

# Cabrillo College FOUNDATION

## MEMORANDUM

### OFFICERS

#### PRESIDENT

Patty Quillin

#### VICE PRESIDENT

Rachel Wedeen

#### SECRETARY

Ed Newman

#### CHIEF FINANCIAL OFFICER

Pegi Ard

#### PAST PRESIDENT

Gun Ruder

#### COMMUNITY REPRESENTATIVES

Rob Allen

Michele Bassi

Karen Cogswell

Kathryn Cowan

Sesario Escoto

Diane Koenig

Vance Landis-Carey

Erica Ow

Cory Ray

Maria Esther Rodriguez

Ron Sekkel

Karen Semingson

Trevor Strudley

Kate Terrell

Julie Thiebaut

#### COLLEGE TRUSTEE REPRESENTATIVES

Dan Rothwell

Rachael Spencer

Donna Ziel

#### COLLEGE STAFF REPRESENTATIVES

Matthew E. Wetstein

President

Amy Lehman-Sexton

VP Student Services

Robin McFarland

VP Instruction

Bradley Olin

VP Administrative Services

Kristin Wilson

Faculty Representative

#### EXECUTIVE DIRECTOR

Eileen Hill

**DATE:** November 1, 2022

**TO:** Rob Allen, Pegi Ard, Michele Bassi, Karen Cogswell, Kathryn Cowan, Sesario Escoto, Diane Koenig, Vance Landis-Carey, Amy Lehman-Sexton, Robin McFarland, Ed Newman, Bradley Olin, Erica Ow, Patty Quillin, Cory Ray, Maria Esther Rodriguez, Dan Rothwell, Gun Ruder, Ron Sekkel, Karen Semingson, Rachael Spencer, Trevor Strudley, Kate Terrell, Julie Thiebaut, Matt Wetstein, Kristin Wilson, Donna Ziel

**FROM:** CCF Vice President, Rachel Wedeen

**GUESTS:** Jill Stenton, Eide Bailly  
Brown Advisory Team

**SUBJECT: Cabrillo College Foundation Board of Directors Regular Meeting**  
**Tuesday, November 8, 2022**  
**12:00 pm – 2:00 pm**  
**Sesnon House**

Item	Responsibility	Page
<b>A. Regular Open Session</b>		
1. Welcome and Call to Order	R. Wedeen	
2. Approval of Agenda <i>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.</i>	R. Wedeen	
<b>B. Public Comment</b>		
1. Public Comment Opportunity	R. Wedeen	

Item	Responsibility	Page
<b>C. Special Presentation</b>		
1. Introducing New Investment Advisor, Brown Advisory	P. Ard	
<b>D. Action Items</b>		
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2. 2021-22 Audit Draft Review	K. Semingson	11
3. September 30, 2022 Financial Statements	P. Ard	
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3.2 Balance Sheet		14 – 17
3.3 Income Statement by Fund		18 – 19
3.4 Income Statement Budget-to-Actual		20 – 21
<b>E. Reports</b>		
1. College President Report	M. Wetstein	22 – 24
2. Executive Director Report	E. Hill	25
2.1 2022-23 Fundraising Targets		26
2.2 Fundraising Totals and Goals		27
July 1, 2022 to October 28, 2022		
Outright Gifts:	\$898,599	
Unbooked Revocable Planned Gifts:	\$ 0	
Total:	\$898,599	
2.3 First Quarter 2022-23 Disbursements		28
2.4 Total Net Assets, Endowed Net Assets and		29
Historical Gifts Chart as of September 30, 2022		
<b>F. Informational Items</b>		
1. Review of CCF Investments as of September 30, 2022	P. Ard	30 – 44
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6. Student Veterans Endowment	C. Ray	49 – 50

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<b>F. Informational Items (cont.)</b>		
7. 990 Timeline	N. Machado	51
8. Honoring 21-22 Board President	M. Wetstein	
9. Committee Calendar and Roster	R. Wedeen	52 – 54
<b>G. Adjournment</b>		
1. Adjournment	R. Wedeen	

**2022-23 BOARD MEETINGS:**

Tuesdays, 12:00 pm – 2:00 pm

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February 14, 2023

May 9, 2023

**UPCOMING EVENTS:**

**President's Holiday Reception**

December 2, 2022

5:30 pm

### BOARD OF DIRECTORS ATTENDANCE CHART

<b>Board of Directors</b>	<b>9/13/22</b>	<b>11/8/22</b>	<b>2/14/23</b>	<b>5/9/23</b>
Rob Allen	P			
Pegi Ard	A			
Michele Bassi	A			
Karen Cogswell	P			
Kathryn Cowan	P			
Sesario Escoto	P			
Diane Koenig	P			
Vance Landis-Carey	P			
Amy Lehman-Sexton	P			
Robin McFarland	P			
Ed Newman	P			
Bradley Olin	A			
Erica Ow	A			
Patty Quillin	P			
Cory Ray	P			
Maria Esther Rodriguez	P			
Dan Rothwell	A			
Gun Ruder	A			
Ron Sekkel	P			
Karen Semingson	A			
Rachael Spencer	P			
Trevor Strudley	P			
Kate Terrell	A			
Julie Thiebaut	P			
Rachel Wedeen	P			
Matt Wetstein	P			
Kristin Wilson	P			
Donna Ziel	P			

*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  
BOARD OF DIRECTORS MEETING  
Minutes of September 13, 2022**

**Directors Present:** Rob Allen, Karen Cogswell, Kathryn Cowan, Sesario Escoto, Diane Koenig, Vance Landis-Carey, Amy Lehman-Sexton, Robin McFarland, Ed Newman, Patty Quillin, Cory Ray, Maria Esther Rodriguez, Ron Sekkel, Rachael Spencer, Trevor Strudley, Julie Thiebaut, Rachel Wedeen, Matt Wetstein, Kristin Wilson, Donna Ziel

**Directors Absent:** Pegi Ard, Michele Bassi, Bradley Olin, Erica Ow, Dan Rothwell, Gun Ruder, Karen Semingson, Kate Terrell

**Staff Present:** Eileen Hill, Nancy Machado, Lori Hood, Caitlin Bonura, Kate Staveland

**GUESTS:** Angelo DeBernardo and David Jacobs,  
CalCPA Attorneys, Bankers, and CPAs Group  
Jo-Ann Panzardi, Chair, Cabrillo College Engineering Department  
Sylvia Rios, Ceramics Artist and Instructor, Cabrillo College

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Call to Order

Patty Quillin called the meeting to order at 12:38 pm.

Approval of Agenda

**Motion: MSC: R. Allen/K.Cowan. The Board voted unanimously to approve the Board agenda.**

Public Comment Opportunity

There were no members of the public in attendance.

Special Presentations

Patty Quillin introduced Angelo DeBernardo and David Jacobs of CalCPA Attorneys, Bankers, and CPAs Group. CalCPA established a scholarship endowment over a decade ago to support students at Cabrillo with an interest in pursuing a career in Accounting, Finance or Law. Angelo and David presented a check for \$5,600 to add to the endowment this year.

Eileen Hill gave a brief overview of the Faculty Grants for Student Success program and then introduced Jo-Ann Panzardi, Chair, Cabrillo College Engineering Department and Sylvia Rios, Ceramics Artist and Instructor, Cabrillo College who shared their Engineering Tree Mural project which was funded by a faculty grant.

2022-23 Board Members

Patty Quillin introduced new Board members Sesario Escoto, Diane Koenig, Vance Landis-Carey, Amy Lehman-Seston, Robin McFarland and Ron Sekkel. All Board members and CCF staff introduced themselves.

### Cabrillo College President Report

Matt Wetstein reported that Cabrillo is doing very well this year in terms of state funding. He also described how Cabrillo College compares to the state averages on enrollment, funding, degrees and certificates and demographics. The decline in enrollment at Cabrillo has bottomed out, and is hopefully on its way back up. Matt reported that 51% of Cabrillo's graduating seniors last semester were Hispanic demonstrating that the equity gap for degree completion is closing.

The college is still working to determine how best to serve students both virtually and in person. We've found that offering counseling appointments virtually is essential for students. Virtual Counseling appointments have a 90% attendance rate, compared to in person appointments that have a 65% attendance rate. We know it's important to keep both options available for students.

Matt reported that last year, Cabrillo's application to the state for funding to support the construction of on-campus housing for students was declined and instead Cabrillo received money for project planning. Cabrillo has the opportunity to submit an application again and will be collaborating with UCSC on a joint housing project. Priority is being given to projects that are intersegmental. The original Cabrillo application was for about 300 beds, adding another 300 for UCSC students to potentially double the number of students served within the same footprint proposed previously.

Matt informed the group that the Cabrillo Name Exploration Committee is writing the report and recommendation regarding the potential name change and will present this to the Board of Trustees at their November 14, 2022 meeting.

### Executive Director Report

Eileen reported that for the 2021-22 fiscal year, the Cabrillo College Foundation raised \$6,257,033, which includes \$1.8M in endowed permanent support. As of September 2, 2022, the Foundation has raised \$646,949 towards a goal of \$3M.

Eileen reported on various proposals that have been funded or pending. One is supporting the nursing program to purchase high fidelity manikins with different skin tones and to build curriculum to teach cultural humility in caregiving. The other recently funded proposal is funding from the Davidson Family Foundation for women in engineering. We have a proposal pending to launch a Rising Scholars program at Cabrillo to offer education in jails and an on-campus program to support formerly incarcerated students at Cabrillo.

Eileen informed the group that Tom Sourisseau's estate named the Cabrillo College Foundation as one of the primary beneficiaries. A gift of approximately \$1M is expected. The Foundation is working on naming the Allied Health building after Tom in honor of the hundreds of healthcare workers who got their start in Tom's anatomy class.

Eileen gave a graphical representation of the Foundation's disbursements to Cabrillo and students from July 1, 2021 to June 30, 2022 totaling \$2.2M, \$1,343,451 in scholarships to students.

Net Assets, Endowed Net Assets and Historical Gifts Chart

The ending net assets balance as of July 31, 2022 was \$42,054,661. The endowed net assets balance was \$37,054,670. The endowed historical gifts value was \$32,514,478.

Approve Board Meeting Minutes

**Motion: MSC: J. Thiebaut/K. Cogswell.**

**The following Board Members voted to approve the minutes of May 10, 2022:**

Rob Allen, Karen Cogswell, Kathryn Cowan, Amy Lehman-Sexton, Robin McFarland, Ed Newman, Patty Quillin, Rachael Spencer, Trevor Strudley, Julie Thiebaut, Rachel Wedeen, Matt Wetstein, Donna Ziel

**The following Board Members abstained:** Sesario Escoto, Diane Koenig, Vance Landis-Carey, Cory Ray, Maria Esther Rodriguez, Ron Sekkel, Kristin Wilson

**The following Board Members were absent:**

Pegi Ard, Michele Bassi, Bradley Olin, Erica Ow, Dan Rothwell, Gun Ruder, Karen Semingson, Kate Terrell

Approve Financial Statements

Trevor Strudley reported as of June 30, 2022, total assets of \$43.4M were \$4.2M under prior year primarily due to the decrease in the value of the assets in the investment accounts. Total net assets of \$40.4M were \$4.5M less than prior year. Total Revenue was \$14.6M lower than prior year. Total Expenses of \$4.3M were \$655K over prior year with a deficit of \$4.6M. The total operating revenue was \$1M and expenses were \$957K. The operating fund surplus was \$75,666. The foundation was able to fulfill the goal of having 9 months (\$867,658) of operating reserve.

**Motion: MSC: K. Cogswell/J. Thiebaut.** The Board voted unanimously to approve the June 30, 2022 Post Audit Financial Statements.

Trevor Strudley reported as of July 31, 2022, total assets of \$44.7M were \$2.5M under prior year primarily due to the decrease in the value of the assets in the investment accounts. Total net assets of \$42.1M were \$2.8M less than prior year. Total Revenue was \$2M more than prior year. Total Expenses of \$348K were \$233K over prior year with a surplus of \$1.7K. The total operating revenue was \$94K and expenses were \$88K. The operating fund surplus was \$5K post audit.

**Motion: MSC: K. Cowan/S. Escoto.** The Board voted unanimously to approve the July 31, 2022 Post Audit Financial Statements.

Investment Advisor Search

Trevor Strudley gave an overview of the investment advisor RFP process and outcome.

**Motion: MSC: K. Cogswell/K. Wilson.** The Board voted to hire investment advisor Brown Advisory for the Cabrillo College Foundation's endowed, nonendowed, and federal endowed funds (six portfolios). Rachel Wedeen recused herself from the vote.

### July 31, 2022 Investment Returns

- Our investments for the MS Long-Term Pool fiscal year to date as of July 31, 2022 (1 month) is as follows:

Actual Return:	4.41%
Benchmark Return:	4.47%
Difference:	-0.06%

- Our investments for the ESG Long-Term Pool fiscal year to date as of July 31, 2022 (1 month) is as follows:

Actual Return:	4.43%
Benchmark Return:	4.94%
Difference:	-0.51%

- Our investments for the Intermediate Portfolio as of July 31, 2022 (1 month) is as follows:

Actual Return:	1.42%
Benchmark Return:	2.44%
Difference:	-1.02%

- Our investments for the Short-Term Portfolio as of July 31, 2022 (1 month) is as follows:

Actual Return:	.32%
Benchmark Return:	.05%
Difference:	.27%

- Our investments for the Title III Portfolio as of July 31, 2022 (1 month) is as follows:

Actual Return:	1.37%
Benchmark Return:	1.42%
Difference:	-0.05%

- Our investments for the Title V Portfolio as of July 31, 2022 (1 month) is as follows:

Actual Return:	3.01%
Benchmark Return:	3.07%
Difference:	-0.06%

### Report on Executive Director Performance Evaluation

Patty Quillin thanked the Board members for participating in the Executive Director Performance Evaluation Survey. The Executive Committee reviewed and unanimously approved a positive performance evaluation for Eileen as well as her goals for the year.



### President's Circle

Karen Cogswell reported that the President's Circle Committee had a record-breaking year last year, raising \$502,300—a 9% increase over the previous year. 28 new members joined and they maintained a 94% retention rate for rejoining members. Linda Burroughs and Karen Cogswell are teaming up to co-chair the President's Circle Committee for the 2022-23 campaign. They welcome five new committee members to our group this year: Mike Allard, Diane Koenig, Robin McFarland, Ron Sekkel and Margie Sisk.

### WES

Rachael Spencer reported that over 2,100 students have received WES grants since the program's inception in 1997 and nearly \$900,000 has been disbursed to date. This year, \$110,000 was awarded to students in need at Cabrillo. Freny Cooper and Mary Culley are the co-chairs for the 2022 WES Campaign and personalized invitations were recently sent to approx. 1,700 donors and prospects, inviting them to support the program. The Foundation is receiving gifts daily and so far \$153,601 has been raised this year. Donations of \$250 are being matched by a generous \$20,000 grant from the Sharanam Foundation and the Wedeen Hammer Locatelli Group at Morgan Stanley. The WES Luncheon will be held in person at the Samper Recital Hall on September 30.

### Scholarships

Julie Thiebaut reported that over \$1.6 million in scholarships was awarded to over 1,500 students during the 2021-22 fiscal year. Now that the semester is in full swing, most students have received their scholarship funds. In August, the foundation sent thank you cards to over 200 scholarship donors. The cards included the names of their 2022 scholarship recipients and a message of gratitude. The Scholarship Committee plans to meet in November.

### Cabrillo Advancement Program

Maria Esther Rodriguez gave an overview of the CAP program. 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. The CAP Committee is gearing up for more in person activities this year. They are in the process of selecting a date for the first in-person CAP ceremony and in-person CAP Summer Institute in three years!

### Student Veterans Endowment

Cory Ray reported that the Student Veterans Endowment has grown to \$44,500. Six rapid response grants have been awarded in the amount of \$500 each to help our students veterans stay on their path. A total of \$1,500 will be available to award for the 2022-23 academic year.

### 2021-22 Audit Schedule

Nancy Machado reported that the 2021-22 Cabrillo College Foundation audit is in process.

### Committee Calendar & Roster

Patty Quillin reviewed the Committee Calendar and Roster.

### Adjournment

The meeting was adjourned at 1:50 pm

Respectfully submitted,



Eileen Hill, Executive Director

**2022-23 BOARD MEETINGS:**

Tuesdays, 12:00 pm – 2:00 pm

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November 8, 2022

February 14, 2023

May 9, 2023

**BOARD OF DIRECTORS ATTENDANCE CHART**

<b>Board of Directors</b>	<b>9/13/22</b>	<b>11/8/22</b>	<b>2/14/23</b>	<b>5/9/23</b>
Rob Allen	P			
Pegi Ard	A			
Michele Bassi	A			
Karen Cogswell	P			
Kathryn Cowan	P			
Sesario Escoto	P			
Diane Koenig	P			
Vance Landis-Carey	P			
Amy Lehman-Sexton	P			
Robin McFarland	P			
Ed Newman	P			
Bradley Olin	A			
Erica Ow	A			
Patty Quillin	P			
Cory Ray	P			
Maria Esther Rodriguez	P			
Dan Rothwell	A			
Gun Ruder	A			
Ron Sekkel	P			
Karen Semingson	A			
Rachael Spencer	P			
Trevor Strudley	P			
Kate Terrell	A			
Julie Thiebaut	P			
Rachel Wedeen	P			
Matt Wetstein	P			
Kristin Wilson	P			
Donna Ziel	P			

*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:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Karen Semingson, Audit Committee Chair  
**SUBJECT:** Acceptance of FY 2021-22 Audit

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### **BACKGROUND**

The Cabrillo College Foundation Audit Committee was informed that the Cabrillo College Foundation received an unmodified opinion for 2021-22 and there were no difficulties encountered during the audit process. The Audit Committee accepted the 2021-22 Draft Audit report on October 6, 2022. The Executive Committee accepted the 2021-22 Draft Audit Report on October 24, 2022.

