



COLLEGE
of the **DESERT**
FOUNDATION

Foundation Board Meeting

Executive Session: None

Full Board Session: 3:00 p.m.

Wednesday – February 27, 2013

Meeting Location(See map)
Public Safety Classroom 19A

**BOARD PACKETS ARE REQUIRED AT EVERY MEETING.
Please bring yours.**

Our Mission:

The mission of the Foundation is to enhance the quality of education by advancing the College of the Desert through building relationships, securing philanthropic support and stewarding assets.

Our Vision:

To positively impact the lives of students who are striving to achieve a purposeful education and to enhance the communities of the Coachella Valley and the region.

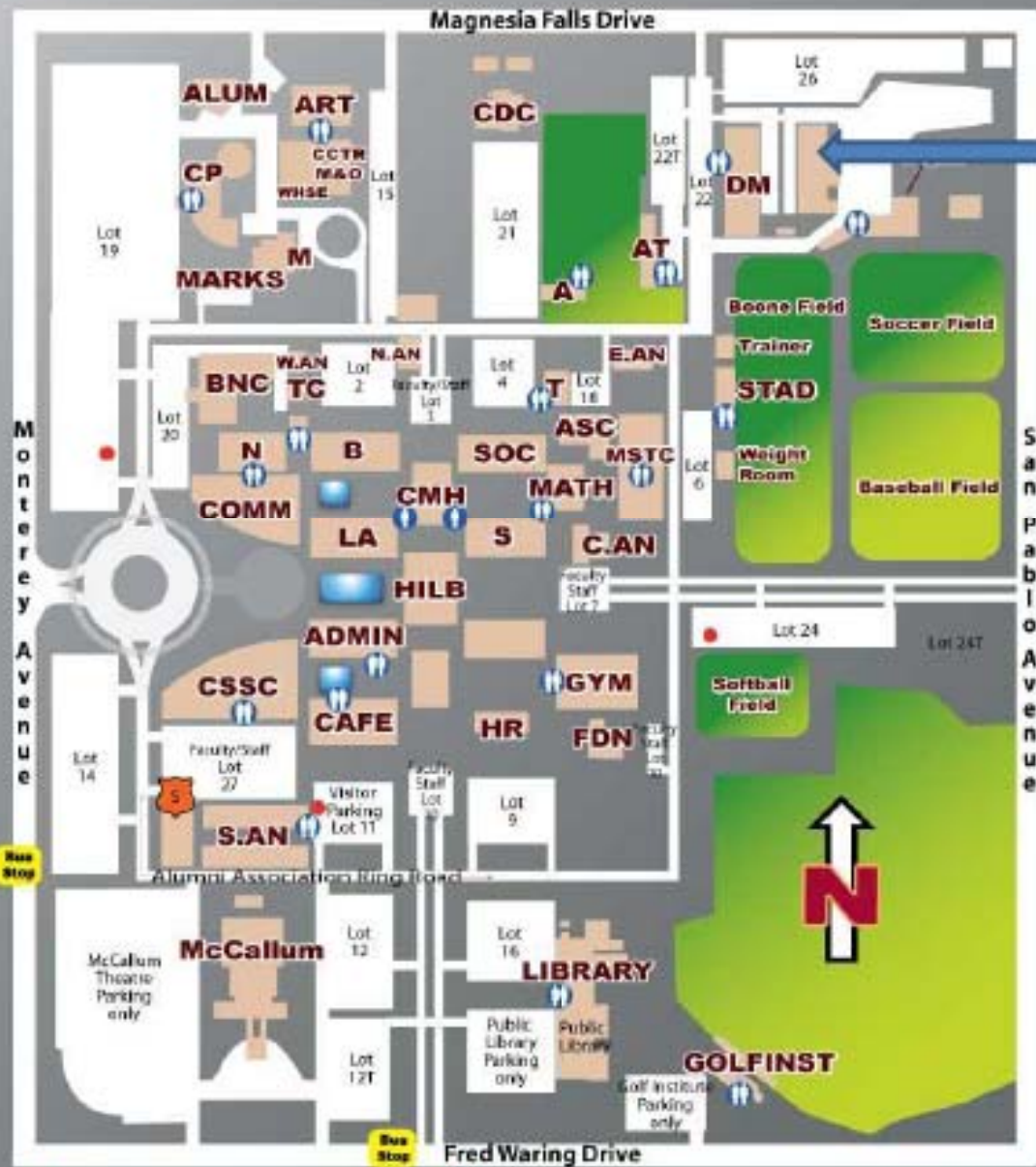
Core Values

- ✓ Accountability
- ✓ Integrity
- ✓ Service Excellence
- ✓ Trust



COLLEGE of the DESERT

Campus Guide



PSA19A

● Self Serve One-Day Permit Dispenser Ⓢ Security



**February 27, 2013 Board Packet
Table of Contents**

Page 1.....	Cover
Page 2.....	Meeting Location Map
Page 3.....	Table of Contents
Page 4.....	Board Meeting Agenda
Page 5-6.....	January Board Meeting Minutes
Page 7-8.....	Review of Comprehensive Donor Analysis
Page 9.....	Key Financial Information
Page 10-15.....	October 2012 Financial Summary
Page 16-22.....	November 2012 Financial Summary
Page 23-29.....	December 2012 Financial Summary
Page 30-35.....	January 2013 Financial Summary

**Board meeting location,
Cravens Student Services Multi-Purpose Room.
See map on Page 3.**

(**Board action required)

- 1) Call to Order
- 2) Public Invitation to speak as per the Brown Act
- 3) ****Approval of January Board Minutes** page: 5
- 4) "This is Our Story" John Arroyo
- 5) Alumni Association Report – Gene Marchu
- 6) Financials—Review
 - a) Review of Comprehensive Donor Analysis page: 7
 - b) Key Financial Information---January, 2013 page: 9
- 7) ****Approval of Financials-Oct, Nov, Dec 2012 & Jan 2013** Oct: page 10 - Nov: page 16 - Dec: page 23 - Jan: page 30
- 8) Foundation Board Items:
 - a) Raising funds to replace the \$100,000 dedicated to classes:
