>
<td>$3,994</td>
<td>$3,994</td>
<td>$4,154</td>
<td>$4,320</td>
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<td>LIABILITY AND PROPERTY INSURANCE</td>
<td>$3,905</td>
<td>$4,544</td>
<td>$4,544</td>
<td>$4,726</td>
<td>$4,915</td>
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<td>CYBER INSURANCE</td>
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<td>$0</td>
<td>$1,810</td>
<td>$1,882</td>
<td>$1,958</td>
<td>$2,036</td>
<td>$2,117</td>
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<td>IN KIND EXPENSE</td>
<td>$23,712</td>
<td>$23,712</td>
<td>$24,636</td>
<td>$24,821</td>
<td>$24,821</td>
<td>$25,745</td>
<td>$25,930</td>
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<td>TOTAL EXPENSES</td>
<td>$957,832</td>
<td>$1,083,532</td>
<td>$1,043,337</td>
<td>$1,156,877</td>
<td>$1,195,970</td>
<td>$1,239,824</td>
<td>$1,288,764</td>
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<td><strong>SURPLUS/DEFICIT</strong></td>
<td><strong>$350,186</strong></td>
<td><strong>$77,009</strong></td>
<td><strong>$86,917</strong></td>
<td><strong>$87,467</strong></td>
<td><strong>$60,887</strong></td>
<td><strong>$37,725</strong></td>
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<td>LESS PPP LOAN FORGIVEN</td>
<td>-$102,569</td>
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<tr>
<td><strong>SURPLUS/DEFICIT WITHOUT PPP LOAN FORGIVEN</strong></td>
<td><strong>$247,617</strong></td>
<td></td>
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</tr>
</tbody>
</table>

**Beginning Reserve**

- $541,766
- Projected Surplus 21-22
  - $86,917

**Ending Reserve (6.5 Months of operating reserve)**

- $628,683

**2022-23 6 Months operating reserve is $578,438 (1/2**
**of 22/23 expenses)**

- $578,438
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Gun Ruder

SUBJECT: Cabrillo College Foundation Operational Reserve Increases

BACKGROUND
The current Cabrillo College Foundation policy is to have a goal of maintaining a six-month operational reserve. At the January 13, 2022 meeting the Finance and Investment Committee members suggested discussing increasing the operational reserve to nine months after the 2022-23 budget is developed at the March 31, 2022 meeting.

As of January 31, 2022, the six-month operational reserve is $541,766 based on the $1,083,532 budget for 2021-22. A nine-month operational reserve based on the 2022-23 budget is $867,658. An additional $325,892 is needed to meet the nine-month reserve goal.

Source to fulfill an increase to the operational reserve
• $633,750 in undesignated (accumulated surplus)

RECOMMENDED MOTION
The Finance Committee and the Executive Committee recommends to the Board of Directors to approve increase the Operational Reserve goal to nine-months.
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: Approve 2022-23 Fundraising Goal

BACKGROUND
The Cabrillo College Foundation staff recommends 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>2022-23 Target</th>
<th>ANNUAL APPEALS</th>
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<tbody>
<tr>
<td>$480,000</td>
<td>President’s Circle</td>
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<tr>
<td>$175,000</td>
<td>Women’s Educational Success</td>
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<tr>
<td>$200,000</td>
<td>Cabrillo Advancement Program (Endowed)</td>
</tr>
<tr>
<td>$500,000</td>
<td>Scholarships (Endowed)</td>
</tr>
<tr>
<td>$250,000</td>
<td>Scholarships (Nonendowed)</td>
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<tr>
<td>$395,000</td>
<td>Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)</td>
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<tr>
<td>$250,000</td>
<td>Student Support Services (foster youth, internships, tutoring, etc.)</td>
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<tr>
<td>$250,000</td>
<td>Donor directed interests</td>
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<tr>
<td>$500,000</td>
<td>Unbooked Planned Gifts</td>
</tr>
<tr>
<td>$3,000,000</td>
<td>TOTAL</td>
</tr>
</tbody>
</table>

RECOMMENDED MOTION
The Executive Committee recommends to the Board of Directors to approve setting a $3,000,000 fundraising goal for outright and unbooked planned gifts for 2022-23.
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Gun Ruder

SUBJECT: Nominating Recommendations for 2022-23

BACKGROUND
The Executive Committee approved the following recommendations on 4/21/22.