### **Auditor Review:**

The Statement of Financial Position for 2021-22 reflects net assets of \$43M compared to \$48M for 2020-21.

The Statement of Activities for 2021-22 notes a change in net assets of (\$4.5M) which is \$15.2M less than the change in net assets reported in 2020-21.

The Statement of Functional Expenses for 2021-22 shows expenses \$586K more than prior year.

### **RECOMMENDED MOTION**

Accept 2021-22 Audit.

**CABRILLO COLLEGE FOUNDATION**  
**September 30, 2022 Post-Audit Condensed Narrative**  
**Updated October 28, 2022**

**(1) Balance Sheet**

- **Total Assets:**  
Total assets of \$40.1M are \$5.7M under prior year primarily due to the decrease in value of the assets in the investment accounts.
- **Receivables:**  
Total pledges receivable are \$291K less than prior year primarily due to an annual pledge payment of \$300K and other pledge payments.
- **Liabilities:**  
Total Liabilities of \$1.7M are \$117K more than prior year primarily due to increased scholarships awarded, CAP scholarships awarded and accounts payable.
- **Net Assets:**  
Total net assets of \$38.4M are \$5.9M less than prior year.

**(2) Income Statement**

- **Revenue:**  
Total Revenue is \$1.3M less than prior year. Earned income is -\$1.9M compared to the prior year balance of -\$189K. Contributed income of \$759K is \$429K higher than prior year.
- **Expenses:**  
Total Expenses of \$776K are \$24K higher than prior year due to increased scholarships awarded and program payments to the college.
- **Surplus/Deficit:**  
As of September 30, 2022, the Cabrillo College Foundation has a \$1,95M deficit compared to prior year's deficit of \$611K.

**(3) Operational Budget to Actual**

- **Revenue:**  
Operating revenue of \$140K is \$143K unfavorable vs budget. Earned income is \$101K unfavorable vs budget. Contributed income is \$41K unfavorable vs budget.
- **Expenses:**  
Operating expenses of \$273 are \$12K favorable vs projection.
- **Surplus/Deficit:**  
The operating fund deficit is \$133K post audit.

#### **(4) Investment Report – September 30, 2022**

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

Actual Return:	-6.61%
Benchmark Return:	-6.49%
Difference:	-0.12%

- Our return on investments for the MS ESG Long-Term Pool fiscal year to date as of September 30, 2022 (3 months) is as follows:

Actual Return:	-6.37%
Benchmark Return:	-5.80%
Difference:	-0.57%

- Our return on investments for the MS Intermediate-Term Pool year to date as of September 30, 2022 (3 months) is as follows:

Actual Return:	-3.14%
Benchmark Return:	-4.75%
Difference:	1.61%

- Our return on investments for the MS Short-Term Pool fiscal year to date as of September 30, 2022 (3 months) is as follows:

Actual Return:	-0.18%
Benchmark Return:	-0.36%
Difference:	0.18%

- Our return on investments for the MS Title III Pool fiscal year to date as of September 30, 2022 (3 months) is as follows:

Actual Return:	-1.99%
Benchmark Return:	-2.36%
Difference:	0.37%

- Our return on investments for the MS Title V Pool fiscal year to date as of September 30, 2022 (3 months) is as follows:

Actual Return:	-4.52%
Benchmark Return:	-4.77%
Difference:	0.25%

**Cabrillo College Foundation**  
**Balance Sheet as of September 30, 2022**  
 With Comparative Totals as of September 30, 2021

	Operating 9/30/22 A	Nonendowed 9/30/22 B	Endowed 9/30/22 C	Total 9/30/22 D	Total 9/30/21 E
<b>ASSETS</b>					
CASH AND INVESTMENTS					
CASH					
SANTA CRUZ COUNTY BANK	(\$124,915)	\$27,226	\$97,652	(\$36)	(\$5,117)
SANTA CRUZ COUNTY BANK	(\$404,926)	\$461,871	\$52,933	\$109,877	\$184,488
PAYPAL	\$693	\$2,250	(\$1)	\$2,942	\$8,596
BAY FEDERAL CREDIT UNION	\$6,174	\$0	\$1,290	\$7,464	\$7,463
BAY FEDERAL CREDIT UNION	\$177,272	\$0	\$0	\$177,272	\$176,822
MORGAN STANLEY MID TERM POOL	\$928,054	\$1,122,318	\$0	\$2,050,372	\$2,283,225
MORGAN STANLEY NONENDOWED	\$1,143,955	\$1,780,936	\$0	\$2,924,891	\$2,543,478
MORGAN STANLEY GIFT RECEIPT	\$8,810	\$0	\$1,000	\$9,810	\$14,867
SUBTOTAL CASH	\$1,735,118	\$3,394,600	\$152,874	\$5,282,592	\$5,213,823
INVESTMENTS					
MORGAN STANLEY TITLE III/V HOLDING	\$0	\$0	\$0	\$0	\$3,402
MORGAN STANLEY LONG TERM POOL	\$140,617	\$0	\$28,138,232	\$28,278,849	\$33,543,938
MORGAN STANLEY TITLE V	\$0	\$0	\$1,077,895	\$1,077,895	\$1,254,245
MORGAN STANLEY TITLE III	\$0	\$0	\$516,065	\$516,065	\$477,008
MORGAN STANLEY ESG	\$16,333	\$0	\$4,125,978	\$4,142,312	\$4,250,301
SUBTOTAL INVESTMENTS	\$156,951	\$0	\$33,858,171	\$34,015,122	\$39,528,894
TOTAL CASH AND INVESTMENTS	\$1,892,069	\$3,394,600	\$34,011,045	\$39,297,714	\$44,742,717
RECEIVABLES					
PLEDGES					
PLEDGES - UNRESTRICTED	\$8,633	\$0	\$0	\$8,633	\$3,693
PLEDGES - RESTRICTED	\$0	\$189,960	\$371,177	\$561,137	\$857,121
SUBTOTAL PLEDGES	\$8,633	\$189,960	\$371,177	\$569,770	\$860,814
ACCOUNTS RECEIVABLE					
ACCOUNTS RECEIVABLE	\$0	\$265	\$1,000	\$1,265	\$40
TOTAL ACCOUNTS RECEIVABLE	\$0	\$265	\$1,000	\$1,265	\$40
OTHER RECEIVABLES					

**Cabrillo College Foundation**  
**Balance Sheet as of September 30, 2022**  
 With Comparative Totals as of September 30, 2021

	Operating 9/30/22 A	Nonendowed 9/30/22 B	Endowed 9/30/22 C	Total 9/30/22 D	Total 9/30/21 E
SPLIT INTEREST AGREEMENTS	\$29,849	\$34,188	\$9,092	\$73,129	\$99,916
SUBTOTAL OTHER RECEIVABLES	\$29,849	\$34,188	\$9,092	\$73,129	\$99,916
TOTAL RECEIVABLES	\$38,482	\$224,413	\$381,270	\$644,164	\$960,770
FIXED ASSETS					
OFFICE EQUIPMENT	\$36,303	\$0	\$0	\$36,303	\$36,303
ACCUMULATED DEPRECIATION	(\$36,202)	\$0	\$0	(\$36,202)	(\$34,991)
TOTAL FIXED ASSETS (NET)	\$101	\$0	\$0	\$101	\$1,311
PREPAID EXPENSES	\$19,745	\$0	\$0	\$19,745	\$17,091
PREPAID RETIREMENT EXPENSE	\$27,121	\$0	\$0	\$27,121	\$26,098
DEFERRED OUTFLOWS - FY PERS EXPENSE	\$40,733	\$0	\$0	\$40,733	\$40,124
DEFERRED OUTFLOWS - PENSION INVESTMENTS	\$26,403	\$0	\$0	\$26,403	\$41,841
DEFERRED OUTFLOWS- OPEB PENSION INVESTMENTS	\$55,669	\$0	\$0	\$55,669	\$30,211
<b>TOTAL ASSETS</b>	<b>\$2,100,322</b>	<b>\$3,619,013</b>	<b>\$34,392,315</b>	<b>\$40,111,650</b>	<b>\$45,860,163</b>

**Cabrillo College Foundation**  
**Balance Sheet as of September 30, 2022**  
 With Comparative Totals as of September 30, 2021

	Operating 9/30/22 A	Nonendowed 9/30/22 B	Endowed 9/30/22 C	Total 9/30/22 D	Total 9/30/21 E
<b>LIABILITIES AND NET ASSETS</b>					
<b>LIABILITIES</b>					
PAYABLES AND ACCRUED EXPENSES					
ACCOUNTS PAYABLE	\$7,114	\$30,082	\$2,150	\$39,346	\$42,477
ACCRUED PTO	\$70,658	\$0	\$0	\$70,658	\$58,607
ACCRUED HEALTH BENEFITS	\$32,662	\$0	\$0	\$32,662	\$35,234
SECTION 125 WITHHOLDINGS	\$519	\$0	\$0	\$519	\$591
EMPLOYEE PORTION OF BENEFITS	\$42	\$0	\$0	\$42	\$30
ACCRUED RETIREE MEDICAL BENEFITS	\$174,394	\$0	\$0	\$174,394	\$160,009
UNFUNDED PERS PENSION LIABILITY	\$235,452	\$0	\$0	\$235,452	\$515,027
DEFERRED INFLOWS - PERS	\$205,537	\$0	\$0	\$205,537	\$3,673
DEFERRED INFLOWS - OPEB	\$19,573	\$0	\$0	\$19,573	\$0
SUBTOTAL PAYABLES, ACCRUED EXPENSES	\$745,950	\$30,082	\$2,150	\$778,182	\$815,648
SCHOLARSHIPS AWARDED					
CAP SCHOLARSHIPS	\$0	\$35,997	\$746,503	\$782,500	\$644,500
ENDOWED SCHOLARSHIPS	\$0	\$0	\$4,000	\$4,000	\$3,500
NONENDOWED SCHOLARSHIPS	\$0	\$57,570	\$0	\$57,570	\$65,236
SUBTOTAL SCHOLARSHIPS AWARDED	\$0	\$93,567	\$750,503	\$844,070	\$713,236
WES GRANTS PAYABLE					
WES GRANTS	\$0	\$222	\$62,061	\$62,283	\$39,000
SUBTOTAL WES GRANTS PAYABLE	\$0	\$222	\$62,061	\$62,283	\$39,000
<b>TOTAL LIABILITIES</b>	<b>\$745,950</b>	<b>\$123,871</b>	<b>\$814,714</b>	<b>\$1,684,534</b>	<b>\$1,567,884</b>
<b>NET ASSETS</b>					
OPERATING NET ASSETS					
DESIGNATED-OPERATING RESERVE	\$867,658	\$0	\$0	\$867,658	\$541,766
DESIGNATED-PRESIDENT'S CIRCLE ENDOWMEN	\$10,000	\$0	\$0	\$10,000	\$10,000
DESIGNATED-EQUIPMENT	\$15,000	\$0	\$0	\$15,000	\$15,000
DESIGNATED-HURD TRIBUTE	\$255,759	\$0	\$0	\$255,759	\$294,302
DESIGNATED-RETIREE MEDICAL BENEFITS	\$82,380	\$0	\$0	\$82,380	\$75,003
UNDESIGNATED	\$123,576	\$0	\$0	\$123,576	\$434,498
SUBTOTAL OPERATING NET ASSETS	\$1,354,373	\$0	\$0	\$1,354,373	\$1,370,568



**Cabrillo College Foundation**  
**Balance Sheet as of September 30, 2022**  
 With Comparative Totals as of September 30, 2021

	Operating 9/30/22 A	Nonendowed 9/30/22 B	Endowed 9/30/22 C	Total 9/30/22 D	Total 9/30/21 E
NET ASSETS - NONENDOWED	\$0	\$3,495,142	\$0	\$3,495,142	\$3,377,663
NET ASSETS - ENDOWED	\$0	\$0	\$33,577,601	\$33,577,601	\$39,544,048
<b>TOTAL NET ASSETS</b>	<b>\$1,354,373</b>	<b>\$3,495,142</b>	<b>\$33,577,601</b>	<b>\$38,427,116</b>	<b>\$44,292,279</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$2,100,322</b>	<b>\$3,619,013</b>	<b>\$34,392,315</b>	<b>\$40,111,650</b>	<b>\$45,860,163</b>
 BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	 \$1,487,077	 \$3,415,086	 \$35,477,372	 \$40,379,534	 \$44,903,276
 NET SURPLUS/(DEFICIT)	 (\$132,704)	 \$80,056	 (\$1,899,771)	 (\$1,952,419)	 (\$610,997)
 ENDING NET ASSETS	 \$1,354,373	 \$3,495,142	 \$33,577,601	 \$38,427,116	 \$44,292,279

# Cabrillo College Foundation

## Income Statement by Fund as of September 30, 2022

With Comparative Totals as of September 30, 2021

	Operating 09/30/22 A	Nonendowed 09/30/22 B	Endowed 09/30/22 C	Total 09/30/22 D	Total 09/30/21 E
<b>REVENUE</b>					
EARNED INCOME					
INTEREST AND DIVIDENDS	\$31,609	\$0	\$148,501	\$180,111	\$165,564
UNREALIZED GAIN/LOSS ON SECURITIES	(\$96,030)	\$0	(\$2,072,649)	(\$2,168,680)	(\$757,918)
REALIZED GAINS/LOSSES	(\$5,727)	\$0	(\$109,642)	(\$115,369)	\$230,006
FEE INCOME	\$11,748	\$0	\$0	\$11,748	\$15,182
OPERATIONAL ENDOWMENT PAYOUT	\$24,022	\$0	\$0	\$24,022	\$13,999
ENDOWMENT MANAGEMENT FEE	\$132,929	\$0	\$0	\$132,929	\$144,062
TOTAL EARNED INCOME	\$98,551	\$0	(\$2,033,790)	(\$1,935,239)	(\$189,105)
CONTRIBUTED INCOME					
RESTRICTED CONTRIBUTIONS	\$0	\$285,752	\$424,393	\$710,145	\$297,518
OTHER INCOME	\$1,220	\$0	\$0	\$1,220	\$140
ANNUAL FUND	\$0	\$0	\$0	\$0	\$165
PRESIDENT'S CIRCLE GIFTS	\$32,100	\$0	\$0	\$32,100	\$19,000
UNRESTRICTED GIFTS	\$1,815	\$0	\$0	\$1,815	\$1,785
INTERFUND CONTRIBUTIONS	\$0	(\$16,973)	\$16,973	\$0	\$0
IN KIND REVENUE-PROGRAM	\$528	\$6,619	\$0	\$7,147	\$5,730
IN KIND REVENUE-RENT	\$6,205	\$0	\$0	\$6,205	\$6,039
TOTAL CONTRIBUTED INCOME	\$41,868	\$275,397	\$441,366	\$758,632	\$330,377
<b>TOTAL REVENUE</b>	<b>\$140,419</b>	<b>\$275,397</b>	<b>(\$1,592,423)</b>	<b>(\$1,176,607)</b>	<b>\$141,272</b>
<b>EXPENSES</b>					
SALARIES & WAGES					
SALARIES & WAGES	\$136,322	\$0	\$1,744	\$138,065	\$133,755
TOTAL SALARIES & WAGES	\$136,322	\$0	\$1,744	\$138,065	\$133,755
PAYROLL TAXES, BENEFITS					
PAYROLL TAXES, BENEFITS	\$69,361	\$0	\$177	\$69,538	\$67,697
TOTAL PAYROLL TAXES, BENEFITS	\$69,361	\$0	\$177	\$69,538	\$67,697
PRINTING	\$2,452	\$0	\$0	\$2,452	\$3,621
ACCOUNTING/LEGAL/PROFESSIONAL SERVICES	\$26,105	\$0	\$0	\$26,105	\$21,070
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$15,597	\$0	\$0	\$15,597	\$2,184
OFFICE EQUIP & MAINTENANCE					