The Foundation Board authorized the transfer of \$100,000 to the College of the Desert at the last Board meeting from the Ackerman Fund. Simultaneously, the Foundation Board committed to raise \$100,000 to replace the transferred funds. Time has been set aside for the Foundation Board to discuss the raising of the replacement funds.
Discussion/Action
 - b) Increasing membership in Annual Giving:
Time has been set aside to discuss ways to increase membership in the annual Giving Program—i.e. President's Circle/President's Business Council/Auxiliary. This fiscal year President's Circle has raised \$60,000 in memberships with a revenue target of \$130,000. The Auxiliary has raised approx. \$11,000 in memberships with a revenue target of \$30,000.
Discussion/Action
 - c) Communication with the Foundation Board:
At the Retreat, communication was identified as a concern of Board members. This time has been allocated to discuss ways in which to improve the communication with the Board. Alternative ways: E-mails, Written reports, telephone calls, more meetings.
Discussion/Action
 - d) Information: Resignations from the Foundation Board:
 - i) Bob Spiegel, Rick Blanke, Jim Casey, Kimberly Lee
 - e) Review of Foundation Board Manual Contents
- 9) Reports:
 - a) College of the Desert President
 - b) College of the Desert Foundation President
 - c) Executive Director—Foundation
 - d) Finance and Investment Committee
 - e) Nominating Committee
 - f) Auxiliary
 - g) Planned Giving
 - h) "Stepping Out for COD"
 - i) Strategic Plan -- status report-
- 10) New Business
- 11) Adjournment

Next meeting, March 27, 2013 at the Cravens Multi-Purpose Room



**Board of Directors Meeting
Friday, February 1, 2013 - Noon
PSA 13
MINUTES**

Members Present

Jean Carrus, Dr. Bob Chell, Peggy Cravens, Donna Jean Darby, Diane Gershowitz, Brian Holcombe, Susan Hunt, Dr. Joel Kinnamon, Mary Latta, John Marman, Penny Mason, Marcia Stein Russ Russell, Dominique Shwe, Larry Spicer.

Member(s) Absent

Robert Archer, Zerryl Becker, John Benoit, Joan Busick, Jim Carona, Bonnie Stefan, Mark Nickerson, Peter Solomon.