New Board Members
- Sesario Escoto
- Diane Koenig
- Vance Landis-Carey
- Ron Sekkel

2022-23 Officers
- President: Patty Quillin
- Vice President: Rachel Wedeen
- Chief Financial Officer: Pegi Ard
- Secretary: Ed Newman
- Assistant Secretary: Matt Wetstein
- Assistant Financial Officer: Bradley Olin
- Past President: Gun Ruder

College Representatives
- President – Matthew Wetstein
- Vice President, Student Services – Amy Lehman-Sexton
- Vice President, Administrative Services – Bradley Olin
- Vice President, Instruction (Interim) – Robin McFarland
- Faculty – Kristin Wilson
- Trustee - Rachael Spencer
- Trustee – Donna Ziel
- Trustee – Dan Rothwell
Audit Committee
The Executive Committee is required to recommend to the Board, the Audit Committee Members for approval.

    David Heald
    Barbara Scherer
    Karen Semingson, Chair

RECOMMENDED MOTION
The Executive Committee recommends to the Board of Directors to approve the above-mentioned new Board members, officers, college representatives, and Audit Committee members.
New Board Members

Sesario Escoto - Sesario is the youngest of 7 children from a family of farm workers raised in East Los Angeles. He studied at the Universidad Ibero-Americana and the Instituto Cultural Tenochtitlán in Mexico City. He has a BA in Spanish from UC Berkeley and a MA in Education and K-12 with a Teaching Credential from Stanford University.

Sesario has 40 years of service in education. He was a Bilingual Resource Specialist at Chaffey Union High School District in Ontario, California, Vice Principal at Pájaro School in Watsonville, Principal at Live Oak and Del Mar Elementary Schools and the Dean of Student Services at Cabrillo College.

He is now retired and also serves as President on the CASA of Santa Cruz Board of Directors.

Diane Marvin Koeing – As the daughter of a college football coach, Diane moved around a lot; from Washington State University, UC Berkeley, and then to Aptos where her father Joe Marvin taught and coached at Cabrillo College (1970-89).

She attended Cabrillo College and later UCSC, majoring in Art. After graduation in 1976, she set up a ceramic studio in Corralitos and later, when she received her teaching credential, she taught at Ann Soldo School in Watsonville when it first opened. Following by ten years teaching 6th, 7th, and 8th grade art at Lakeview Middle School.

Always interested in the arts, she found reasons to return to Cabrillo College, taking dance from such luminaries as Roberta Bristol and Tandy Beal, building community theatre with Sara Wilbourne, and when she retired from teaching, singing in the Cabrillo Choir with Cheryl Anderson who commissioned new works from composer Eriks Esenvalds that premiered at Carnegie Hall.

Having served on the Tandy Beal Board, a strong supporter of the Arts in our community, as well as the President’s Circle, Diane would like to help others enrich their lives with the leadership and mentorship offered at Cabrillo College. She lives in Santa Cruz and Corralitos with her husband George.
Vance Landis-Carey - Vance is CEO & Founder of Gateway Health Management, a healthcare corporation specializing in industrial catastrophic injury management, since 1995. Her strengths include strategic planning, governance and fiscal oversight. Vance cares deeply about education and the role Cabrillo College and the Cabrillo Foundation play in the Santa Cruz community. She has been a member of the President’s Circle since 2014, the President’s Circle Committee since 2019, and served as co-chair of that committee 2020-2022. She was also on the board of the Santa Cruz Museum of Art & History from 2009-2016 (board President from 2012-2014), was Vice President of Big Brothers Big Sisters Santa Cruz Chapter, the UCSC Alumni Association and the Case Management Society of America. Vance is an avid sailor/cruiser and the 2022 Santa Cruz Yacht Club Commodore.

Vance holds a BA degree in Psychology from UCSC and a MA degree in Marriage, Family and Child Counseling from Azusa Pacific University.

Ron Sekkel – Ron Sekkel was 8 when he arrived in the U.S. with his parents. He earned a BA from UCLA, served as a Lieutenant in the US Navy Supply Corps, and then earned a 2nd BA and a Master’s of Science from CSULB. In the early 1980’s Ron became an Enrolled Agent (EA) and established his Income Tax & Representation Practice. In the 1990’s he served on the “Win Win Rap Pack” as one of 4 EA’s on a joint task force of IRS and EA’s working toward processes benefiting taxpayers, tax practitioners (EA’s) and the IRS. He currently volunteers as the SC County Treasury Oversight Committee Chair.