# Cabrillo College Foundation

## Income Statement by Fund as of September 30, 2022

With Comparative Totals as of September 30, 2021

	Operating 09/30/22 A	Nonendowed 09/30/22 B	Endowed 09/30/22 C	Total 09/30/22 D	Total 09/30/21 E
OFFICE EQUIPMENT	\$187	\$0	\$0	\$187	\$0
DEPRECIATION EXPENSE	\$303	\$0	\$0	\$303	\$303
SOFTWARE MAINTENANCE	\$3,866	\$0	\$0	\$3,866	\$3,440
TOTAL OFFICE EQUIP & MAINTENANCE	\$4,355	\$0	\$0	\$4,355	\$3,743
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$2,030	\$0	\$0	\$2,030	\$30
OFFICE SUPPLIES	\$1,225	\$0	\$0	\$1,225	\$1,160
POSTAGE & MAILING SERVICE	\$1,990	\$0	\$0	\$1,990	\$2,049
BOARD EXPENSES	\$0	\$0	\$0	\$0	\$28
OTHER EXPENSES					
MISCELLANEOUS	\$0	\$0	\$0	\$0	\$45
UNCOLLECTIBLE PLEDGES	\$0	\$0	\$9	\$9	\$0
MILEAGE & PARKING	\$0	\$0	\$0	\$0	\$117
INTERNET SERVICE	\$230	\$0	\$0	\$230	\$267
BANK CHARGES	\$1,344	\$0	\$0	\$1,344	\$2,643
INVESTMENT FEES	\$2,660	\$0	\$35,039	\$37,699	\$38,823
MANAGEMENT FEES	\$0	\$0	\$132,929	\$132,929	\$144,062
DIRECTOR/OFFICER LIABILITY INS	\$1,133	\$0	\$0	\$1,133	\$829
LIABILITY AND PROPERTY INSURANCE	\$976	\$0	\$0	\$976	\$976
CYBER INSURANCE	\$610	\$0	\$0	\$610	\$452
TOTAL OTHER EXPENSES	\$6,954	\$0	\$167,976	\$174,930	\$188,213
IN KIND EXPENSE-PROGRAM	\$528	\$6,619	\$0	\$7,147	\$5,730
IN KIND EXPENSE - RENT	\$6,205	\$0	\$0	\$6,205	\$6,039
NONENDOWED PROGRAM EXPENSES	\$0	\$134,231	\$0	\$134,231	\$100,203
ENDOWED PROGRAM EXPENSES	\$0	\$0	\$28,592	\$28,592	\$86,906
SCHOLARSHIPS	\$0	\$54,491	\$108,859	\$163,350	\$129,841
<b>TOTAL EXPENSES</b>	<b>\$273,123</b>	<b>\$195,341</b>	<b>\$307,348</b>	<b>\$775,812</b>	<b>\$752,269</b>
 <b>NET SURPLUS/(DEFICIT)</b>	 <b>(\$132,704)</b>	 <b>\$80,056</b>	 <b>(\$1,899,771)</b>	 <b>(\$1,952,419)</b>	 <b>(\$610,997)</b>

# Cabrillo College Foundation

## Income Statement - Operating Budget as of 9/30/22

### With Comparative Totals as of 9/30/21

	21/22 Actual 3 Months A	22/23 Actual 3 Months B	22/23 Budget 3 Months C	22/23 Actual To 22/23 Budget D	22/23 3 Mos. Actual and 9 Mos. Projected E	22/23 Annual Budget (Approved 5/10/22) F	Variance 22/23 3 Mos. Actual & 9 Mos. Projected to 22/23 Budget G
<b>REVENUE</b>							
EARNED INCOME							
INTEREST AND DIVIDENDS	\$23,858	\$31,609	\$10,071	\$21,538	\$40,286	\$40,286	\$0
UNREALIZED GAIN/LOSS ON SECURITIES	(\$19,646)	(\$96,030)	\$0	(\$96,030)	(\$96,030)	\$0	(\$96,030)
REALIZED GAINS/LOSSES	\$1,860	(\$5,727)	\$0	(\$5,727)	(\$5,727)	\$0	(\$5,727)
FEE INCOME	\$15,182	\$11,748	\$26,006	(\$14,258)	\$116,398	\$104,026	\$12,372
OPERATIONAL ENDOWMENT PAYOUT	\$13,999	\$24,022	\$23,961	\$61	\$24,022	\$23,961	\$61
ENDOWMENT MANAGEMENT FEE	\$144,062	\$132,929	\$139,813	(\$6,884)	\$517,250	\$559,250	(\$42,000)
<b>TOTAL EARNED INCOME</b>	<b>\$179,315</b>	<b>\$98,551</b>	<b>\$199,851</b>	<b>(\$101,301)</b>	<b>\$596,199</b>	<b>\$727,523</b>	<b>(\$131,325)</b>
CONTRIBUTED INCOME							
OTHER INCOME	\$140	\$1,220	\$500	\$720	\$2,000	\$2,000	\$0
ANNUAL FUND	\$165	\$0	\$0	\$0	\$0	\$0	\$0
PRESIDENT'S CIRCLE GIFTS	\$19,000	\$32,100	\$71,500	(\$39,400)	\$470,000	\$470,000	\$0
UNRESTRICTED GIFTS	\$1,785	\$1,815	\$5,000	(\$3,185)	\$20,000	\$20,000	\$0
INTERFUND CONTRIBUTIONS	\$1	\$0	\$0	\$0	\$0	\$0	\$0
IN KIND REVENUE-PROGRAM	\$0	\$528	\$0	\$528	\$528	\$0	\$528
IN KIND REVENUE-RENT	\$6,039	\$6,205	\$6,205	\$0	\$24,821	\$24,821	\$0
<b>TOTAL CONTRIBUTED INCOME</b>	<b>\$27,129</b>	<b>\$41,868</b>	<b>\$83,205</b>	<b>(\$41,337)</b>	<b>\$517,349</b>	<b>\$516,821</b>	<b>\$528</b>
<b>TOTAL REVENUE</b>	<b>\$206,444</b>	<b>\$140,419</b>	<b>\$283,057</b>	<b>(\$142,637)</b>	<b>\$1,113,548</b>	<b>\$1,244,344</b>	<b>(\$130,797)</b>
<b>EXPENSES</b>							
SALARIES & WAGES							
SALARIES & WAGES	\$131,971	\$136,322	\$144,118	\$7,797	\$576,473	\$576,473	\$0
<b>TOTAL SALARIES &amp; WAGES</b>	<b>\$131,971</b>	<b>\$136,322</b>	<b>\$144,118</b>	<b>\$7,797</b>	<b>\$576,473</b>	<b>\$576,473</b>	<b>\$0</b>
PAYROLL TAXES, BENEFITS							
PAYROLL TAXES, BENEFITS	\$67,506	\$69,361	\$82,921	\$13,560	\$336,298	\$336,298	\$0
<b>TOTAL PAYROLL TAXES, BENEFITS</b>	<b>\$67,506</b>	<b>\$69,361</b>	<b>\$82,921</b>	<b>\$13,560</b>	<b>\$336,298</b>	<b>\$336,298</b>	<b>\$0</b>
ADVERTISING	\$0	\$0	\$0	\$0	\$1,000	\$1,000	\$0
PRINTING	\$3,621	\$2,452	\$5,750	\$3,298	\$23,000	\$23,000	\$0
PHOTOS	\$0	\$0	\$1,050	\$1,050	\$4,200	\$4,200	\$0
ACCOUNTING/LEGAL/PROFESSIONAL SERVICES	\$21,070	\$26,105	\$10,812	(\$15,293)	\$54,400	\$43,250	(\$11,150)

# Cabrillo College Foundation

## Income Statement - Operating Budget as of 9/30/22

### With Comparative Totals as of 9/30/21

	21/22 Actual 3 Months A	22/23 Actual 3 Months B	22/23 Budget 3 Months C	22/23 Actual To 22/23 Budget D	22/23 3 Mos. Actual and 9 Mos. Projected E	22/23 Annual Budget (Approved 5/10/22) F	Variance 22/23 3 Mos. Actual & 9 Mos. Projected to 22/23 Budget G
FUNDRAISING/EVENTS/PUBLIC RELATIONS	\$2,184	\$15,597	\$17,037	\$1,440	\$77,644	\$68,148	(\$9,496)
OFFICE EQUIP & MAINTENANCE							
OFFICE EQUIPMENT	\$0	\$187	\$395	\$208	\$1,580	\$1,580	\$0
DEPRECIATION EXPENSE	\$303	\$303	\$302	(\$1)	\$303	\$302	(\$1)
SOFTWARE MAINTENANCE	\$3,440	\$3,866	\$3,684	(\$182)	\$14,736	\$14,736	\$0
TOTAL OFFICE EQUIP & MAINTENANCE	\$3,743	\$4,355	\$4,381	\$26	\$16,619	\$16,618	(\$1)
BOOKS/PUBLICATIONS/MEMBERSHIPS	\$30	\$2,030	\$479	(\$1,551)	\$2,030	\$1,917	(\$113)
OFFICE SUPPLIES	\$1,160	\$1,225	\$2,029	\$805	\$8,117	\$8,117	\$0
POSTAGE & MAILING SERVICE	\$2,049	\$1,990	\$2,631	\$641	\$10,523	\$10,523	\$0
BOARD EXPENSES	\$28	\$0	\$935	\$935	\$3,741	\$3,741	\$0
OTHER EXPENSES							
MISCELLANEOUS	\$45	\$0	\$175	\$175	\$700	\$700	\$0
MILEAGE & PARKING	\$117	\$0	\$199	\$199	\$795	\$795	\$0
INTERNET SERVICE	\$267	\$230	\$450	\$220	\$1,800	\$1,800	\$0
IT HOSTING SERVICE	\$0	\$0	\$0	\$0	\$10,314	\$10,314	\$0
BANK CHARGES	\$2,643	\$1,344	\$2,375	\$1,031	\$9,500	\$9,500	\$0
INVESTMENT FEES	\$2,558	\$2,660	\$1,225	(\$1,435)	\$4,900	\$4,900	\$0
DIRECTOR/OFFICER LIABILITY INS	\$829	\$1,133	\$1,038	(\$95)	\$4,154	\$4,154	\$0
LIABILITY AND PROPERTY INSURANCE	\$976	\$976	\$1,181	\$206	\$4,726	\$4,726	\$0
CYBER INSURANCE	\$452	\$610	\$470	(\$140)	\$1,882	\$1,882	\$0
TOTAL OTHER EXPENSES	\$7,886	\$6,954	\$7,114	\$160	\$38,771	\$38,771	\$0
IN KIND EXPENSE-PROGRAM	\$0	\$528	\$0	(\$528)	\$528	\$0	(\$528)
IN KIND EXPENSE - RENT	\$6,039	\$6,205	\$6,205	\$0	\$24,821	\$24,821	\$0
<b>TOTAL EXPENSES</b>	<b>\$247,286</b>	<b>\$273,123</b>	<b>\$285,463</b>	<b>\$12,340</b>	<b>\$1,178,165</b>	<b>\$1,156,877</b>	<b>(\$21,288)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(\$40,842)</b>	<b>(\$132,704)</b>	<b>(\$2,407)</b>	<b>(\$130,297)</b>	<b>(\$64,618)</b>	<b>\$87,467</b>	<b>(\$152,085)</b>

**Board of Trustees Report, October 3, 2022**  
**Matt Wetstein**

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**HSI Week Celebrations**

The second iteration of our HSI Week was a rousing success, with a number of events held throughout the week of 9/12 to 9/16. With new funding committed to support these events, it was fun to celebrate with our students and community throughout the week. The Taco Tuesday event was terrific, and many students also benefited from breakfast burritos on Wednesday and a lunch-time event at the Watsonville campus. We also got to hear about the significance of murals on Monday, September 12, Enrique Buelna's excellent book on *Chicano Communists* on Tuesday the 13th, a wonderful celebration of the STEM Mural on Wednesday the 14th, local Hispanic leaders on Thursday the 15th, and the crowning event on Friday featuring a fandango on the Watsonville Plaza and the screening of the movie *Fandango at the Wall*. There are so many people to thank for helping to organize these events. I want to especially thank Ann Endris, Adela Najarro, Adela Naranjo Bernabe, Victoria Bañales, Enrique Buelna, Claudia Hernandez, Eddie Cervantes, Olga Diaz, Ronnette Smithcamp, Serina Eichelberger, Joann Panzardi, Sylvia Rios, John Gaulty, Cabrillo Board Members Donna Ziel, Steve Trujillo, Rachael Spencer, and Christina Cuevas.

Photos from a couple of events are attached below.



A screenshot of the presentation on Chicano Murals by Fresno State Professor Phil Gonzales; the STEM Mural celebration, with JoAnn Panzardi, Sylvia Rios, Trustees Christina Cuevas, Donna Ziel, and Steve Trujillo



Eddie Cervantes and Olga Diaz at the Fandango on the Plaza; Dancers on the stage.

### **New Title V HSI Grant for \$3 Million & CCAMPIS Grant for \$970,000**

The college learned late last week that it will receive a new Title V HSI Grant from the U.S. Department of Education worth \$3 million over 5 years. This grant will help deepen our partnership with Pajaro Valley Unified School District to expand dual enrollment and to better align our college pathways program with the local high school districts and the career pathways they have designed. This news came about a week after we had learned of approval of a CCAMPIS Grant (Child Care Access Means Parents in Schools) valued at \$970,000 over four years. That grant will allow for expanded access to child care services for our students and better parenting training and coaching. Kudos to all involved for these grant efforts, but I particularly want to call out Carrie Mulcaire for her efforts to organize and submit these proposals. Carrie has an incredible ability to synthesize ideas into project narratives and logic models...her track record of grant success is impressive.

### **Appointment as Co-Chair of Affordability, Food, Housing Access Task Force Co-Chair**

Early in September, I was appointed as co-chair of the statewide CEO/CCLC Affordability, Food, and Housing Access Task Force (along with Tammeil Gilkerson, President of Evergreen Valley College). The Task Force has had success in recent years lobbying for additional funding to support the basic needs of students, and in securing housing funding for the CCC sector. The Task Force also helps plan and organize the annual Real College California Basic Needs Summit, planned this year for Dec. 9 at San Bernardino Valley College.

In the table below are some of the events and activities I have been involved with since September 5, 2022.

<b>College Events, Meetings and Visits</b>	<b>Community Events and Visits</b>
Eddie Cervantes, Vaccine Policies, 9/6	Hillary Ojeda of Lookout, 9/8
Faculty Senate, 9/6	Cabrillo Foundation Board Meeting, 9/13
Strategic Enrollment Retreat Planning, 9/6	President's Circle Kickoff Reception, 9/13
BSO Director Interviews, 9/6	Central Coast CERF Grant Meeting, 9/14
Administrative Council, 9/7	Capitola/Aptos Rotary, 9/15
Lunch with Donna Ziel, 9/7	HSI Roundtable with Hispanic Leaders, 9/15
CPC/Budget Committee, 9/7	Fandango on the Plaza Event, 9/16
Title V Grant Meeting, 9/7	Central Coast CERF Budget Discussion, 9/16
Name Exploration Committee, 9/7	CCLC Govt. Relations Webinar, 9/20
Dinner with Steve Trujillo, 9/7	RP Group Equity & Social Justice Webinar, 9/21
Michelle Foguet-Mendoza, 9/8	California Guided Pathways Conf., 9/21-23

Grant Directors Meeting, 9/8	Lookout Local Interview, 9/23
ASCC Student Senate, 9/8	Aptos Rotary Event, 9/24
Breakfast with Dan Rothwell, 9/12	Central Coast CERF Grant Planning, 9/26
Phone calls with Board members, 9/12	David Casnocha & Alpina Investments, 9/26
Platica on Chicano Murals, 9/12	Home Health Care Coop Discussion, 9/28
Meet the Author Event with Enrique Buelna, 9/13	JLL Housing Meeting, 9/28
Breakfast Burritos Event, 9/14	Capitola/Aptos Rotary, 9/29
Watsonville HSI Week Lunch, 9/14	Bay 10 CCC CEO/Board Member Meeting, 9/29
Title III Monthly Meeting, 9/14	WES Foundation Luncheon, 9/30
Engineering Mural Event, 9/14	Region 6 Central Coast CEOs, 10/3
Ann Endris, 9/15	
Grant Directors Meeting, 9/15	
EOC Meeting, 9/15	
ASCC Student Senate Meeting, 9/15	
Guided Pathways Meeting, 9/16	
HSI Leadership Team, 9/19	
CCFT Meeting re: Vaccines, 9/19	
President's Roundtable, 9/19	
Name Exploration Committee, 9/19	
Legislative Advocacy Meeting, 9/20	
Men's & Women's Soccer Game, 9/20	
Faculty Senate Meeting, 9/20	
Rick Harden & Bradley Olin, 9/20	
Men's Soccer Game, 9/23	
Cabrillo Football at Foothill, 9/24	
Olga Diaz re: HSI Leadership Team, 9/26	
GP Executive Advisory Team, 9/26	
CCEU Meeting re: Vaccines, 9/27	
Ann Endris re: HSI & Mission Statement, 9/27	
Name Exploration Committee, 9/27	
Dinner with Donna Ziel, 9/27	
Grant Directors Meeting, 9/29	
Jim Weckler/Kristin Fabos, 9/30	
Defining Excellence Task Force, 9/30	
EOC Meeting, 9/30	
Breakfast with Dan Rothwell, 10/3	
Phone calls with Board members, 10/3	



# Executive Director Report: November 2022

## Administration

- Investment Advisor transition
- Finalizing Audit
- Faculty and Staff Grants application process
- Annual Report
- Tom Sourisseau Dedication
- Council for Advancement and Support of Education (CASE) Conference for Community College Advancement



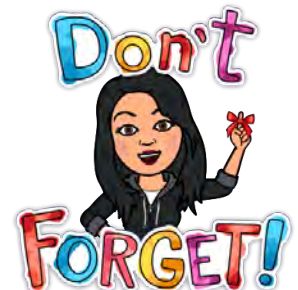
## Fundraising

- \$898,599 raised so far this fiscal year!
- President's Circle: \$56,158 raised; 45 committee members at work
- Women's Educational Success: \$223,885 raised, \$110,000 to award this year
- Student Veterans Endowment: launched fundraising campaign with 20 committee members recruited
- Cabrillo Advancement Program: selecting new 6<sup>th</sup> graders, awarding scholarship recipients, new scholarship fund for CAP students going to 4-year universities.
- Cabrillo Retirees engagement
- Funding for special groups: Rising Scholars, Guardian Scholars, CAP, Umoja,
- Scholarships: establishing new scholarships, stewardship for over 200 existing scholarship donors
- Legacy Giving: two pending estate gifts, developing MOCIs for existing donors