Staff/Guests

Jim Hummer, Pam Hunter, Kippy Laflame, Peter Sturgeon, Brian Harnik, Rose Lester, Ann Lucas, Dawn Moore.

Call to Order

Dr. Chell called the meeting to order at 1:05 p.m. with a quorum of members present.

Brown Act Invitation for Public Comment

No cards to speak were submitted from the public.

Approval of Minutes

It was M/S/C Marcia Stein/Russ Russell to approve the November Board Minutes and December EC Minutes as distributed

Planned Giving Committee Update – Peter Sturgeon

Peter Sturgeon informed the board members of the intent of the Planned Giving Committee (PGC) as ambassadors in their profession, education of Board Members, and as technical advisors to help the Foundation. These people will help the FDN in the development of strategy, collateral. The legalities of the Foundation using the members as advisors were discussed. FDN attorney Brian Harnik that as long as we have full disclosure that we would not have any issues. The following proposed list of Planned Giving Committee members: Leslie Briskman, Mike McGreevey, Bruce Legawiec, Valerie Powers Smith, Dick Zeigler, Gary Hall, Jack Fulton, Kurt Mortenson, Helen Dreyer Koch.

It was M/S/C Donna Jean Darby/John Marman to add the proposed names to our Planned Giving Committee that will report to the Finance/Investment Committee.

President's Report – Dr. Joel Kinnamon

- a) Update of 1st week of class.
- b) Announced that an Athletic Compliance Officer will be hired and report directly to the President.
- c) The Board of Trustees was directed to work with the Chancellor's Office to bring resolution to the FTES situation.
- d) A review team was hired to study and provide best practices, therefore checks and balances, for the Trustees to follow in these areas: Human Resources and the college's Business practices.
- e) Meeting with Chancellor Harris in January to discuss the paying back of the \$5.2MM went very well. The Chancellor is very impressed with COD's handling of the situation.
- f) Nursing accreditation loss and reapplication.

The possibility of a press conference involving Chancellor Harris was discussed.

Alumni update – Brian Harnik

Brian met with Gene Marchu, Ernie Rios, Gary Dack to discuss the issue that evolved from the Foundation auditor's recommendations of August 2012. It is Brian's recommendation that we follow them. The relationship with the Alumni is an important one and Brian suggested that we take the Alumni funds and put it in separate funds until the Foundation and the Alumni come to some resolution.

It was M/S/C Susan Hunt/Larry Spicer that Brian Harnik's recommendation be taken.

Adjournment

The meeting was adjourned at 1:15 p.m.

Comprehensive Donor Revenue Analysis
 Calendar Years 2011 & 2012
 Summary of Chart

- **Total Revenue increased 24.31% in 2012 from 2011:**
 2012--\$3,240,037 2011--\$2,606,381
 - **Total Number of donors** decreased **23.16%** in 2012:
 2012—647 donors 2011—842
 - **Revenue per donor increased 61.78%**
 2012--\$5,007 2011--\$3,095
-

Retained Donors:

- **Number of Retained Donors** decreased **4.40%**
 2012—326 2011—341
 - **Retained Donor Revenue increased 7.55% in 2012**
 2012--\$2,191,820 2011--\$2,038,032
-

New Donors:

- **Number of New Donors** decreased **41.31%** in 2012
 2012--233 2011—397
 - **Revenue per New Donor increased 117%**
2012--\$2,207 2011--\$1,015
 - **New Donor Revenue increased 27.65%**
2012--\$514,395 2011--\$402,983
-

Reactivated Donors:

- **Reactivated Donors** decreased **15.38%**
 2012--88 2011—104
- **Reactivated Donor Revenue increased 222%**
 2012--\$533,820 2011--\$165,365
- **Revenue per Reactivated Donor increased 281%**
 2012--\$6,066 2011--\$1,590