Ron joined Rotary in 1977, is a member of the Rotary Club of Scotts Valley, was a District 5170 Governor in Rotary’s Centennial Year, 2004-2005, and was responsible for the addition of Youth Service as the 5th Avenue of Service at the Worldwide Rotary Congress in 2010. This occurred after 89 years of only having 4 Avenues of Service.

Ron was also on the Board of RotaCare Bay Area (They Manage 10 Free Medical clinics in the Bay Area) and was the Board Chair of RotaCare Free Clinics, Inc. (Their goal is to deploy Free Medical Clinics across the US that also deal with the Social Determinants of Health).

Ron and Cindy met when Ron asked if Cindy would like to study for midterms. They married in 1973 and have been residents of the San Lorenzo Valley since 1979. They love attending the SC Symphony as subscribers since 1986 and about 4 years ago Ron joined the SC Symphony Board. Much of what Ron does is only possible with the support of Cindy whom Ron calls his better ¾’s.
Amy Lehman-Sexton - Amy Lehman-Sexton has been serving Cabrillo College since 2018, first as Dean of ACCESS, and then as Interim Vice President of Student Services. During this time, she has participated in and overseen a number of college-wide initiatives, including Guided Pathways reforms, changes to the college’s onboarding programs, implementation and improvement of the college’s technology systems, and has participated in the HSI taskforce, the Strategic Enrollment Management team, and a variety of equity and retention initiatives. Prior to working at Cabrillo, Amy held roles that focused on improving equitable access to students, including teaching experience as an ESL faculty member, supervising writing support programs and holding leadership roles in ESL programs, international programs and disability support services.

Amy is originally from Ohio, and has a bachelor’s degree in English from Kent State University and a Master of Arts Degree in Teaching ESL from the University of Leeds. Amy is a mother to two adult college grads, who have both benefited from the California Community College system, and two energetic, teenage step-children. She and her husband Leaf enjoy live music, spending time with the family, playing terrible golf, and travelling.

Robin McFarland – Robin McFarland is the interim Vice President of Instruction at Cabrillo College. Until recently she taught in the Biology Department at Cabrillo College. She earned a Ph.D. in physical (biological) anthropology from the University of Washington, where she studied the relationship between body fat and reproduction in primates. Robin subsequently conducted research on comparative ape anatomy with colleagues at the University of California, Santa Cruz. Prior to graduate school, Robin was a Rotary Scholar for one year at University of Cape Town in South Africa. She also studied as an undergraduate for one year at l’Universite de Poitiers, France. She is a regular presenter at national conferences such as the Human Anatomy and Physiology Society (HAPS), and is a coauthor of an Anatomy and Physiology textbook published by McGraw-Hill.
### Cabrillo College Foundation Board
#### 2021-22 Terms of Office
##### Effective July 1, 2021

<table>
<thead>
<tr>
<th>Name</th>
<th>Community Director/ College Representative</th>
<th>Current Term</th>
<th>Current Term Expires June 30</th>
<th>Final Term Expires June 30</th>
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<tbody>
<tr>
<td>Claire Biancalana</td>
<td>Community Director</td>
<td>2nd</td>
<td>2022</td>
<td>2022</td>
</tr>
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<td>Ceil Cirillo</td>
<td>Community Director</td>
<td>2nd</td>
<td>2022</td>
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</tr>
<tr>
<td>Kelly Nesheim</td>
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<td>Maria Esther Rodriguez</td>
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<td>2023</td>
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<td>Kate Terrell</td>
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<td>2024</td>
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<td>2022</td>
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<td>Karen Semingson</td>
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<td>1st</td>
<td>2022</td>
<td>2025</td>
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<td>Pegi Ard</td>
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<td>1st</td>
<td>2023</td>
<td>2026</td>
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<td>Michele Bassi</td>
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<td>2022</td>
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<tr>
<td>Cory Ray</td>
<td>Community Director</td>
<td>initial</td>
<td>2022</td>
<td>2028</td>
</tr>
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| College Representatives   |                                           |              |                             |                            |
|---------------------------|                                           |              |                             |                            |
| Matt Wetstein             | President                                 | N/A          | N/A                         | N/A                        |
| Amy Lehman                | Vice President                            | N/A          | N/A                         | N/A                        |
| Bradley Olin              | Vice President                            | N/A          | N/A                         | N/A                        |
| Kristin Wilson            | Faculty                                   | 1st          | 2022                        | N/A                        |
| Rachael Spencer           | Trustee                                   | 2nd          | 2021                        | N/A                        |
| Donna Ziel                | Trustee                                   | 2nd          | 2023                        | N/A                        |
| Dan Rothwell              | Trustee                                   | 1st          | 2024                        | N/A                        |