## Upcoming Events

- Board of Directors Meeting at Sesnon House  
November 8, 12:00 – 2:00 pm
- Student Veterans Celebration  
November 10, 11:00 am – 1:00 pm, outside cafeteria, Park in Lot K (gym lot)
- President's Holiday Party  
December 2, 5:30 – 7:30 pm, Sesnon House



## MEMORANDUM

**DATE:** November 1, 2022

**TO:** Board of Directors

**FROM:** Eileen Hill

**SUBJECT:** 2022-23 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.

<b>Amount Raised 7/1/22-10/28/22</b>	<b>2022-23 Target</b>	
\$37,258	\$480,000	President's Circle
\$142,452	\$175,000	Women's Educational Success
\$142,473	\$200,000	Cabrillo Advancement Program (Endowed)
\$166,232	\$500,000	Scholarships (Endowed)
\$104,196	\$250,000	Scholarships (Nonendowed)
\$125,013	\$395,000	Faculty/Department Support (Faculty Grants, Allied Health, Athletics, VAPA, etc.)
\$40,975	\$250,000	Student Support Services (foster youth, internships, tutoring, food resources, Veterans, etc.)
\$140,000	\$250,000	Donor directed interests
\$0	\$500,000	Unbooked Planned Gifts
<b>\$898,599</b>	<b>\$3,000,000</b>	<b>TOTAL</b>

DATE: November 1, 2022

TO: Board of Directors

FROM: Eileen Hill

July 1, 2022 to October 28, 2022

Outright Gifts \$ 898,599

Unbooked Revocable Planned Gifts \$ 0

**Total \$ 898,599**

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2022-23 Goal for Outright and Unbooked Revocable Planned Gifts \$ 3,000,000

Recorded Gifts 07-01-22 to 10-28-22:

The Barbara Samper Foundation (CAP) \$ 250,000

Davidson Family Foundation (Engineering) \$ 140,000

Robert Stephens (Scholarship) \$ 70,000

Estate of Joseph Marvin (Unrestricted and Athletics) \$ 37,917

Vertical Raise (Football, Baseball & Softball) \$ 36,940

Brian & Patti Herman (Guardian Scholars) \$ 25,000

Craig Rowell & Corinda Ray (Scholarship, WES, Veterans & President's Circle) \$ 20,300

Dan Rothwell & Marcy Wieland (Scholarship & WES) \$ 18,132

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

Borina Foundation (CAP) \$ 10,000

Miles & Rosanne Reiter (President's Circle) \$ 10,000

Rae Victor (Scholarship) \$ 10,000

The Sharanam Foundation (WES) \$ 8,000

Foundation for California Community Colleges (Scholarship) \$ 7,800

Gayle & Joseph Ortiz (President's Circle & WES) \$ 5,500

Michael & Susan Brandy (WES & Veterans) \$ 5,250

John & Linda Burroughs (President's Circle) \$ 5,000

Rick & Ruth Moe (WES) \$ 5,000

Linda Mosgrove (WES) \$ 5,000

Penelope Rich & William Hill (WES) \$ 5,000

Kathryn Shephard Cowan (WES) \$ 5,000

Diane Trombetta & Tom Davis (WES) \$ 5,000

Daniel Ireta (Engineering) \$ 4,950

Velia & Ubaldo Naranjo (Engineering) \$ 4,950

DDA Architect (Natural & Applied Sciences) \$ 4,500

Rudolph F. Monte Foundation (Baseball) \$ 4,000

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

Pat & Rowland Rebele (Cabrillo Strings) \$ 3,500

Patricia Bowden (CAP) \$ 3,308

Amy Newell (WES & CAP) \$ 3,100

Gifts under \$3,100 (524 of 554 total donors) \$ 171,952

Total Outright Gifts \$ **898,599**

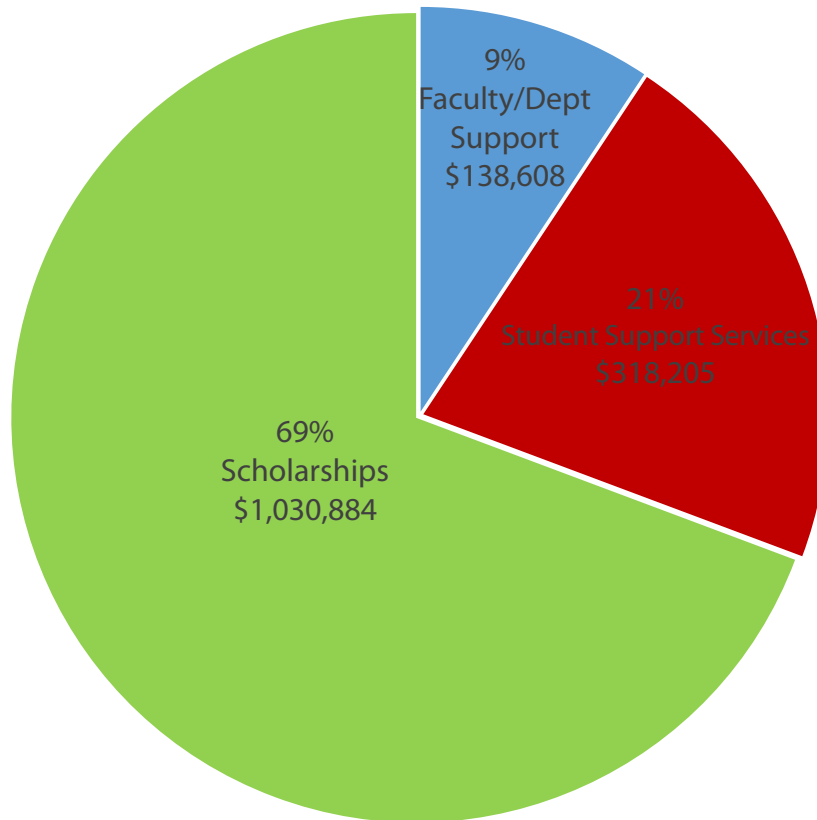
Total Unbooked Revocable Planned Gifts \$ 0

**TOTAL \$ 898,599**

**Notes:** 1. The cumulative unbooked revocable planned gifts total is \$28,146,600.

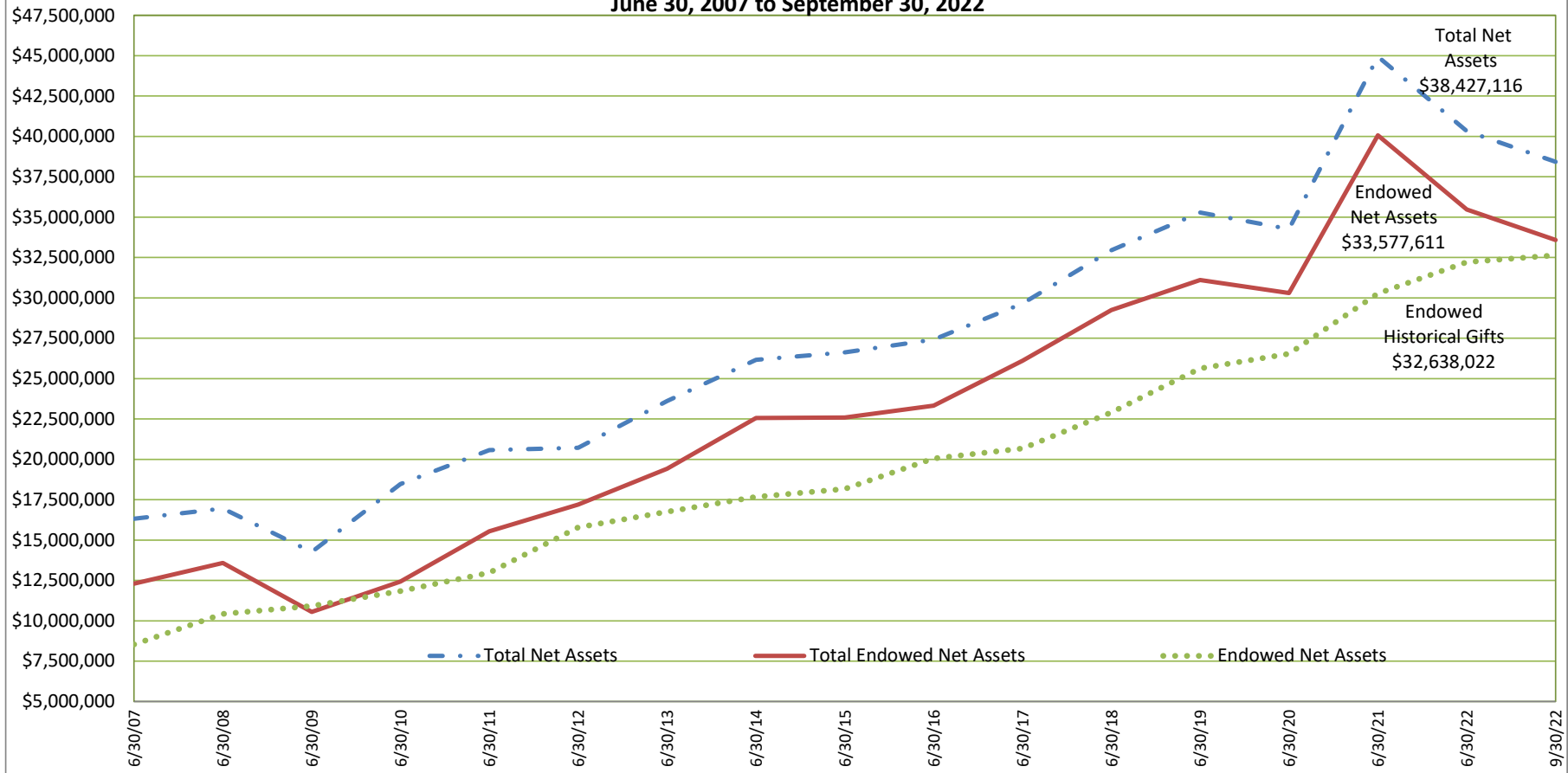
# Cabrillo College FOUNDATION

**Disbursements to Cabrillo College and Students**  
**July 1, 2022 to September 30, 2022**  
**Total: \$1,487,697**



Faculty/Department Support	9%	\$138,608
Allied Health, Stroke Center, VAPA, Early Childhood Education		
Student Support Services	21%	\$318,205
Internships, Foster Youth, CAP, Peace Library, Tutoring		
Scholarships	69%	\$1,030,884
<b>TOTAL</b>		<b>\$1,487,697</b>

**Cabrillo College Foundation**  
**Total Net Assets, Endowed Net Assets, and Endowed Historical Gifts**  
**June 30, 2007 to September 30, 2022**



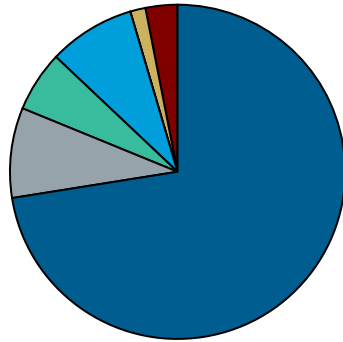
Total Net Assets highest level was \$46,478,063 as of December 31, 2021

Endowed Net Assets highest level was \$41,298,284 as of December 31, 2021

Endowed Historical Gifts highest level was \$32,638,022 as of September 30, 2022

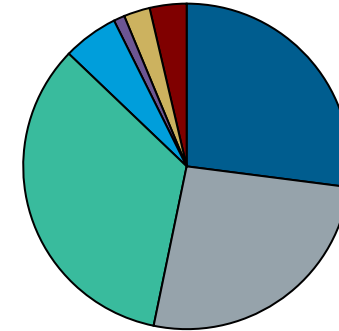
**Cabrillo College Foundation**  
As of September 30, 2022

**Asset Allocation by Composite**



	Market Value (\$)	Allocation (%)
Long-Term Portfolio	25,348,780	72.5
ESG Long-Term Portfolio	3,050,021	8.7
Intermediate Portfolio	2,050,372	5.9
Short-Term Portfolio	2,929,014	8.4
ESG Cash Management	138	0.0
Title III Endowment Portfolio	516,065	1.5
Title V Endowment Portfolio	1,077,936	3.1

**Asset Allocation by Segment**



Segments	Market Value (\$)	Allocation (%)
Domestic Equity	9,455,317	27.0
International Equity	9,166,330	26.2
Domestic Fixed Income	11,864,922	33.9
Alternative Investment	1,922,249	5.5
Hedge Fund	382,631	1.1
Global Other	903,613	2.6
Cash Equivalent	1,277,264	3.7

	Total Fund	Domestic Equity	International Equity	Domestic Fixed Income	Alternative Investment	Hedge Fund	Global Other	Cash Equivalent
<b>Cabrillo College Foundation</b>	<b>34,972,326</b>	<b>9,455,317</b>	<b>9,166,330</b>	<b>11,864,922</b>	<b>1,922,249</b>	<b>382,631</b>	<b>903,613</b>	<b>1,277,264</b>
Long-Term Portfolio	25,348,780	8,285,079	8,007,093	5,855,215	1,885,298	382,631	903,613	29,851
ESG Long-Term Portfolio	3,050,021	953,272	941,690	1,099,487	36,950	-	-	18,621
Intermediate Portfolio	2,050,372	-	-	2,011,421	-	-	-	38,951
Short-Term Portfolio	2,929,014	-	-	2,059,389	-	-	-	869,625
ESG Cash Management	138	-	-	-	-	-	-	138
Title III Endowment Portfolio	516,065	37,376	37,535	142,564	-	-	-	298,590
Title V Endowment Portfolio	1,077,936	179,591	180,012	696,845	-	-	-	21,487

**Cabrillo College Foundation**  
**Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)								
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
<b>Cabrillo College Foundation</b>	<b>34,972,326</b>	<b>100.0</b>									
<b>Long-Term Portfolio - Gross</b>	<b>25,348,780</b>	<b>72.5</b>	<b>-6.5</b>	<b>-6.5</b>	<b>-20.1</b>	<b>-17.6</b>	<b>2.3</b>	<b>2.6</b>	<b>5.9</b>	<b>6.8</b>	<b>01/01/2003</b>
Long-Term Portfolio - Net			-6.6	-6.6	-20.4	-18.0	1.8	2.1	5.3	6.1	
Composite Benchmark			-6.5	-6.5	-21.0	-18.0	1.6	2.5	5.6	6.3	
<b>ESG Long-Term Portfolio - Gross</b>	<b>3,050,021</b>	<b>8.7</b>	<b>-6.3</b>	<b>-6.3</b>	<b>-20.5</b>	<b>-17.7</b>	<b>2.4</b>	<b>3.1</b>	<b>-</b>	<b>4.4</b>	<b>06/01/2016</b>
ESG Long-Term Portfolio - Net			-6.4	-6.4	-20.8	-18.1	1.9	2.7	-	3.9	
Composite Benchmark			-5.8	-5.8	-20.9	-17.6	2.2	3.1	-	4.5	
<b>Intermediate Portfolio - Gross</b>	<b>2,050,372</b>	<b>5.9</b>	<b>-3.0</b>	<b>-3.0</b>	<b>-9.2</b>	<b>-9.7</b>	<b>-1.9</b>	<b>-</b>	<b>-</b>	<b>-0.6</b>	<b>01/01/2019</b>
Intermediate Portfolio - Net			-3.1	-3.1	-9.5	-10.2	-2.4	-	-	-1.0	
Composite Benchmark			-4.8	-4.8	-14.6	-15.2	-4.1	-	-	-2.4	
<b>Short-Term Portfolio - Gross</b>	<b>2,929,014</b>	<b>8.4</b>	<b>-0.2</b>	<b>-0.2</b>	<b>-1.7</b>	<b>-2.0</b>	<b>-0.3</b>	<b>-</b>	<b>-</b>	<b>0.5</b>	<b>01/01/2018</b>
Short-Term Portfolio - Net			-0.2	-0.2	-1.7	-2.0	-0.3	-	-	0.5	
Cash Management Composite*			-0.4	-0.4	-2.2	-2.4	-0.5	-	-	0.0	
<b>Title III Portfolio - Gross</b>	<b>516,065</b>	<b>1.5</b>	<b>-2.0</b>	<b>-2.0</b>	<b>-6.6</b>	<b>-5.9</b>	<b>1.8</b>	<b>2.8</b>	<b>-</b>	<b>4.7</b>	<b>11/01/2012</b>
Title III Portfolio - Net			-2.0	-2.0	-6.8	-6.0	1.6	2.6	-	4.3	
Composite Benchmark			-2.4	-2.4	-9.1	-8.1	0.8	2.0	-	4.2	
<b>Title V Portfolio - Gross</b>	<b>1,077,936</b>	<b>3.1</b>	<b>-4.4</b>	<b>-4.4</b>	<b>-14.0</b>	<b>-12.3</b>	<b>0.1</b>	<b>1.8</b>	<b>4.0</b>	<b>4.0</b>	<b>02/01/2011</b>
Title V Portfolio - Net			-4.5	-4.5	-14.2	-12.6	-0.2	1.5	3.7	3.7	
Composite Benchmark			-4.8	-4.8	-16.4	-14.6	-1.2	0.9	3.5	3.7	