	Current Year 12/31/2012	Prior Year 12/31/2011	Two Years Ago 12/31/2010	Amount Difference Current Year vs. Prior Year	Percent Change Current Year vs. Prior Year
Active Donors					
Number of Active Donors	647	842	580	-195	-23.16%
Total Revenue	\$3,240,037.18	\$2,606,381.46	\$2,859,900.52	\$633,655.72	24.31%
Number of Gifts	1,382	1,730	1,263	-348	-20.12%
Revenue Per Donor (Year to Date)	\$5,007.79	\$3,095.46	\$4,930.86	\$1,912.33	61.78%
Revenue Per Gift (Average Gift)	\$2,344.46	\$1,506.58	\$2,264.37	\$837.88	55.61%
Gifts Per Donor	2.14	2.05	2.18	0.09	4.39%
Number of 2+ givers for year	279	315	238	-36	-11.43%
Retained Donors					
Number of Retained Donors	326	341	334	-15	-4.40%
Donor Retention Rate	38.72%	58.79%	54.13%	-20.07%	-34.14%
Retained Donor Revenue	\$2,191,820.75	\$2,038,032.50	\$2,277,975.06	\$153,788.25	7.55%
Revenue Retention Rate	67.65%	78.19%	79.65%	-10.54%	-13.48%
Revenue per Retained Donor	\$6,723.38	\$5,976.63	\$6,820.28	\$746.75	12.49%
New Donors					
Number of New Donors	233	397	167	-164	-41.31%
New Donor Revenue	\$514,395.47	\$402,983.16	\$402,898.49	\$111,412.31	27.65%
Number of New Donor Gifts	299	504	195	-205	-40.67%
Revenue per New Donor	\$2,207.71	\$1,015.07	\$2,412.57	\$1,192.64	117.49%
Revenue per New Donor Gift	\$1,720.39	\$799.57	\$2,066.15	\$920.82	115.16%
Gifts per New Donor	1.28	1.27	1.17	0.03	0.75%
Reactivated Donors					
Reactivated Donors	88	104	79	-16	-15.38%
Reactivated Donor Revenue	\$533,820.96	\$165,365.80	\$179,026.97	\$368,455.16	222.81%
Number of Reactivated Gifts	124	153	112	-29	-18.95%
Revenue per Reactivated Donor	\$6,066.15	\$1,590.06	\$2,266.16	\$4,476.09	281.50%
Revenue per Reactivated Gift	\$4,305.01	\$1,080.82	\$1,598.46	\$3,224.19	298.31%
Attrition					
Attrition Rate	61.28%	41.21%	45.87%	20.07%	48.70%
Number of Donors Active Last 2 years	326	341	334	-15	-4.40%
Number of Donors Active Last 3+ years	234	253	267	-19	-7.51%
Number of Donors lost from Last Year	516	239	283	277	115.90%
Number of 2-yr Donors lost from Last Year	713	486	805	227	46.71%

Key Financial Information
January 2013

Total Net Assets: \$ 24,655,160.00
Total Endowments: \$ 16,611,419.00

Total Revenue Received July 1st- December 31st 2012: \$ 1,902,578
 Permanently Restricted: \$ 135,273
 Temporarily Restricted: \$ 1,308,263
 Unrestricted: \$ 459,042

Funds transferred to College: July 1st- December 31st 2012: \$ 422,068
 Scholarships: \$ 259,687
 Programs: \$ 162,381

Total Revenue received in January, 2013: \$ 221,522

Total Unrestricted Funds: \$ 1,588,253
 General Fund Carry over-- July 1st, 2012-- \$ 630,168
 Balance as of Jan. 31st 2013: \$ 560,669
 Ackerman Fund ++(Unrestricted) Balance: January 2013: \$ 219,980
 ++ funds designated for College Classes-- \$100,000

COLLEGE OF THE DESERT FOUNDATION
FINANCIAL SUMMARY
October 31, 2012

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION
OCTOBER 31, 2012
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2011