The Board nominates and approves all members. Prior to 7/1/22, initial appointments were a one-year term.* Subsequent appointments were three-year terms. Community Directors were able to serve a maximum of seven years. Past Presidents serve additional bonus year beyond regular term limit. All appointments end June 30, of expiration year.

Eight (8) of the Directors shall be representatives of Cabrillo College, at least one (1) of whom shall be a full-time faculty member of Cabrillo College. The College’s Superintendent/President, three (3) Vice Presidents, and three (3) College Trustees will be selected to serve on the Foundation Board.

Cabrillo College Representatives shall hold office for three (3) years, except in the event of an earlier termination of any such Director’s status as a representative of the College. In that event, such a Director’s term of office shall end at the same time as that Director ceases to be a College representative. There is no limit on the number of consecutive three-year terms a Director who is a representative of Cabrillo College may serve.

*Starting July 1, 2022, Board Member term limits were amended to two three year consecutive terms. Each Director’s three-year term shall commence July 1 after elected at the May meeting and shall expire June 30 three years thereafter. No community Director shall hold office for more than two (2) consecutive full three-year terms.
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: Form 990

Form 990 provides a snapshot of the organization’s purpose, staffing, sources of financial support, and use of funds. It is required that the Form 990 draft is provided to the Board of Directors for review prior to filing.

Form 990 must be filed by Monday, May 16, 2022.

RECOMMENDED MOTION
Accept the 2020 Form 990 as presented.
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Claire 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 May 2, 2022: $497,247 has been raised, surpassing our goal of $465,000

- 222 members have rejoined
- 28 NEW members
- 17 renewing donors increased their support this year

The foundation held our Campaign Wrap-up Party for the President’s Circle Committee on April 19th to celebrate this tremendous success.

A 2021-22 member list and history report are attached

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+)

- Summer Musical and Reception: Grease June 26, 2022
- Back to School with Sandy Lydon Fall 2022
- President’s Holiday Party December 2022

President’s Plus Level ($1,500+)

- President’s Plus Drive-Thru Picnic April 2, 2022

Director Level ($2,500+)

- Winemaker’s Dinner at Sesnon House May 4, 2022

Trustee Level ($5,000+)

- Dinner at the home of Vance Landis Carey August 20, 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 June 16, 2022
CABRILLO COLLEGE FOUNDATION
President’s Circle Members 2021-22
Updated 05/02/2022

$15,000+
Rick and Ruth Moe
Edward Newman Family Charitable Fund

$10,000+
Brian and Patti Herman
Esther and Gerry Levandoski
Julie Packard
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 Millslagle
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
Trisha and Brandon Kett
Leola Lapides and Bob Katz
Rick Li Fo Sjoe and Virginia Morris
Marilyn Manning Lonergan and Richard Lonergan
John and Megan Martinelli /S. Martinelli & Co.
Dominic and Karen Massaro
Robert Millslagle and Bjorg Yonts
CABRILLO COLLEGE FOUNDATION
President’s Circle Members 2021-22

Bill and Karen Moncovich
Ned Nemacheck
Kelly and Maria Nesheim
Amy Newell
William and Erica Ow
Kate and Ira Pohl
Pat and Rowland Rebele
Shadowbrook Restaurant
Burton and Cynthia Rees
Dan Rothwell and Marcy Wieland
Brian and Michelle Sharpes
Kathryn Shephard Cowan
Stephen and Gail Snodgrass
James Thompson
Matt Wetstein and Cindy Ostberg
Evans Whitaker and Deborah Bronstein
Theo Wierdsma and Julie Hamilton Wierdsma
W. Todd and Corinne Wipke
Peppy and Ron Woll