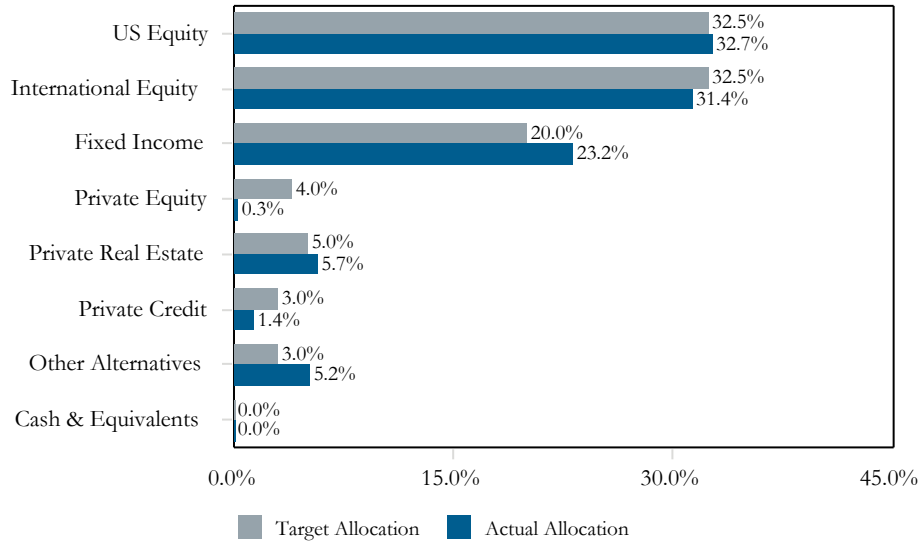
\*Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash

# Cabrillo College Foundation

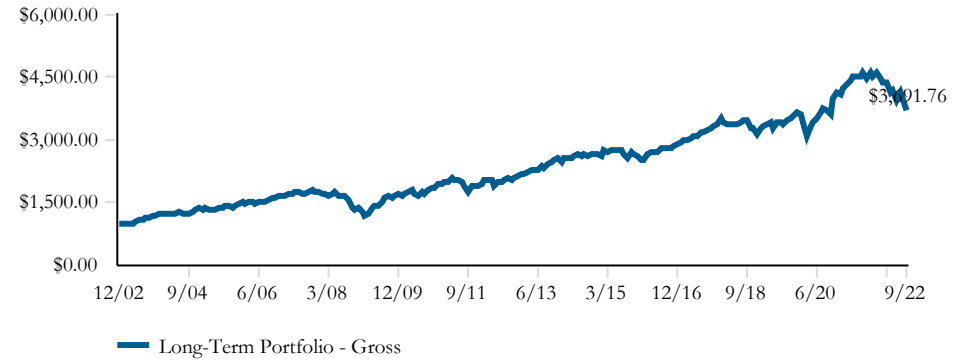
## Long-Term Portfolio Summary

### As of September 30, 2022

#### Asset Allocation Analysis

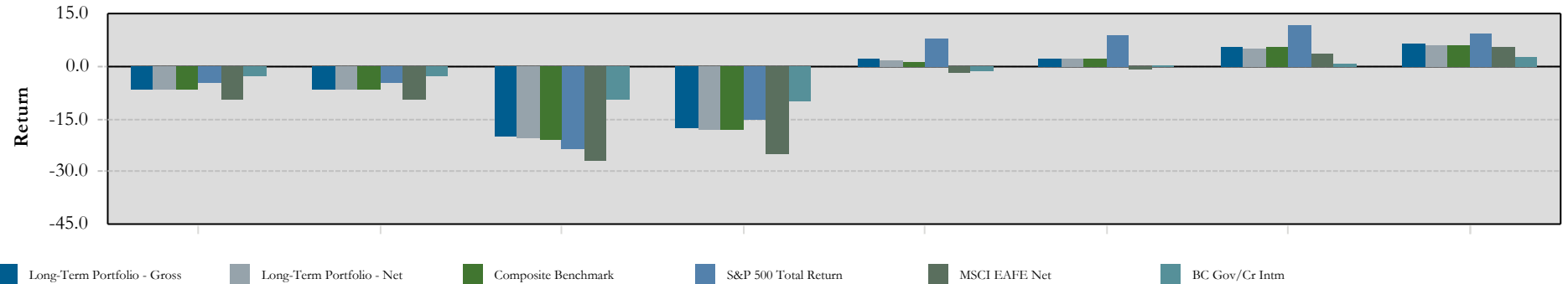


#### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Long-Term Portfolio - Gross			01/01/03
Beginning Market Value	27,738,917	5,675,577	
Net Deposits/Withdrawals	-607,284	2,695,319	
Gain/Loss	-1,782,853	16,977,884	
Ending Market Value	25,348,780	25,348,780	

#### Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Long-Term Portfolio - Gross	-6.52	-6.52	-20.12	-17.59	2.26	2.60	5.93	6.84	01/01/2003
Long-Term Portfolio - Net	-6.61	-6.61	-20.38	-17.98	1.81	2.14	5.33	6.09	01/01/2003
Composite Benchmark	-6.49	-6.49	-21.01	-17.99	1.60	2.54	5.57	6.35	01/01/2003
S&P 500 Total Return	-4.88	-4.88	-23.87	-15.47	8.16	9.24	11.70	9.52	01/01/2003
MSCI EAFE Net	-9.36	-9.36	-27.09	-25.13	-1.83	-0.84	3.67	5.65	01/01/2003
BC Gov/Cr Intm	-3.06	-3.06	-9.62	-10.14	-1.64	0.38	1.00	2.81	01/01/2003



**Cabrillo College Foundation**  
**Long-Term Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)								
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
<b>Long-Term Portfolio</b>	<b>25,348,780</b>	<b>100.0</b>	<b>-6.5</b>	<b>-6.5</b>	<b>-20.1</b>	<b>-17.6</b>	<b>2.3</b>	<b>2.6</b>	<b>5.9</b>	<b>7.0</b>	<b>03/01/2003</b>
<i>Long-Term Portfolio - Net</i>			<i>-6.6</i>	<i>-6.6</i>	<i>-20.4</i>	<i>-18.0</i>	<i>1.8</i>	<i>2.1</i>	<i>5.3</i>	<i>6.3</i>	
<i>Composite Benchmark</i>			<i>-6.5</i>	<i>-6.5</i>	<i>-21.0</i>	<i>-18.0</i>	<i>1.6</i>	<i>2.5</i>	<i>5.6</i>	<i>6.5</i>	
<b>US Equity</b>	<b>8,285,079</b>	<b>32.7</b>	<b>-4.8</b>	<b>-4.8</b>	<b>-22.7</b>	<b>-15.1</b>	<b>9.1</b>	<b>-</b>	<b>-</b>	<b>9.3</b>	<b>12/01/2018</b>
<i>S&amp;P 500 Total Return</i>			<i>-4.9</i>	<i>-4.9</i>	<i>-23.9</i>	<i>-15.5</i>	<i>8.2</i>	<i>-</i>	<i>-</i>	<i>8.9</i>	
Fuller & Thaler Small-Cap Value	744,121	2.9	-5.5	-5.5	-13.8	-8.0	-	-	-	25.7	08/01/2020
<i>Russell 2000 VL</i>			<i>-4.6</i>	<i>-4.6</i>	<i>-21.1</i>	<i>-17.7</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>15.1</i>	
SPDR Portfolio Total Stock Market	7,540,957	29.7	-4.7	-4.7	-23.6	-15.9	7.8	8.6	10.9	6.0	04/01/1999
<i>S&amp;P Composite 1500</i>			<i>-4.8</i>	<i>-4.8</i>	<i>-23.7</i>	<i>-15.5</i>	<i>8.0</i>	<i>8.9</i>	<i>11.6</i>	<i>6.8</i>	
<b>International Equity</b>	<b>7,965,346</b>	<b>31.4</b>	<b>-10.7</b>	<b>-10.7</b>	<b>-27.6</b>	<b>-27.8</b>	<b>-2.0</b>	<b>-</b>	<b>-</b>	<b>-1.3</b>	<b>12/01/2018</b>
<i>MSCI AC World ex US Net</i>			<i>-9.9</i>	<i>-9.9</i>	<i>-26.5</i>	<i>-25.2</i>	<i>-1.5</i>	<i>-</i>	<i>-</i>	<i>0.4</i>	
Artisan International Small-Mid Cap	569,915	2.2	-5.9	-5.9	-31.4	-	-	-	-	-31.4	01/01/2022
<i>MSCI EAFE Small Cap Growth</i>			<i>-9.2</i>	<i>-9.2</i>	<i>-36.4</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-36.4</i>	
Brandes International Equity	1,749,514	6.9	-12.9	-12.9	-25.3	-25.6	-3.9	-3.7	2.5	3.6	04/01/1999
<i>MSCI AC World ex US Value</i>			<i>-10.3</i>	<i>-10.3</i>	<i>-20.5</i>	<i>-19.5</i>	<i>-1.5</i>	<i>-1.5</i>	<i>2.5</i>	<i>4.5</i>	
ClearBridge International Growth	1,542,063	6.1	-8.2	-8.2	-30.1	-	-	-	-	-30.1	01/01/2022
<i>MSCI EAFE Gr Net</i>			<i>-8.5</i>	<i>-8.5</i>	<i>-33.0</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-33.0</i>	
iShares MSCI Emerging Markets	627,870	2.5	-12.2	-12.2	-26.9	-27.6	-1.4	-	-	0.2	01/01/2019
<i>MSCI EM Net</i>			<i>-11.6</i>	<i>-11.6</i>	<i>-27.2</i>	<i>-28.1</i>	<i>-2.1</i>	<i>-</i>	<i>-</i>	<i>-0.1</i>	
iShares MSCI International Developed	2,476,709	9.8	-10.1	-10.1	-	-	-	-	-	-22.4	04/01/2022
<i>MSCI World Ex USA - USD</i>			<i>-9.1</i>	<i>-9.1</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-22.2</i>	
KraneShares Bosera MSCI China	215,466	0.9	-20.5	-20.5	-28.3	-	-	-	-	-28.3	01/01/2022
<i>MSCI China - USD</i>			<i>-22.4</i>	<i>-22.4</i>	<i>-31.1</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-31.1</i>	

**Cabrillo College Foundation**  
**Long-Term Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)								
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Matthews China Dividend Fund <i>MSCI China Net</i>	220,585	0.9	-15.3 -22.5	-15.3 -22.5	-26.5 -31.2	- -	- -	- -	- -	-26.5 -31.2	01/01/2022
Vanguard FTSE World ex-US Small-Cap <i>FTSE Gbl SmallCap Ex US TR USD</i>	563,224	2.2	-9.9 -9.0	-9.9 -9.0	-30.1 -30.0	- -	- -	- -	- -	-30.1 -30.0	01/01/2022
<b>Fixed Income</b>	<b>5,885,065</b>	<b>23.2</b>	<b>-3.4</b>	<b>-3.4</b>	<b>-9.1</b>	<b>-9.6</b>	<b>-1.3</b>	<b>-</b>	<b>-</b>	<b>0.9</b>	<b>12/01/2018</b>
<i>Barclays Aggregate</i>			<i>-4.8</i>	<i>-4.8</i>	<i>-14.6</i>	<i>-14.6</i>	<i>-3.3</i>	<i>-</i>	<i>-</i>	<i>0.0</i>	
Breckinridge Intm Govt/Credit <i>BC Gov/Cr Intm</i>	3,588,424	14.2	-3.2 -3.1	-3.2 -3.1	-9.5 -9.6	-10.0 -10.1	-1.3 -1.6	0.7 0.4	1.3 1.0	3.9 2.9	05/01/2006
CCM Community Impact Bond Fund <i>BC Agg Intm Tr</i>	2,296,641	9.1	-3.7 -3.8	-3.7 -3.8	-10.3 -11.0	-11.1 -11.5	-2.6 -2.3	- -	- -	-1.3 -1.0	05/01/2019
<b>Alternative Investments</b>	<b>3,213,290</b>	<b>12.7</b>	<b>-5.4</b>	<b>-5.4</b>	<b>-12.3</b>	<b>-11.5</b>	<b>1.0</b>	<b>-</b>	<b>-</b>	<b>3.1</b>	<b>12/01/2018</b>
<b>Private Equity</b>	<b>83,469</b>	<b>0.3</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.3</b>	<b>05/01/2022</b>
KKR Global Infrastructure IV	83,469	0.3	0.0	0.0	-	-	-	-	-	0.3	05/01/2022
<b>Private Real Estate</b>	<b>1,457,067</b>	<b>5.7</b>	<b>1.0</b>	<b>1.0</b>	<b>5.1</b>	<b>9.3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9.1</b>	<b>01/01/2021</b>
Boyd Watterson GSA Fund	1,102,158	4.3	1.3	1.3	4.3	5.7	-	-	-	7.1	01/01/2021
Bridge Workforce & Affordable Housing II	354,909	1.4	0.0	0.0	7.7	-	-	-	-	22.6	12/01/2021
<b>Private Credit</b>	<b>344,763</b>	<b>1.4</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-4.0</b>	<b>06/01/2022</b>
PIMCO Bravo IV	344,763	1.4	0.0	0.0	-	-	-	-	-	-4.0	06/01/2022

**Cabrillo College Foundation**  
**Long-Term Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

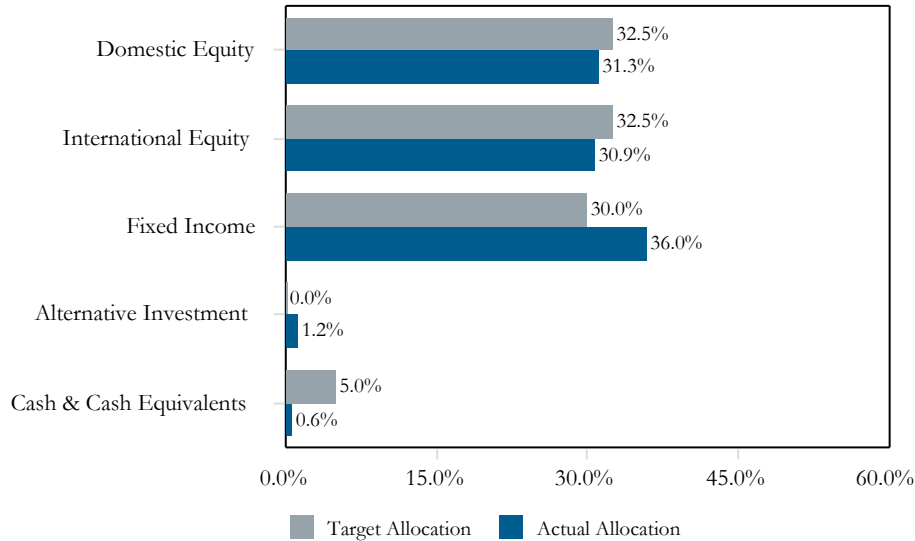
	Allocation		Performance(%)								
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
<b>Other Alternatives</b>	<b>1,327,992</b>	<b>5.2</b>	<b>-12.3</b>	<b>-12.3</b>	<b>-25.7</b>	<b>-26.0</b>	<b>-4.9</b>	<b>-</b>	<b>-</b>	<b>-1.6</b>	<b>12/01/2018</b>
Structured International Note	903,614	3.6	-	-	-	-	-	-	-	-14.0	08/01/2022
<i>MSCI Emerging Markets PR</i>			-	-	-	-	-	-	-	-11.9	
<b>Liquid Alternatives</b>	<b>424,377</b>	<b>1.7</b>	<b>-0.7</b>	<b>-0.7</b>	<b>-6.7</b>	<b>-5.9</b>	<b>0.2</b>	<b>-</b>	<b>-</b>	<b>1.7</b>	<b>12/01/2018</b>
<i>Wilshire Liquid Alternatives TR</i>			-1.9	-1.9	-7.3	-6.7	0.6	-	-	1.3	
Allspring Absolute Return Fund	41,747	0.2	-3.8	-3.8	-9.6	-	-	-	-	-9.6	01/01/2022
<i>HFRX Absolute Return</i>			2.1	2.1	1.2	-	-	-	-	1.2	
BlackRock Event Driven Equity Fund	85,858	0.3	0.4	0.4	-1.9	-	-	-	-	-1.9	01/01/2022
<i>HFRX Event Driven</i>			0.9	0.9	-5.4	-	-	-	-	-5.4	
BlackRock Long/Short Global Credit Fund	42,444	0.2	-1.0	-1.0	-8.8	-	-	-	-	-8.8	01/01/2022
<i>HFRX Fixed Income - Credit Index</i>			-1.1	-1.1	-13.8	-	-	-	-	-13.8	
Goldman Sachs Absolute Return Fund	124,374	0.5	-2.5	-2.5	-9.9	-	-	-	-	-9.9	01/01/2022
<i>HFRX Global Hedge Fund</i>			0.5	0.5	-4.6	-	-	-	-	-4.6	
The Merger Fund	129,955	0.5	1.5	1.5	-0.3	-	-	-	-	-0.3	01/01/2022
<i>HFRX ED Merger Arbitrage</i>			1.2	1.2	-2.7	-	-	-	-	-2.7	