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2012	2011
ASSETS					
Cash and cash equivalents	\$ 955,510	\$ 775,733	\$ -	\$ 1,731,243	\$ 2,799,412
Investments	600,000	4,407,519	14,728,011	19,735,530	16,349,454
Pledges receivable	5,000	60,000	1,575,590	1,640,590	2,275,097
Accrued interest receivable	15,600	37,939	6,464	60,003	61,167
Property and equipment, net	2,639	-	-	2,639	3,221
FCCC - Scholarship Endowment	-	14,461	336,549	351,010	336,549
Split interest agreements	-	506,383	-	506,383	587,329
TOTAL ASSETS	\$ 1,578,749	\$ 5,802,035	\$ 16,646,614	\$ 24,027,398	\$ 22,412,229
LIABILITIES					
Accounts payable	\$ 70,330	\$ 621,529	\$ -	\$ 691,859	\$ 174,952
Accrued expenses	153,995	-	-	153,995	222,531
TOTAL LIABILITIES	224,325	621,529	-	845,854	397,483
NET ASSETS	1,354,424	5,180,506	16,646,614	23,181,544	22,014,746
Unrestricted:					
Undesignated	754,424	-	-	754,424	471,259
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	5,180,506	-	5,180,506	4,970,041
Permanently restricted	-	-	16,646,614	16,646,614	15,973,446
NET ASSETS	1,354,424	5,180,506	16,646,614	23,181,544	22,014,746
TOTAL LIABILITIES AND NET ASSETS	\$ 1,578,749	\$ 5,802,035	\$ 16,646,614	\$ 24,027,398	\$ 22,412,229

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THREE MONTHS ENDED OCTOBER 31, 2012
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2011

YEAR TO DATE

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2012	2011
REVENUE AND SUPPORT					
Interest	\$ 82,134	\$ 104,676	\$ 8,718	\$ 195,528	\$ 211,599
Donations	2,439	4,988	-	7,427	59,758
Auxiliary donations	9,815	-	-	9,815	5,620
COD Alumni donations	-	50,600	-	50,600	47,097
Grants	-	25,000	67,014	92,014	67,553
Management Services	75,827	-	-	75,827	83,294
President's Circle	15,922	-	-	15,922	38,306
Scholarship donations	-	160,143	450	160,593	117,591
Special events (net)	(11,688)	-	-	(11,688)	50,963
TOTAL REVENUE AND SUPPORT	174,449	345,407	76,182	596,038	681,781
EXPENDITURES					
Contributions to college	8,962	54,652	-	63,614	21,174
Interfund transfers	732	24,268	(25,000)	-	-
Operating expenses	249,492	615	-	250,107	320,702
Refund Alumni funds (requested)	-	71,501	-	71,501	-
Scholarships	-	204,009	-	204,009	281,338
TOTAL EXPENDITURES	259,186	355,045	(25,000)	589,231	623,214
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES					
	(84,737)	(9,638)	51,182	6,807	58,567
OTHER INCOME AND EXPENSES					
Investment gain/(loss), net of investment expenses	11,903	369,886	21,560	403,349	(1,569,424)
INCREASE (DECREASE) IN NET ASSETS	\$ (72,834)	\$ 360,248	\$ 72,742	\$ 410,156	\$ (1,510,857)

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED OCTOBER 31, 2012
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2011

CURRENT MONTH

	CURRENT MONTH			Totals (Memorandum Only)	
	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	2012	2011
REVENUE AND SUPPORT					
Interest	\$ 49,256	\$ -	\$ -	\$ 49,256	\$ 43,685
Donations	301	1,988	-	2,289	1,264
Auxiliary donations	165	-	-	165	600
COD Alumni donations	-	-	-	-	2,097
Grants	-	-	67,014	67,014	667
President's Circle	5,172	-	-	5,172	33,139
Scholarship donations	-	260	-	260	27,080
Special events (net)	25,935	-	-	25,935	12,426
TOTAL REVENUE AND SUPPORT	80,829	2,248	67,014	150,091	120,958
EXPENDITURES					
Contributions to college	1,350	28,200	-	29,550	4,546
Operating expenses	70,207	-	-	70,207	77,693
Scholarships	-	36,669	-	36,669	35,878
TOTAL EXPENDITURES	71,557	64,869	-	136,425	118,117
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES					
	9,272	(62,621)	67,014	13,665	2,841
OTHER INCOME AND EXPENSES					
Investment gain/(loss), net of investment expenses	-	-	-	-	-
INCREASE (DECREASE) IN NET ASSETS	\$ 9,272	\$ (62,621)	\$ 67,014	\$ 13,665	\$ 2,841