Mike and Kalena Allard
Ed and Kathleen Banks
Carrie Birkhofer
Blaine and Connie Brokaw
John and Sydney Brokaw
Emily Burton and Daniel Gallo
Andrew and Marilyn Calciano
Frederick and Kate Chen
Ceil Cirillo
Susan Cony
Richard and Theresa Crocker
Doug and Diane Deaver
Elizabeth and David Doolin
Dwayne and Linda Downing
Robert Dunton
Gerald and Nancy Eidam
Geoff and Sandy Eisenberg
Charles and Sandra Eldridge
Esch Family
Lou Falek and Lyn MacDonald

$1,500+

Peggy Flynn
Mahlon and Joel-Ann Foote
Joe Graney/Santa Cruz Bicycles
Stephen Green
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
Karen and Charles Leigh-Wood
Keith and Della McKenzie
Earleen Overend and Wayne Palmer
Laura Pease and Bill Scurr
Maria Esther and Jose Raul Rodriguez

Mike and Kalena Allard
Ed and Kathleen Banks
Carrie Birkhofer
Blaine and Connie Brokaw
John and Sydney Brokaw
Emily Burton and Daniel Gallo
Andrew and Marilyn Calciano
Frederick and Kate Chen
Ceil Cirillo
Susan Cony
Richard and Theresa Crocker
Doug and Diane Deaver
Elizabeth and David Doolin
Dwayne and Linda Downing
Robert Dunton
Gerald and Nancy Eidam
Geoff and Sandy Eisenberg
Charles and Sandra Eldridge
Esch Family
Lou Falek and Lyn MacDonald

$1,000+

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

1st Capital Bank/Michele Bassi
Michael and Toby Alexander
Walter and Janet Alexander
Mary Altier Walker and John Walker
Joe and Kathy Appenrod
Carlos and Jane Arcangelo
Ann Asche/Locatelli Moving and Storage

Sue Broadston and Jim Ostendorf
George and Elizabeth Bunch
Thomas Bush and Grace Sanchez
Nancy Campeau
Margaret Campodonico and Reynie Lave
Charles and Betty Canfield
CABRILLO COLLEGE FOUNDATION
President’s Circle Members 2021-22

Paul Carrubba and Teresa O’Connell
Carrubba
Patrick and Carla Carstens
Brian and Kay Cayton
Sara Clarencbach
Michael and Barbara Clark
Sarah Clark
Joanne Clever
Virginia Coe
Lin Florinda Colavin
Donald Cooley
Margaret Cottle
Arne and Carol Croce
Martina Cummings
Wallace Dale
Robert Darrow
Gerlinde and Willy de Broekert
Daryl Dichek and Kenneth Smith
Romney and Priscilla Dunbar
James Emerson
Charles and Jillian Engbers
Catherine Erny and LaRoy Smith
Kristin Fabos and Rye Livingston
Michele Finch
Finkelman Family Foundation/Herb
Finkelman and Edda Tusinac
Nancy and Fred Fischer
Cynthia FitzGerald and James Day
Lesley Franz
Craig and Mimi French
Don and Donelle Gartner
Mary Gaulke and Les Forester
Ken Haber
Diane and Conrad Hamako
Richard and DeAnne Hart
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
Ronald and Linda Israel
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
Thomas Lehrer
Nancy Lenox
Victoria and David Lewis
Mark Linder and Mary Dean
Charlie and Georgia Mackh
Gerry Mandel
Allen and Janet Martin
Mary Maselli
Mike and Bertie McElroy
Paul Meltzer
Mark Mesiti-Miller and Donna Murphy
Peter and Debbie Nelson
Tony Nethercutt
Linda and Bruce Nicholson
Fane and Corie Opperman
Gail Pellerin
Rock Protenhauer and Linda Wilshusen
James Poth
Muriel Prolo and Jack Samuelson
Redtree Partners
Ken Reed
Randy Repass and Sally-Christine
Rodgers
George and Mary Reynolds
Karl and Lindsey Rice
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
Martha Shedden and John Buchanan
Melinda and Thomas Silverstein
Linda and James Snook
Elaine-Maryse Solari
Lee Staff
Steven and Kristin Smith
Rachael Spencer and Kevin Rooney
Carol and Stephen Spragens
Robert Stephens
Bruce and Barbara Swenson
Kate Terrell and David Ryan
Paul Thiltgen and Maureen Roll
Lonnie Truax and Ian MacGregor
Susan True and Ben Wolfe
Anina Van Alstine
Scott and Martha Walecka
Richard and Annette Weed
Brooke White
Mary Wetstein
Brad and Linda Wiles
Terrence Willett and Jennifer Cross
William J. Codiga Family Foundation
Kathleen Willot and Glenn Joy