# Cabrillo College Foundation

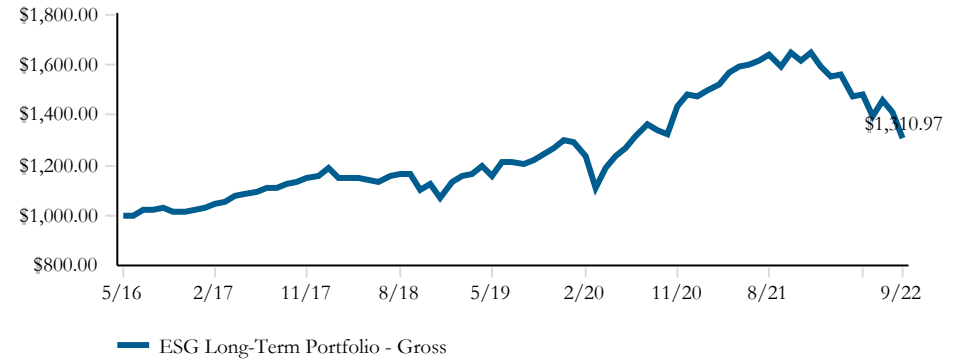
## ESG Long-Term Portfolio Summary

As of September 30, 2022

### Asset Allocation Analysis

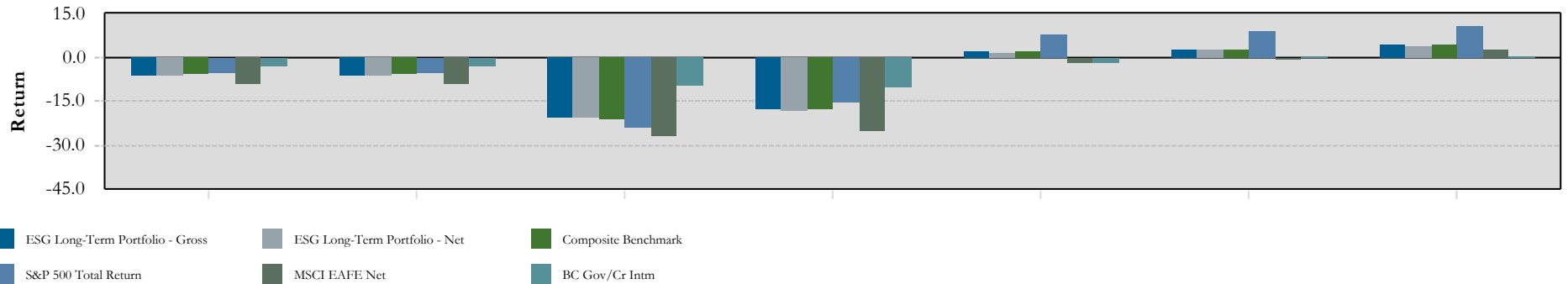


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross			06/01/16
Beginning Market Value	3,257,349	572,092	
Net Deposits/Withdrawals	-	2,713,431	
Gain/Loss	-207,328	-235,502	
Ending Market Value	3,050,021	3,050,021	

### Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
ESG Long-Term Portfolio - Gross	-6.25	-6.25	-20.47	-17.72	2.35	3.14	4.37	06/01/2016
ESG Long-Term Portfolio - Net	-6.37	-6.37	-20.77	-18.11	1.88	2.69	3.90	06/01/2016
Composite Benchmark	-5.80	-5.80	-20.89	-17.59	2.15	3.09	4.55	06/01/2016
S&P 500 Total Return	-4.88	-4.88	-23.87	-15.47	8.16	9.24	10.86	06/01/2016
MSCI EAFE Net	-9.36	-9.36	-27.09	-25.13	-1.83	-0.84	2.57	06/01/2016
BC Gov/Cr Intm	-3.06	-3.06	-9.62	-10.14	-1.64	0.38	0.59	06/01/2016

**Cabrillo College Foundation**  
**ESG Long-Term Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

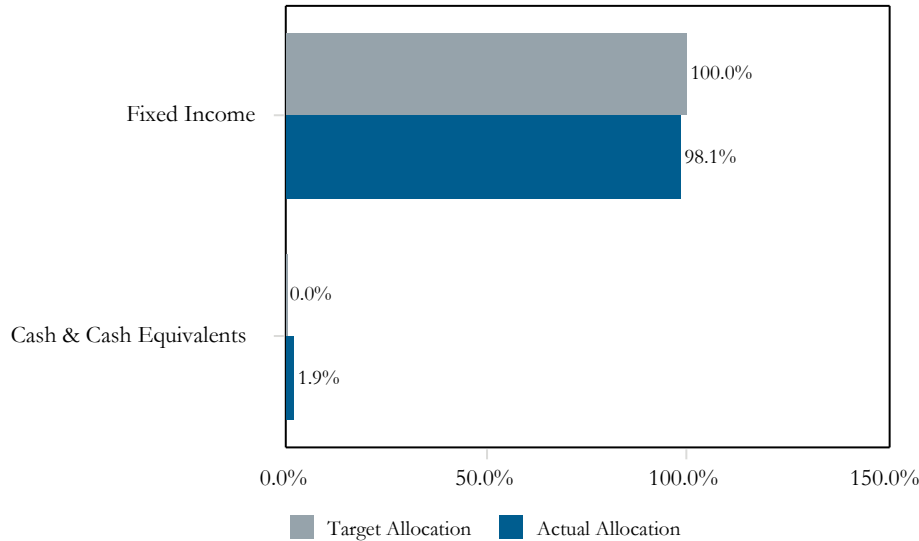
	Allocation		Performance(%)							
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
<b>ESG Long-Term Portfolio</b>	<b>3,050,021</b>	<b>100.0</b>	<b>-6.3</b>	<b>-6.3</b>	<b>-20.5</b>	<b>-17.7</b>	<b>2.4</b>	<b>3.1</b>	<b>4.4</b>	<b>06/01/2016</b>
<i>ESG Long-Term Portfolio - Net</i>			<i>-6.4</i>	<i>-6.4</i>	<i>-20.8</i>	<i>-18.1</i>	<i>1.9</i>	<i>2.7</i>	<i>3.9</i>	
<i>Composite Benchmark</i>			<i>-5.8</i>	<i>-5.8</i>	<i>-20.9</i>	<i>-17.6</i>	<i>2.2</i>	<i>3.1</i>	<i>4.5</i>	
<b>Equity</b>	<b>1,945,639</b>	<b>63.8</b>	<b>-7.9</b>	<b>-7.9</b>	<b>-25.9</b>	<b>-20.5</b>	<b>5.0</b>	<b>-</b>	<b>6.5</b>	<b>12/01/2018</b>
Aperio ACWI ESG	1,112,044	36.5	-7.7	-7.7	-25.3	-19.7	4.3	-	4.7	06/01/2018
<i>MSCI ACWI</i>			<i>-6.7</i>	<i>-6.7</i>	<i>-25.3</i>	<i>-20.3</i>	<i>4.2</i>	<i>-</i>	<i>4.3</i>	
iShares ESG Aware MSCI EAFE	233,396	7.7	-10.1	-10.1	-27.3	-	-	-	-27.3	01/01/2022
<i>MSCI EAFE ESG Focus NR USD</i>			<i>-9.4</i>	<i>-9.4</i>	<i>-27.4</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-27.4</i>	
iShares ESG Aware MSCI Emerging Markets	84,947	2.8	-14.3	-14.3	-29.8	-	-	-	-29.8	01/01/2022
<i>MSCI EM ESG Focus NR USD</i>			<i>-12.9</i>	<i>-12.9</i>	<i>-29.2</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-29.2</i>	
Martin Currie Emerging Markets	87,936	2.9	-11.1	-11.1	-33.0	-	-	-	-33.0	01/01/2022
<i>MSCI EM Gr Net</i>			<i>-12.1</i>	<i>-12.1</i>	<i>-30.6</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-30.6</i>	
Nuveen ESG Large-Cap Value	123,820	4.1	-7.5	-7.5	-20.7	-14.2	-	-	5.8	08/01/2020
<i>Russell 1000 Value</i>			<i>-5.6</i>	<i>-5.6</i>	<i>-17.8</i>	<i>-11.4</i>	<i>-</i>	<i>-</i>	<i>9.4</i>	
Pax Small-Cap Fund	59,848	2.0	-2.6	-2.6	-26.1	-20.1	-	-	10.1	08/01/2020
<i>Russell 2000</i>			<i>-2.2</i>	<i>-2.2</i>	<i>-25.1</i>	<i>-23.5</i>	<i>-</i>	<i>-</i>	<i>6.8</i>	
Trillium Large-Cap Core	243,648	8.0	-4.7	-4.7	-25.5	-19.6	7.2	-	9.0	12/01/2018
<i>S&amp;P 500 Total Return</i>			<i>-4.9</i>	<i>-4.9</i>	<i>-23.9</i>	<i>-15.5</i>	<i>8.2</i>	<i>-</i>	<i>8.9</i>	
<b>Fixed Income</b>	<b>1,104,382</b>	<b>36.2</b>	<b>-3.3</b>	<b>-3.3</b>	<b>-9.7</b>	<b>-10.2</b>	<b>-1.6</b>	<b>-</b>	<b>0.7</b>	<b>12/01/2018</b>
Breckinridge Intm. Sustainable Govt/Credit	773,852	25.4	-3.1	-3.1	-9.4	-9.9	-1.3	0.8	0.8	06/01/2016
<i>BC Gov/Cr Intm</i>			<i>-3.1</i>	<i>-3.1</i>	<i>-9.6</i>	<i>-10.1</i>	<i>-1.6</i>	<i>0.4</i>	<i>0.6</i>	
CCM Community Impact Bond Fund	330,530	10.8	-3.8	-3.8	-10.4	-11.2	-2.6	-	-1.3	05/01/2019
<i>BC Agg Intm Tr</i>			<i>-3.8</i>	<i>-3.8</i>	<i>-11.0</i>	<i>-11.5</i>	<i>-2.3</i>	<i>-</i>	<i>-1.0</i>	

# Cabrillo College Foundation

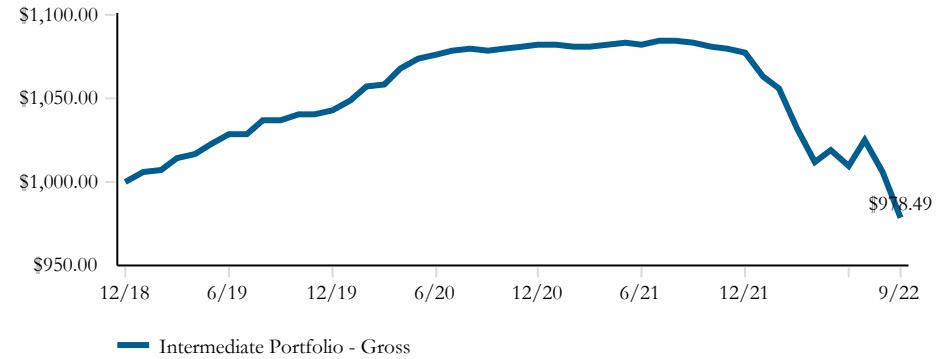
## Intermediate Portfolio Summary

As of September 30, 2022

### Asset Allocation Analysis

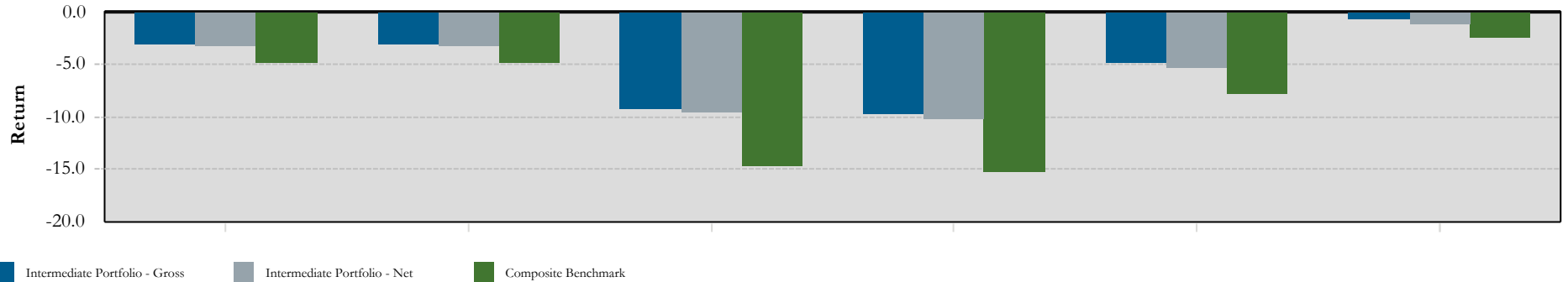


### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Intermediate Portfolio - Gross			01/01/19
Beginning Market Value	2,116,943	305,006	
Net Deposits/Withdrawals	-	1,933,837	
Gain/Loss	-66,570	-188,471	
Ending Market Value	2,050,372	2,050,372	

### Performance



	QTD	Fiscal YTD	YTD	1 Year	2 Years	Since Inception	Inception Date
Intermediate Portfolio - Gross	-3.02	-3.02	-9.19	-9.73	-4.78	-0.58	01/01/2019
Intermediate Portfolio - Net	-3.14	-3.14	-9.53	-10.17	-5.23	-1.04	01/01/2019
Composite Benchmark	-4.75	-4.75	-14.61	-15.16	-7.74	-2.40	01/01/2019

**Cabrillo College Foundation**  
**Intermediate Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)						
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	2 Years	Since Inception	Inception Date
<b>Intermediate Portfolio</b>	<b>2,050,372</b>	<b>100.0</b>	<b>-3.0</b>	<b>-3.0</b>	<b>-9.2</b>	<b>-9.7</b>	<b>-4.8</b>	<b>-0.6</b>	<b>01/01/2019</b>
<i>Intermediate Portfolio - Net</i>			<i>-3.1</i>	<i>-3.1</i>	<i>-9.5</i>	<i>-10.2</i>	<i>-5.2</i>	<i>-1.0</i>	
<i>Composite Benchmark</i>			<i>-4.8</i>	<i>-4.8</i>	<i>-14.6</i>	<i>-15.2</i>	<i>-7.7</i>	<i>-2.4</i>	
Sage Intermediate Taxable Fixed Income	2,050,372	100.0	-3.0	-3.0	-9.2	-	-	-9.2	01/01/2022
<i>Barclays Aggregate</i>			<i>-4.8</i>	<i>-4.8</i>	<i>-14.6</i>	<i>-</i>	<i>-</i>	<i>-14.6</i>	

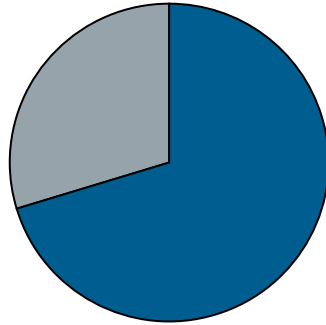
# Cabrillo College Foundation

## Short-Term Portfolio Summary

As of September 30, 2022

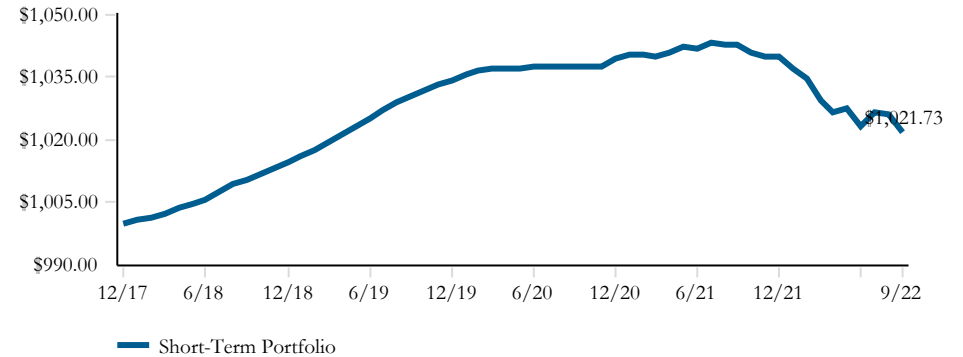
### Asset Allocation Analysis

September 30, 2022 : \$2,929



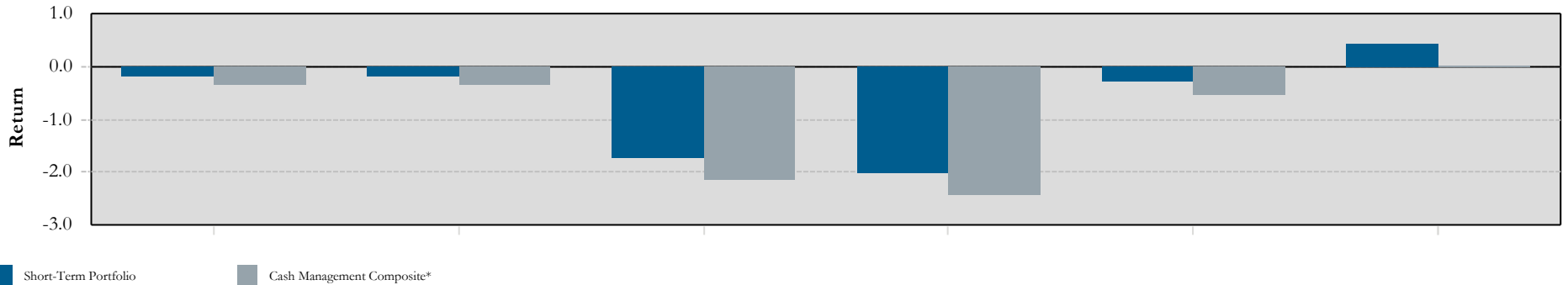
Segments	Market Value (\$000)	Allocation (%)
Domestic Fixed Income	2,059.39	70.31
Cash Equivalent	869.63	29.69

### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Short-Term Portfolio			01/01/18
Beginning Market Value	3,131,672	2,847,882	
Net Deposits/Withdrawals	-197,877	-9,304	
Gain/Loss	-4,781	90,436	
Ending Market Value	2,929,014	2,929,014	

### Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	Since Inception	Inception Date
Short-Term Portfolio	-0.18	-0.18	-1.74	-2.04	-0.29	0.45	01/01/2018
Cash Management Composite*	-0.36	-0.36	-2.15	-2.44	-0.54	0.03	01/01/2018

\*Cash Management Composite transitions from 50/50 FTSE T-Bills 30 Day and Cash to 34/66 BC Gov/Cr 1-3Y and Lipper Ultra Short Fund Index in 11/2020.