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

**FOR CURRENT MONTH ENDED 10/31/12
WITH COMPARATIVE TOTALS FOR YTD 10/31/11**

	One Month Actual	YTD Actual	Total Annual Budget	Budget Remaining	YTD ACTUAL 10/31/11
Revenue					
President's Circle	5,172	15,922	130,000	114,078	38,306
Business Council	-	-	60,000	60,000	-
Annual Fund/Direct Mail	-	-	35,000	35,000	-
Auxiliary/Membership	165	9,815	30,000	20,185	5,620
Auxiliary Special Events (net)	26,790	34,940	60,000	25,060	26,513
Individual Gifts	301	2,439	100,000	97,561	5,388
McCallum Events (net)					
Barry Manilow (*Rita/Lt.Dan)	(15)	(41,078)	60,000	101,078	44,225 *
Stepping Out for COD	(840)	(1,360)	60,000	61,360	(11,750)
Other	-	(4,190)	100,000	104,190	(3,025)
Title V reimbursement	-	-	59,350	59,350	667
Interest	49,256	82,134	135,600	53,466	43,167
Management Services	-	75,827	300,000	224,173	78,294
Total Revenue	80,829	174,449	1,129,950	955,501	227,405
Expenditures					
President's Circle	127	127	5,000	4,873	1,750
Auxiliary/Membership	13	449	5,000	4,551	28
Auditor	6,250	19,750	16,750	(3,000)	14,000
Bank Charges	585	2,185	7,000	4,815	717
Board/Staff Training	237	623	1,000	377	1,219
Repairs & Maintenance	116	234	1,000	766	110
Marketing	-	17,443	150,000	132,557	-
Donor Development	-	2,550	10,000	7,450	2,179
Equipment Lease	370	1,371	7,500	6,129	1,487
Other	-	-	1,000	1,000	17,433
Insurance D & O	-	-	5,500	5,500	710
Legal/Financial/Professional	4,696	4,816	1,000	(3,816)	160
Membership Dues	-	450	1,000	550	-
Office Supplies & Equipment	2,080	4,611	14,000	9,389	3,925
Postage	38	87	2,000	1,913	-
President's Fund	-	-	60,000	60,000	60,000
Printing/Design/Graphics	571	791	10,000	9,209	-
Recognition	108	2,051	5,000	2,949	835
Service Contracts	-	3,554	4,500	946	933
Staff Mileage Reimburse	-	-	1,000	1,000	-
Subscriptions & Publications	-	-	1,000	1,000	65
Telephone	79	388	1,200	812	459
Wages & Benefits	54,904	168,126	585,000	416,874	192,125
Independent Contractors	-	19,570	229,000	209,430	19,176
Website	33	210	5,500	5,290	274
Total Expenditures before Contributions	70,207	249,386	1,129,950	880,564	317,585
Contributions to College	1,350	8,962			
Interfund transfer	-	732			
Total Expenditures	71,557	259,080			
Excess or (Deficit)	9,272	(84,631)			
General Fund Carryover from 6/30/12		623,270			
Total excess at 10/31/12		538,639			