Founding President Robert E. Swenson’s Lifetime Supporters*

Cornelia Ackley
Kate Ashcraft
Jack Baskin and Peggy
Downes Baskin
Mark and Barbara Beck
Greta Bell
Neve 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
Hewlett-Packard
Company
Harold and Dorothy Hyde
James Irvine Foundation
Walter S. Johnson
Education Foundation
Eileen and Max Koppes
Albert Leoni
Jean and Les Ley
Josie and Bailey Little
Fred and Linda
McPherson
Louella Meine
John Morgan
Elce 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
Phyllis and Alan Simpkins

*Donors who gave $100,000 cumulatively during Robert E. Swenson’s life (1918-2007). Deceased donors have been recognized in italics.
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<tr>
<td>Committee</td>
<td>Diane Craddock &amp; Owen Brown</td>
<td>Claire Biancalana &amp; Owen Brown</td>
<td>Claire Biancalana &amp; Mahlon Foote</td>
<td>Mahlon Foote &amp; Cel Cirillo</td>
<td>Cel Cirillo &amp; Michele Bassi</td>
<td>Duf and Paula Fischer &amp; Michele Bassi</td>
<td>Duf and Paula Fischer &amp; Vance Landis-Carey &amp; Linda Burroughs</td>
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<td>Chair</td>
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<td># of Committee Members</td>
<td>29</td>
<td>36</td>
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<td>227</td>
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<td># of Rejoining Annual Members ($1,000+)</td>
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<td>% of Rejoining Members</td>
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<td>97%</td>
<td>93%</td>
<td>91%</td>
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<td>90%</td>
<td>94%</td>
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<td># of $15,000+</td>
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<td># of $10,000+</td>
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<td>3</td>
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<td># of $5,000-$9,999</td>
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<td>9</td>
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<td># of $2,500-$4,999</td>
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<td># of $1,000 Donations</td>
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<td># of Donors Who Gave &lt; $1,000</td>
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<td>8</td>
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<td>Donations from Annual Fund</td>
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<td>$3,000</td>
<td>$2,000</td>
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<td>Operational Budget Goal</td>
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<td>$318,000</td>
<td>$332,000</td>
<td>$380,000</td>
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<td>Total Funds Raised</td>
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<td>$318,074</td>
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<td>$384,697</td>
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<td>$462,821</td>
<td>$497,246.68</td>
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<td>Percent Increase/ Decrease Over Previous Year</td>
<td>10%</td>
<td>2%</td>
<td>4%</td>
<td>14%</td>
<td>2%</td>
<td>11%</td>
<td>9%</td>
<td>7%</td>
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</tbody>
</table>
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Patty Quillin

SUBJECT: 2022 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. During the 2021-22 academic year, a total of $100,000 was given out to students in need at Cabrillo through the WES program, keeping them in school and on track.

Mary Culley and Freny Cooper are co-chairs for the 2022 WES Campaign and they are busy recruiting new committee members and soliciting sponsorship donations to cover the cost of the campaign and event. Our first WES Committee meeting is scheduled for June 2nd.

We are delighted that the Sharanam Foundation and the Wedeen Hammer Locatelli Group at Morgan Stanley will be our Matching Grant Donors again this year. They will provide $20,000 to match gifts of $250 and greater to the endowment.

The WES Event is scheduled for Friday, September 30th (in person!) at Cabrillo College. Details to be determined.

Yeovana is a past WES grant recipient and recently shared an update and her gratitude with the Cabrillo Foundation:

*The Women's Educational Success Grant gave me an opportunity to overcome financial obstacles that I was facing during my time at Cabrillo College. Receiving this grant made a huge difference in reaching my educational goals. I was able to graduate from Cabrillo College and I am currently working on my Bachelor's Degree in Collaborative Health and Human Resources at California State University of Monterey Bay. Thank you for this grant and I hope that the WES program continues to help students in need.*
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Rachael Spencer, Scholarship Committee Chair

SUBJECT: Scholarship Program

Cabrillo is fortunate to have a robust scholarship program that helps alleviate some of the financial burdens students face, allowing them to reach their educational goals and achieve success.