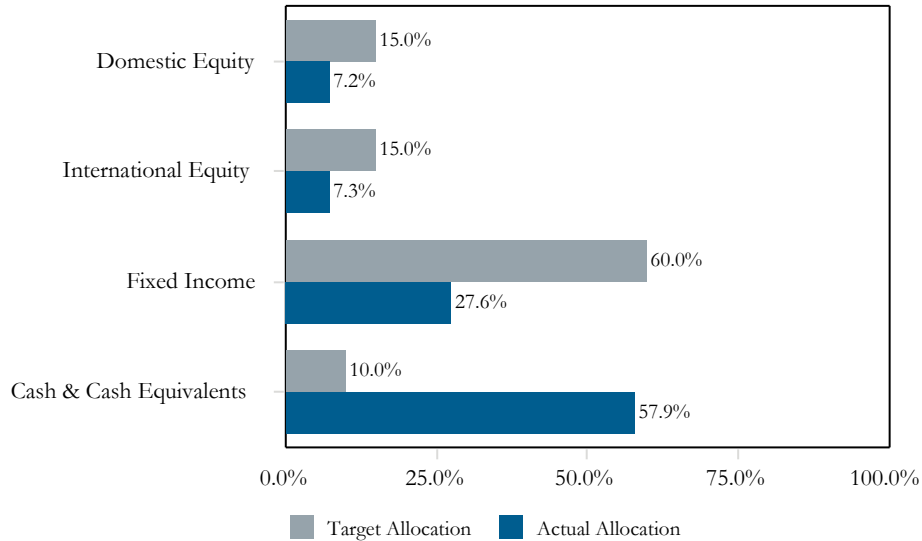


# Cabrillo College Foundation

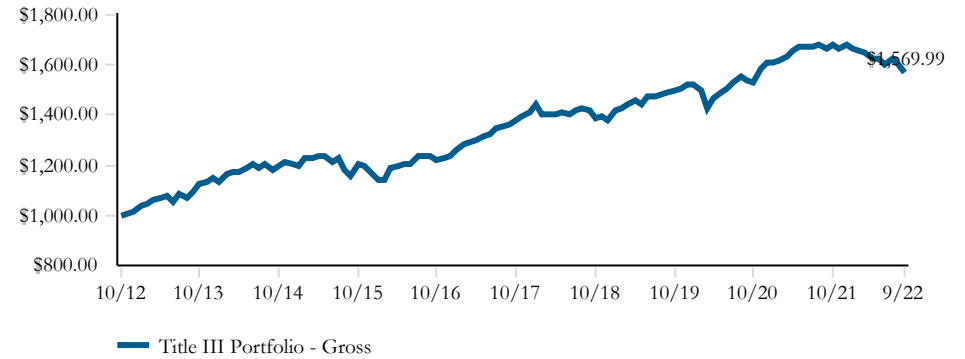
## Title III Portfolio Summary

### As of September 30, 2022

#### Asset Allocation Analysis

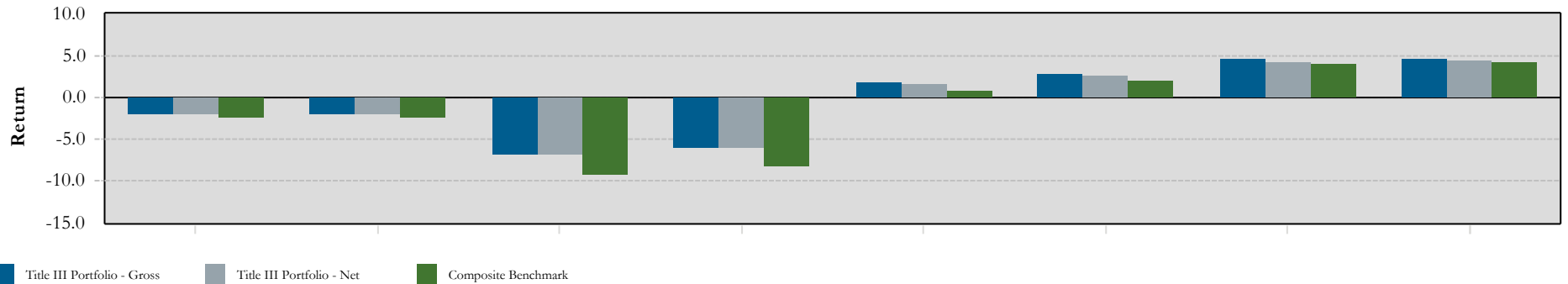


#### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title III Portfolio - Gross			11/01/12
Beginning Market Value	526,346	129,011	
Net Deposits/Withdrawals	-	328,392	
Gain/Loss	-10,480	58,663	
Ending Market Value	516,065	516,065	

#### Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Title III Portfolio - Gross	-1.95	-1.95	-6.65	-5.86	1.82	2.82	4.49	4.65	11/01/2012
Title III Portfolio - Net	-1.99	-1.99	-6.76	-6.01	1.58	2.57	4.19	4.33	11/01/2012
Composite Benchmark	-2.36	-2.36	-9.06	-8.14	0.75	2.02	3.95	4.17	11/01/2012

**Cabrillo College Foundation**  
**Title III Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)								
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	7 Years	Since Incep	Inception Date
<b>Title III Portfolio - Gross</b>	<b>516,065</b>	<b>100.0</b>	<b>-2.0</b>	<b>-2.0</b>	<b>-6.6</b>	<b>-5.9</b>	<b>1.8</b>	<b>2.8</b>	<b>4.5</b>	<b>4.7</b>	<b>11/01/2012</b>
<i>Title III Portfolio - Net</i>			-2.0	-2.0	-6.8	-6.0	1.6	2.6	4.2	4.3	
<i>Composite Benchmark</i>			-2.4	-2.4	-9.1	-8.1	0.8	2.0	3.9	4.2	
Global Core Equity	78,030	15.1	-7.8	-7.8	-23.1	-19.1	2.6	-	-	2.5	05/01/2018
<i>MSCI AC World Net*</i>			-6.8	-6.8	-25.6	-20.7	1.0	-	-	1.3	
US Core Fixed Income	143,987	27.9	-2.6	-2.6	-8.4	-8.8	-1.2	-	-	1.1	05/01/2018
<i>BC Agg Intm Tr</i>			-3.8	-3.8	-11.0	-11.5	-2.3	-	-	0.3	
Cash Management	294,048	57.0	0.1	0.1	0.1	0.1	0.1	-	-	0.7	05/01/2018
<i>Cash Management Composite*</i>			-0.4	-0.4	-2.2	-2.4	-0.5	-	-	0.0	

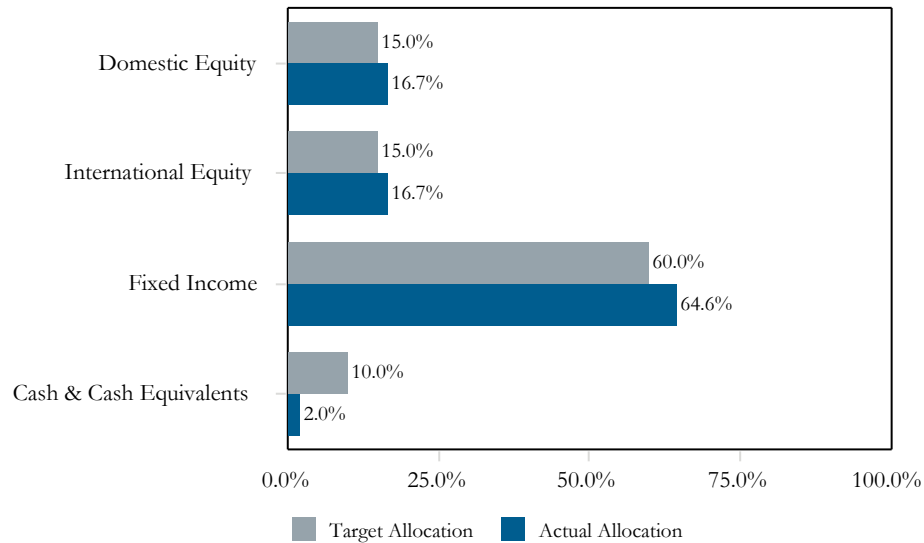
\*MSCI AC World Net transitioned from 25% Russell 3000, 25% Russell 3000 Value, 35% MSCI ACWI Ex-US IMI, and 15% MSCI ACWI Ex-US Value in 11/2020. Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash.

# Cabrillo College Foundation

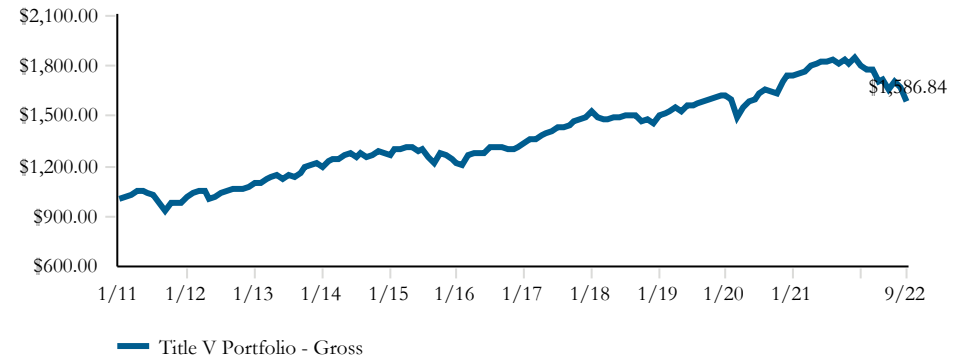
## Title V Portfolio Summary

### As of September 30, 2022

#### Asset Allocation Analysis

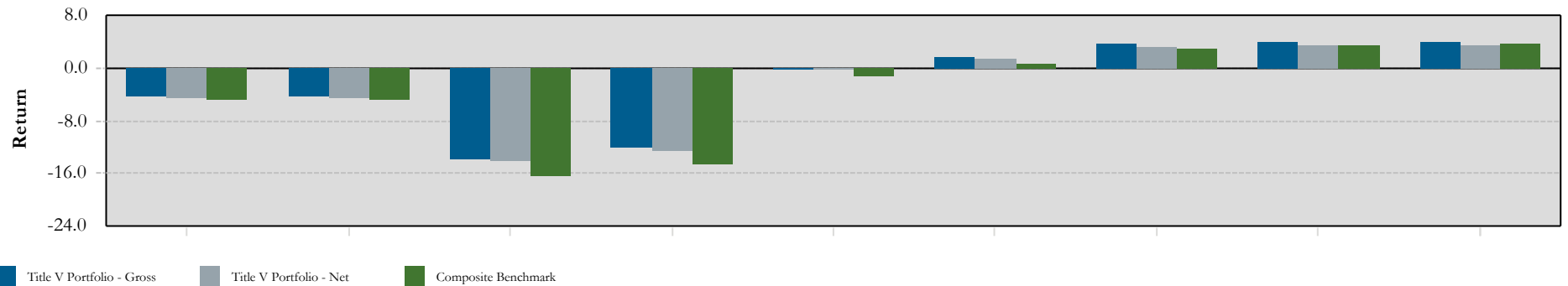


#### Growth of a Thousand Dollars



	Quarter To Date	Since Inception	Inception Date
Title V Portfolio - Gross			02/01/11
Beginning Market Value	1,148,294	99,321	
Net Deposits/Withdrawals	-19,247	686,348	
Gain/Loss	-51,112	292,266	
Ending Market Value	1,077,936	1,077,936	

#### Performance



	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception	Inception Date
Title V Portfolio - Gross	-4.44	-4.44	-13.96	-12.29	0.09	1.82	3.77	4.04	4.04	02/01/2011
Title V Portfolio - Net	-4.52	-4.52	-14.18	-12.59	-0.24	1.50	3.43	3.68	3.67	02/01/2011
Composite Benchmark	-4.77	-4.77	-16.39	-14.61	-1.23	0.87	3.11	3.52	3.72	02/01/2011

**Cabrillo College Foundation**  
**Title V Portfolio - Annualized Performance Summary**  
**As of September 30, 2022**

	Allocation		Performance(%)									
	Market Value (\$)	%	QTD	Fiscal YTD	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Since Incep	Inception Date
<b>Title V Portfolio - Gross</b>	<b>1,077,936</b>	<b>100.0</b>	<b>-4.4</b>	<b>-4.4</b>	<b>-14.0</b>	<b>-12.3</b>	<b>0.1</b>	<b>1.8</b>	<b>3.8</b>	<b>4.0</b>	<b>4.0</b>	<b>02/01/2011</b>
<i>Title V Portfolio - Net</i>			<i>-4.5</i>	<i>-4.5</i>	<i>-14.2</i>	<i>-12.6</i>	<i>-0.2</i>	<i>1.5</i>	<i>3.4</i>	<i>3.7</i>	<i>3.7</i>	
<i>Composite Benchmark</i>			<i>-4.8</i>	<i>-4.8</i>	<i>-16.4</i>	<i>-14.6</i>	<i>-1.2</i>	<i>0.9</i>	<i>3.1</i>	<i>3.5</i>	<i>3.7</i>	
Global Core Equity	374,070	34.7	-7.8	-7.8	-23.1	-18.6	3.2	-	-	-	2.9	05/01/2018
<i>MSCI AC World Net*</i>			<i>-6.8</i>	<i>-6.8</i>	<i>-25.6</i>	<i>-20.7</i>	<i>1.0</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>1.3</i>	
US Core Fixed Income	690,107	64.0	-2.6	-2.6	-8.4	-8.8	-1.2	-	-	-	1.1	05/01/2018
<i>BC Agg Intm Tr</i>			<i>-3.8</i>	<i>-3.8</i>	<i>-11.0</i>	<i>-11.5</i>	<i>-2.3</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>0.3</i>	
Cash Management	13,759	1.3	0.2	0.2	-2.3	-2.7	-0.6	-	-	-	0.4	05/01/2018
<i>Cash Management Composite*</i>			<i>-0.4</i>	<i>-0.4</i>	<i>-2.2</i>	<i>-2.4</i>	<i>-0.5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>0.0</i>	

\*MSCI AC World Net transitioned from 25% Russell 3000, 25% Russell 3000 Value, 35% MSCI ACWI Ex-US IMI, and 15% MSCI ACWI Ex-US Value in 11/2020. Cash Management Composite is 50/50 FTSE T-Bills 30 Day and Cash.

## MEMORANDUM

**DATE:** November 1, 2022

**TO:** Board of Directors

**FROM:** Vance Landis-Carey

**SUBJECT:** **President's Circle Campaign**

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### **2022-23 President's Circle Committee**

The 2022-23 campaign goal is \$503,000 and \$58,158 has been raised to date for the President's Circle. Karen Cogswell joined Linda Burroughs as co-chair of the President's Circle Committee and Mike Allard, Diane Koenig, Robin McFarland, Ron Sekkel and Margie Sisk joined the committee this year.

Committee members have worked hard to personalize President's Circle invitations for their donors and prospects and over 1,000 invitations will be mailed the first week of November.

Our final Sandy Lydon event was held on Saturday, October 22<sup>nd</sup>. All President's Circle donors who gave \$1,000 or more during the 2021-22 campaign cycle were invited. The event will be held at the cafeteria on the Cabrillo campus in Aptos from 9:30am – 1:30pm. We offered coffee and donuts to guests upon arrival and then enjoyed Sandy's presentation–Cabrillo College: Unifying the County through Education. Guests had lunch together after the talk and celebrated Sandy and the many adventures he's led us through over the years. 97 guests attended.

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

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

President's Holiday Party (\$1,000+ donors)	Dec. 2, 2022
Reception and Cabrillo Stage Summer Musical (\$1,000+)	Summer 2023
Tapas with Teachers: flash lectures by Cabrillo Faculty (\$1,500+)	Spring 2023
Culinary Student Showcase (\$2,500+)	Spring 2023
Happy Hour at the home of President Matt Wetstein (\$5,000+)	Summer 2023
Homemade Pizza Party at the home of Claire Biancalana and Bill Kelsay (\$10,000+)	Summer 2023
A curated Cabrillo experience designed for you (\$15,000+)	TBD 2023

## MEMORANDUM

**DATE:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Karen Semingson  
**SUBJECT:** 2022 Women's Educational Success (WES)

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WES grants are a critical resource for staff and faculty on campus, empowering them to send a lifeline to a struggling student. This year a total of \$110,000 will be given out to students in need and by the end of the 2022-23 academic year, **we will have awarded over \$1 million to students since the program's inception in 1997!**

### EVENT:

- After two years of hosting the WES event virtually, we were finally able to celebrate in person!
- The event was held on Friday, September 30 at the Samper Recital Hall on the Cabrillo campus in Aptos.
- The program was held inside (masks required) and lasted 38 minutes.
- It was the 25<sup>th</sup> anniversary of WES and we were very happy to recognize our first donors or "Founding Mothers" and co-founder of WES, Rachael Spencer during the program
- Four students and one Cabrillo alumna spoke about the profound impact receiving a WES grant when they needed help.
- Boxed lunches prepared by the Farm Bakery were offered following the program and guests could chose to stay and enjoy their lunches at tables outside the Recital Hall, or take them to go.
- A total of 118 guests attended



WES recipient Bridgette Madrigal was one of our student speakers. She is a 36-year-old single mother of 3 and her ambition is to become a dietitian and RN or PA. She is working so hard in school and shared her gratitude at the WES event:

*The WES grant helped me not only by paying for the cost of my school books, but also helped me sustain financial responsibilities for me and my children. You have no idea how much this means to me and my family, to have these resources and help from our community. I have no doubt I will excel at my goals and dreams thanks to all the support Cabrillo College has to offer and to you.*

*I am honored to have been a part of the event, surrounded by such an amazing and powerful group of women. I was really touched by all the women who approached me after the event to thank me. When in reality I owe all my gratitude and appreciation to them.*

### 2022 CAMPAIGN:

- Mary Culley and Freny Cooper are co-chairs for the 2022 WES Campaign
- The WES Committee, consisting of 25 Best Friends, sent personalized WES invitations to over 1,700 potential donors, inviting them to support the program.
- As of October 31, **\$225,095 has been raised from 428 donors**, over \$15,000 ahead of where we were last year at this time! WES donations made through December 31<sup>st</sup> will be included in the 2022 WES Campaign.
- The Wedeen Hammer Locatelli Group at Morgan Stanley partnered with the Sharanam Foundation to give a matching grant to inspire donors to potentially increase their support and give gifts of \$250 or more. The entire amount of \$20,000 from the Wedeen Hammer Locatelli Group and Sharanam Foundation has been matched.