SCHOLARSHIP PROGRAM

- Last year we awarded $1.3 million in scholarships to nearly 1,300 students
- Recipient selection for the 2022 scholarship cycle is underway and the foundation is working closely with the Financial Aid office to administer nearly 450 scholarships in four different categories:
  1. Department Scholarships
     - Foundation works with 50+ staff and faculty members to ensure scholarships are awarded to eligible students
  2. Organization/Donor Scholarships
     - Foundation works with outside organizations and individual donors to create applications and/or supply eligible applicants from “general applicant pool”, as well as provide guidance to selection committees and assistance in awarding scholarships.
  3. General Scholarships
     - Foundation provides Financial Aid office with a list of scholarships that are awarded through the General Scholarship application and selection process.
  4. High School Scholarships (for incoming Cabrillo students)
     - Foundation and Financial Aid office work with local high schools, encouraging students to complete online applications. Foundation manages awarding process.
- This year’s scholarship recipients will be notified of their awards by the Financial Aid Office in May and will receive instructions on obtaining their scholarship funds. Awards will be distributed at the beginning of the fall semester.

Alejandra Medina: 2021 Recipinet of the Davidson Family Women in Engineering Scholarship

_Cabrillo has always been a great place for me to help reach my goals while also getting assistance from the vast resources and connections provided here. Receiving a scholarship is a wonderful opportunity to keep me motivated and focused on my educational career to pursue my bachelor’s degree in Civil Engineering once I transfer to a four-year university. I am so grateful to have this opportunity and your generosity. I am very honored._

Scholarship Committee Members: 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, Cory Ray, Dan Rothewell, Julie Thiebaut, Rachel Wedeen and Jill Wilson
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Rob Allen

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.

- Two cohorts per school of 6th graders and 7th graders (7th graders that would have been selected as 6th graders spring 2021) have been selected
- A total of 140 new CAP students have been added to the program to receive services and activities to help guide them to college!
- CAP mini ceremonies to honor students will be held at each of the seven CAP middle schools
- The next CAP Committee meeting will be held on May 26th

Samantha Rocha started CAP at E.A. Hall Middle School and graduated from Watsonville High School in 2018. She is a first generation student, studying Electrical Engineering and will be transferring to Fresno State University in the fall. She recently told us:

*At first I was intimidated by the field of Engineering because there is little representation. But I did not let that stop me. I’m passionate about engineering being a helping profession and also inspiring my community. The CAP program has reassured me that I have the resources to succeed in higher education and without this support, I wouldn’t be where I am today.*
MEMORANDUM

DATE: May 3, 2022

TO: Board of Directors

FROM: Eileen Hill

SUBJECT: Investment Advisor Search RFP Update

Bert Feuss of Community Capital Advisors was hired to conduct the review and selection process of an investment consultant. The following timeline has been established for the process:

March 31 – RFP Kick-off
- Introduction
- Workplan
- Levels of discretion
- Committee preferences survey

April 13 – Set Priorities
- Survey results
- Establish priorities
- Discuss 10-12 candidates and their qualifications

May 2 – Select Recipients
- Select 4-5 RFP recipients
- Review draft RFP questions

July 13 – Select Finalists
- Review responses
- Select 2 finalists

July 27 & 29 – Presentations, Select Finalists
- Finalist presentations
- Select finalist