## MEMORANDUM

**DATE:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Gun Ruder  
**SUBJECT:** Faculty and Staff Grants

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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

This year there is \$129,841 available to award Cabrillo staff and faculty to enhance student learning and increase student success. Grant recipients are selected through an annual proposal process. In October and November of each year, various committees meet to evaluate proposals and select grant recipients for each of the three grant programs.

The deadline to apply has passed and Department Deans have completed the initial review and approval process. Crocker grant recipients are currently being selected. Once Crocker funds have been allocated, the Faculty Grants for Student Success committee will receive unfunded proposal to review. The committee will meet on November 28<sup>th</sup> to discuss projects and select recipients.

The Faculty Grants for Student Success selection committee is comprised of Foundation Board Members, Cabrillo Faculty and community members:

Cherie Barkey (HASS), Owen Brown, Linda Burroughs, Ceil Cirillo, Linda Downing, Les Forester, Mary Gaukel, Francisco Iñiguez (BELA), Tobin Keller (Chair; VAPA), Inga Moses Gonzalez (ILC), Amy Newell, Gun Ruder, Ana Ruiz (Student Services), David Schwartz, Ron Sekkel, Rachael Spencer, Natalie Vanoli (HAWK), Marcie Wald (Counseling)

## MEMORANDUM

**DATE:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Julie Thiebaut  
**SUBJECT:** **Scholarship Program**

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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

- During the 2021-22 fiscal year, we awarded over **\$1.6 million in scholarships to 1558 students.**
- Scholarship recipients were notified of their awards at the end of May and will receive their funds in the next two weeks, provided they meet their scholarship's criteria.

### SCHOLARSHIP COMMITTEE

- Committee members: Rachael Spencer (Chair), Claire Biancalana, Jess Brown, Ceil Cirillo, Virginia Coe, Karen Cogswell, Kathryn Cowan, Linda Downing, Jan Furman, Rich Hart, Adele Miller, Corinne Miller, Cory Ray, Dan Rothwell, Julie Thiebaut, Rachel Wedeen and Jill Wilson
- Committee members serve as community ambassadors for our scholarship program.
- Our next committee meeting will be held in-person on Thursday, November 10<sup>th</sup> at 3pm at the Sesnon House.

### A RECENT SCHOLARSHIP RECIPIENT SHARES HER GRATITUDE

Dear scholarship donors,

I am the first person in my family to attend college. As a first-generation student, my parents had to choose low-paying jobs since they are immigrants with poor English skills. I moved in to United States with my mum when I was 13 years old, since my father had passed away. I've always known my mother couldn't help me pay for college since she just made enough to cover our rent and put food on the table. I have thus taken the initiative to earn and save my own money. I began working at the mall after school and on weekends when I was 16 years old.

I love helping people. I just graduated from Cabrillo College this summer, and now I will be studying biology at the UC Berkeley, where I've been recently accepted. My goal is to become a doctor to help my family and other people.



Pre-med will definitely be a struggle academically, and Cabrillo College Foundation Endowed Scholarship will allow me to concentrate on those challenging subjects rather than worrying about how to pay for expenses. This scholarship will assist me to concentrate on my studies, let go of my problems, and accomplish my objectives.

Thank you,  
Sherin



## MEMORANDUM

**DATE:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Cory Ray  
**SUBJECT:** Student Veterans Endowment

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### Background

In 2020, Cabrillo College student veterans launched the first annual Student Veterans Endowment (SVE) campaign. The Student Veterans Endowment provides rapid response grants to student veterans who experience unforeseen hardships while transitioning to civilian life. SVE grants are awarded within one week of the request and fortify students who are experiencing challenges.

The Student Veterans Endowment has grown to \$44,500. Six rapid response grants have been awarded in the amount of \$500 each to help our students veterans stay on their path. A total of \$1,500 will be available to award for the 2022-23 academic year.

20 members of the 2022 Quick Reaction Force Committee have been soliciting donors and prospects and veteran Mike Brandy will match gifts of \$100 or more, up to \$10,000. The goal is to raise over \$20,000 this year and so far \$18,975 has been raised. Donors and veterans will be honored at the annual Cabrillo Veterans BBQ on November 10<sup>th</sup>.

**"Just before I finished my degree at Cabrillo, I was facing financial issues from trying to juggle my life priorities. Because of the SVE grant, I was able to put school over work and graduate on time!"**

**Antonio Nunez**





CABRILLO COLLEGE VETERANS  
INVITE YOU TO

# *Veteran's Awareness Week*

## 2022

ALL ARE WELCOME TO THESE FREE ACTIVITIES

**Mon  
Nov 7**

★★★★★  
11 am - 1 pm

### **VETERANS INFORMATION CENTER OPEN HOUSE**

Join us to kick-off Veterans Week with Marianne's Ice Cream Sandwiches.

### **MILITARY HISTORY & EQUIPMENT DEMONSTRATION**

Student Veterans and staff display military equipment from Vietnam, Iraq and Afghanistan

**Tues  
Nov 8**

★★★★★  
2:30-4:00 pm

**Wed  
Nov 9**

★★★★★  
10am: Coffee  
2 - 3 pm

### **HEALING WITH ART**

Join us for a healing painting/drawing activity!  
Coffee & pastries at 10 am. Come and check out our display of veteran & student artwork.  
Painting activity 2 to 3 pm

### **VETERANS CELEBRATION**

Join us to honor our veterans and supporters with a taco feast and music in honor of Veterans Day Program at 12:30 pm

**Thurs  
Nov 10**

★★★★★  
11 am- 1 pm

All events will take place outside the Vet Center located in Bld 900 in room 914. Free Parking in parking lot K.  
Questions Contact Flor Chacon at 831-477-3508 or email [flchaocn@cabrillo.edu](mailto:flchaocn@cabrillo.edu)



SCAN ME

### **STUDENT VETERAN ENDOWMENT (SVE)**

Support Veterans at Cabrillo College with a gift to the SVE. Your endowed gift will help generations of student veterans with Rapid Response Grants when needed most!



ASCC  
STUDENT  
SENATE

active  
minds





## MEMORANDUM

**DATE:** November 1, 2022  
**TO:** Board of Directors  
**FROM:** Nancy Machado  
**SUBJECT:** Schedule for the 2021-22 990 filing

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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 2021-22 Cabrillo College Foundation federal Form 990 process:

Week of December 5 <sup>th</sup>	Cabrillo College Foundation staff completes Form 990 and submits to Auditor.
Week of December 12 <sup>th</sup>	Auditor completes Form 990 and e-mails draft to Nancy Machado.
December 16, 2022	Cabrillo College Foundation Executive Director reviews draft Form 990.
January 9, 2023	Draft Federal Form 990 e-mailed to the Board of Directors with an overview and instructions for review.
January 16, 2023	Cabrillo College Foundation Board of Directors responds to Nancy Machado with any suggestions/changes to draft Federal Form 990.
January 23, 2023	Final Federal Form 990 is e-mailed to the Board of Directors for final review.
February 14, 2023	At the Cabrillo College Foundation Board meeting, final Federal form 990 is approved and signed by a Board Officer and Cabrillo College Foundation emails final Federal Form 990 to EideBailly to file electronically.

# 2022-23 Cabrillo College Foundation Committee Meetings and Events

Updated 10/17/2022

<p><b><u>BOARD OF DIRECTORS</u></b>  <i>Tuesdays, 12:00-2:00 pm</i>  <b>New Member Orientation</b>  September 13, 2022  11:00 am-12:00 pm</p> <p><b>Meetings:</b>  September 13, 2022  November 8, 2022  February 14, 2023  May 9, 2023</p> <p><b><u>AUDIT</u></b>  <b>10:00-11:00 am</b>  October 6, 2022  May 2023 TBD</p> <p><b><u>EXECUTIVE</u></b>  <b>9:00-10:00 am</b>  August 25, 2022  (9:00 – 10:30 am)  October 24, 2022  (2:00 - 3:00 pm)  January 26, 2023  April 20, 2023  (9:00 – 10:30 am)</p> <p><b><u>FINANCE AND INVESTMENT</u></b>  <b>9:00-10:30 am</b>  August 18, 2022  September 8, 2022 (12pm)  October 13, 2022  January 12, 2023  March 30, 2023  (Sesnon House)</p>	<p><b><u>FACULTY GRANTS</u></b>  November 2022 TBD</p> <p><b>NOMINATING</b>  March 2023 TBD</p> <p><b><u>PRESIDENT'S CIRCLE</u></b>  September 13, 2022  5:00 – 7:00 pm  (kick-off party)</p> <p>October 12, 2022  (packet pick up)</p> <p>March 2023 TBD  5:00 pm – 7:00 pm  (wrap-up party)</p> <p><b><u>WOMEN'S EDUCATIONAL SUCCESS (WES)</u></b>  September 30, 2022  12:00 pm – 1:00 pm  (Luncheon)  Samper Recital Hall</p> <p><b><u>RETIREEES</u></b>  August 24, 2022  10:00 am - 11:00 am</p> <p><b><u>SCHOLARSHIP</u></b>  November 2022 TBD</p> <p><b><u>CABRILLO ADVANCEMENT PROGRAM</u></b>  February 2023 TBD  May 2023 TBD</p>	<p><b><u>EXCLUSIVE EVENTS FOR PRESIDENT'S CIRCLE MEMBERS</u></b></p> <p><b>Sandy Lydon Virtual History</b>  \$1,000 + Members  October 22, 2022  9:30 am  Cabrillo College Cafeteria</p> <p><b>Happy Hour at Matt's</b>  \$5,000 + Members  Spring 2023 TBD</p> <p><b>Tapas with Teachers</b>  \$1,500+ Members  Spring 2023</p> <p><b>Culinary Student Showcase</b>  \$2,500+ Members  May 2023 TBD  6:00 - 9:00 pm</p> <p><b>TBD</b>  \$10,000+ Members  Summer 2023 TBD</p> <p><b>TBD</b>  \$15,000+ Members  Summer 2023 TBD</p>	<p><b><u>EVENT DATES</u></b></p> <p><b>Colligan Family Scholarship Ceremony</b>  August 17, 2022</p> <p><b>Retiree Happy Hour</b>  October 11, 2022  4:00 pm – 6:00 pm</p> <p><b>Heritage Club Lunch</b>  November 2022 TBD  12:00 pm – 1:00 pm</p> <p><b>President's Holiday Party</b>  December 2, 2022  5:30 PM</p> <p><b>Faculty and Staff Grants Awards</b>  January 2023 TBD  3:00 pm – 4:30 pm</p> <p><b>Cabrillo Advancement Program (CAP) Ceremony</b>  March 14, 2023  6:00 – 8:00 pm  Crocker Theater</p>
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## 2022-23 Cabrillo College Foundation Committee Roster – Updated 10/24/2022

### **BOARD OF DIRECTORS**

Rob Allen  
 Pegi Ard, CFO  
 Michele Bassi  
 Karen Cogswell  
 Kathryn Cowan  
 Sesario Escoto  
 Diane Marvin Koenig  
 Vance Landis-Carey  
 Amy Lehman-Sexton, VP  
 Student Services  
 Robin McFarland, VP  
 Instruction (Interim)  
 Ed Newman, Secretary  
 Bradley Olin, VP Admin.  
     Services, Asst. Treasurer  
 Erica Ow  
 Patty Quillin, President  
 Cory Ray  
 Maria Esther Rodriguez  
 Dan Rothwell, College  
 Trustee  
 Gun Ruder, Past President  
 Ron Sekkel  
 Karen Semingson  
 Rachael Spencer, College  
 Trustee  
 Trevor Strudley  
 Kate Terrell  
 Julie Thiebaut  
 Rachel Wedeen, Vice  
 President  
 Matt Wetstein, Asst.  
 Secretary,  
     CC President  
 Kristin Wilson, Faculty  
 Representative  
 Donna Ziel, College Trustee

### **AUDIT**

Chair: Karen Semingson  
 David Heald  
 Barbara Scherer  
*Staff:* Eileen Hill  
     Nancy Machado

### **EXECUTIVE**

Pegi Ard, CFO  
 Ed Newman, Secretary  
 Patty Quillin, President  
 Gun Ruder, Past President  
 Rachael Spencer  
 Rachel Wedeen, Vice  
 President  
 Matt Wetstein, CC  
 President  
*Staff:* Eileen Hill  
     Nancy Machado

### **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  
 Linda Burroughs  
 Ceil Cirillo  
 Linda Downing  
 Les Forster  
 Mary Gaukel  
 Francisco Iñiguez  
 Tobin Keller  
 Inga Gonzalez Moses  
 Amy Newell  
 Gun Ruder  
 Ana Ruiz  
 David Schwartz  
 Natalie Vanoli  
*Staff:* Eileen Hill, Caitlin Bonura

### **NOMINATING**

Michele Bassi  
 Claire Biancalana  
 Patty Quillin  
 Gun Ruder  
 Rachael Spencer  
 Rachel Wedeen  
*Lead Staff:* Eileen Hill

### **PRESIDENT'S CIRCLE**

*Co-chairs:*  
     Linda Burroughs  
     Karen Cogswell  
 Mike Allard  
 Pegi Ard

Jim Baker  
 Pat Barton  
 Michele Bassi  
 Claire Biancalana  
 Mary Blanchard  
 Owen Brown  
 Ted Burke  
 Ceil Cirillo  
 Kathryn Cowan  
 Lee Duffus  
 Kristin Fabos  
 Duf Fischer  
 Paula Fischer  
 Peggy Flynn  
 Jackie Heald  
 Kent Imai  
 Diane Koenig  
 Julie Lambert  
 Vance Landis-Carey  
 Marilyn Manning Lonerger  
 Richard Lonerger  
 Robin McFarland  
 Fred McPherson  
 Kelly Nesheim  
 Ed Newman  
 Erica Ow  
 William Ow  
 Ron Sekkel  
 Margie Sisk  
 Steve Snodgrass  
 Ginny Solari Mazry  
 Rachael Spencer  
 Julie Thiebaut  
 Rachel Wedeen  
 Matt Wetstein  
 Theo Wierdsma  
 Paula Woods  
*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  
 Adele Miller  
 Corinne Miller  
 Cory Ray  
 Dan Rothwell  
 Julie Thiebaut  
 Rachel Wedeen  
 Jill Wilson  
*Staff:* Caitlin Bonura

### **RETIREE COMMITTEE**

Dale Attias  
 Claire Biancalana  
 Doug Deaver  
 Jane Gregorius  
 Alan Holbert  
 Andre Neu  
 Janet King  
 Lynda Watson  
 Francine Van Meter

### **VETERANS COMMITTEE**

*Co-chairs:*  
     Mark Hinojosa  
     Chuck Woodson  
 Stoney Brook  
 Flor Chacon  
 Ceil Cirillo  
 Steve Curtin  
 Christopher DiMaio  
 Ricardo Espinoza  
 Kristin Fabos  
 Les Forster  
 Thomas Ghio  
 Mary Govaars  
 John Gaulty  
 Robin McFarland  
 Linda Mejia  
 Cory Ray  
 Melissa Rose  
 Rachael Spencer  
 Desha Staley-Raator  
 Terrence Willet  
 Donna Ziel

### **WOMEN'S EDUCATIONAL SUCCESS (WES)**

*Co-chairs:*  
     Mary Culley  
     Freny Cooper  
 Peggy Downes Baskin,  
 cofounder  
 Shannon Brady  
 Deborah Bronstein  
 Lynette Cleland  
 Cathy Conway  
 Kathryn Cowan  
 Cynthia Druley  
 Cynthia FitzGerald  
 Corrine Flanagan  
 Peggy Flynn  
 Pam Goodman  
 Amy Ivey  
 Janet Krassow  
 Chris Maffia  
 Angie McClellan  
 Rose Odland  
 Martina O'Sullivan  
 Carolyn Parham  
 Gail Pellerin  
 Karen Semingson  
 Rachael Spencer, cofounder

			<p>Bunny Tavares  Kate Terrell  Kristin Wilson</p> <p><i>WES Advisors:</i>  Eva Acosta  Leti Amezcua  Jenna Becker  Rosemary Brogan  Sue Bruckner  Emily Burton  Lauren Cole  Olga Diaz  Eden Ganley  Mario Garcia  Ofelia Garcia  Irma Gil  Holly Goodman  Judith Guerrero  Gabby Huezo  Katherine Love  Michelle Morton  Christina Ortega  Beth Regardz  Ana Rodriguez  Lupe Rodriguez  Barbara Schultz-Perez  Magdalena Serrano  Nancy Spangler  Tasha Sturm  Windy Valdez  Marilyn Zanetti  <i>Staff:</i> Caitlin Bonura</p>
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