August 18 – Finance and Investment Committee Meeting
- Review recommendation to Executive Committee
<table>
<thead>
<tr>
<th><strong>BOARD OF DIRECTORS</strong></th>
<th><strong>FACULTY GRANTS</strong></th>
<th><strong>EXCLUSIVE EVENTS FOR PRESIDENT’S CIRCLE MEMBERS</strong></th>
<th><strong>EVENT DATES</strong></th>
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</table>
| **Tuesdays, 12:00-2:00 pm**  
New Member Orientation  
September 14, 2021  
11:00 am-12:00 pm | November 29, 2021 | Virtual Back to School Celebration  
$1,000 + Members  
October 27, 2021  
5:30 pm | Colligan Family Scholarship Ceremony  
July 20, 2021  
10:00 am |
| **Meetings:**  
September 14, 2021  
November 9, 2021  
February 8, 2022  
May 10, 2022 | **NOMINATING**  
March 25, 2022  
2:30 – 3:30 pm | Drive-Thru Picnic  
Sesnon House  
$1,500+ Members  
April 2, 2022  
10:30 am – 12:30 pm | Heritage Club Lunch  
November 5, 2021  
12:00 pm – 1:00 pm |
| **NEW MEMBER ORIENTATION** | **PRESIDENT’S CIRCLE**  
August 24, 2021  
5:30 – 7:30 pm  
(kick-off party) | Winemakers Dinner  
Sesnon House  
$2,500+ Members  
May 4, 2022  
6:00 - 9:00 pm | President’s Holiday Treats Pick-Up  
December 4, 2021  
10:00 am – 12:00 pm |
| **September 14, 2021** | **September 22, 2021**  
9:00 am – 12:00 pm  
(signing pick up) | Cabrillo Stage Play  
and PC Reception  
$1,000+ Members  
June 26, 2022  
12:00 pm  
Sesnon House | Faculty and Staff Grants Awards  
January 20, 2022  
3:00 pm – 4:30 pm |
| **November 9, 2021** | **April 19, 2022**  
5:00 pm – 7:00 pm  
(wrap-up party) | Dinner Party at the home of Vance Landis-Carey and Robert Carey  
$5,000 + Members  
August 20, 2022 | *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.* |
| **February 8, 2022** | **WOMEN’S EDUCATIONAL SUCCESS (WES)**  
September 10, 2021  
12:00 pm – 1:00 pm  
(Luncheon) | Feasting with Faculty  
$10,000+ Members  
Summer 2022 TBD | |
| **May 10, 2022** | **SCHOLARSHIP**  
November 2021 TBD | Homemade Pizza Party at the home of Claire Biancalana and Bill Kelsay  
$15,000+ Members  
June 16, 2022 | |
| **AUDIT**  
10:00-11:00 am  
October 2021 TBD  
May 2022 TBD | July 20, 2021  
10:00 am  
APRIL 26, 2021 (Zoom)  
9:00 – 10:30 am | Sandy Lydon Virtual History  
$1,000 + Members  
Summer/Fall 2022 TBD | |
# 2021-22 Cabrillo College Foundation Committee Roster – Updated 5/2/2022

## BOARD OF DIRECTORS
- Rob Allen
- Pegi Ard, CFO
- Michele Bassi
- Claire Biancalana, Past President
- Ceil Cirillo
- Karen Cogswell
- Kathryn Cowan
- Amy Lehman, VP Student Services
- Kelly Nesheim
- Ed Newman
- Bradley Olin, VP Admin.
- David Heald
- Barbara Scherer
- Eileen Hill
- Nancy Machado

## EXECUTIVE
- Pegi Ard, CFO
- Claire Biancalana, Past President
- Patty Quillin, Vice President
- Gun Ruder, President
- Rachel Spencer
- Rachel Wedeen
- Matt Wetstein, CC President

## AUDIT
- Chair: Karen Semingson
- David Heald
- Barbara Scherer
- Staff: Eileen Hill

## 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
- Francisco Iñiguez
- Tobin Keller
- Amy Newell
- Gun Ruder
- David Schwartz
- Natalie Vanoli
- Staff: Eileen Hill, Caitlin Bonura

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

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

## WOMEN’S EDUCATIONAL SUCCESS (WES)
- Co-chairs:
  - Mary Culley
  - Frey Cooper
- Peggy Downes Baskin, cofounder
- Shannon Brady
- Lynette Cleland
- Cathy Conway
- Kathryn Cowan
- Cynthia Druley
- Cynthia FitzGerald
- Corrine Flanagan
- Peggy Flynn
- Pam Goodman
- Amy Ivey
- Janet Krassow
- Chris Maffia
- Angie McClellan
- Martina O’Sullivan
- Carolyn Parham
- Gail Pellerin
- Karen Semingson
- Rachel Spencer, cofounder
- Bunny Tavares
- Kate Terrell
- Kristin Wilson

## WES Advisors:
- Marcy Alancraig
- Leti Amezua
- Jenna Becker
- Rosemary Brogan
- Sue Bruckner
- Lauren Cole
- Olga Diaz
- Mario Garcia
- Ofelia Garcia
- Irma Gil
- Holly Goodman
- Gabby Huezco
- 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