**REVENUE RECEIVED BY COD FOUNDATION
FOR THE CURRENT MONTH ENDED 10/31/2012
WITH COMPARATIVE TOTALS FOR 10/31/2011**

	Temporarily Permanently			Totals	
	Unrestricted	Restricted	Restricted	2012	2011
	Fund	Fund	Fund		
Auxiliary Membership	\$ 100	\$ -	\$ -	\$ 100	\$ 600
Auxiliary Fall Luncheon	\$ -	\$ -	\$ -	\$ -	\$ 6,030
Auxiliary Tribute	65	-	-	65	-
Auxiliary Special Events - Chili Cook Off	31,601	-	-	31,601	19,500
Capital Campaign	-	-	-	-	50
COD Alumni Association	-	-	-	-	2,097
Foundation Special Events - Rita Rudner	-	-	-	-	3,415
Foundation Special Events - Manilow*	-	-	-	-	-
Grants - Berger Fdn. (Title V-2011)	-	-	67,014	67,014	667
Interest Revenue	49,256	-	-	49,256	43,685
Management Services	-	-	-	-	78,294
Misc.	301	-	-	301	-
Nursing Grant (Houston)	-	-	-	-	-
Payroll Deductions	-	2,248	-	2,248	2,297
President's Circle	5,172	-	-	5,172	32,100
Scholarships (Pass-through)	-	(600)	-	(600)	27,080
	<u>86,495</u>	<u>1,648</u>	<u>67,014</u>	<u>155,157</u>	<u>215,815</u>
Previously recorded as Pledge Receivable	-	-	-	-	(396)
Special event expenses	(5,666)	-	-	(5,666)	(16,552)
Total Revenue and support	<u>\$ 80,829</u>	<u>\$ 1,648</u>	<u>\$ 67,014</u>	<u>\$ 149,491</u>	<u>\$ 198,867</u>

COLLEGE OF THE DESERT FOUNDATION
FINANCIAL SUMMARY
November 30, 2012

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION
NOVEMBER 30, 2012
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2011

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2012	2011
ASSETS					
Cash and cash equivalents	\$ 886,887	\$ 808,483	\$ -	\$ 1,695,370	\$ 2,792,674
Investments	600,000	4,687,425	14,661,047	19,948,472	16,477,363
Pledges receivable	5,000	60,000	1,575,590	1,640,590	2,276,939
Accrued interest receivable	15,600	37,939	6,464	60,003	61,167
Property and equipment, net	2,639	-	-	2,639	3,221
FCCC - Scholarship Endowment	-	14,461	336,549	351,010	336,549
Split interest agreements	-	506,383	-	506,383	587,329
TOTAL ASSETS	\$ 1,510,126	\$ 6,114,691	\$ 16,579,650	\$ 24,204,467	\$ 22,535,242
LIABILITIES					
Accounts payable	\$ 229,074	\$ 711,800	\$ -	\$ 940,874	\$ 173,400
Accrued expenses	203,595	-	-	203,595	276,317
TOTAL LIABILITIES	432,669	711,800	-	1,144,469	449,717
NET ASSETS	1,077,457	5,402,891	16,579,650	23,059,998	22,085,525
Unrestricted:					
Undesignated	477,457	-	-	477,457	510,473
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	5,402,891	-	5,402,891	5,001,607
Permanently restricted	-	-	16,579,650	16,579,650	15,973,445
NET ASSETS	1,077,457	5,402,891	16,579,650	23,059,998	22,085,525
TOTAL LIABILITIES AND NET ASSETS	\$ 1,510,126	\$ 6,114,691	\$ 16,579,650	\$ 24,204,467	\$ 22,535,242

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR FIVE MONTHS ENDED NOVEMBER 30, 2012
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2011

YEAR TO DATE

	YEAR TO DATE			
	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only) 2012 2011
REVENUE AND SUPPORT				
Interest	\$ 121,748	\$ 104,676	\$ 8,718	\$ 235,142 \$ 201,644
Donations	11,815	20,453	50	32,318 67,271
Auxiliary donations	11,065	-	-	11,065 7,720
COD Alumni donations	-	55,600	-	55,600 47,097
Grants	-	25,000	67,014	92,014 113,855
Management Services	75,827	-	-	75,827 78,294
Other Income	2,426	100	-	2,526 60
President's Circle	38,921	-	-	38,921 52,597
Scholarship donations	-	170,094	450	170,544 134,687
Special events (net)	26,894	-	-	26,894 133,841
TOTAL REVENUE AND SUPPORT	288,696	375,923	76,232	740,851 837,066
EXPENDITURES				
Contributions to college	8,962	147,780	-	156,742 25,708
Interfund transfers	732	24,268	(25,000)	-
Operating expenses	336,210	70,381	5,762	412,353 483,711
Refund Alumni funds (requested)	1,500	71,241	-	72,741 -
Scholarships	350	216,516	-	216,866 317,528
TOTAL EXPENDITURES	347,754	530,186	(19,238)	858,702 826,947
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES				
	(59,058)	(154,264)	95,470	(117,851) 10,119
OTHER INCOME AND EXPENSES				
Investment gain/(loss), net of investment expenses	11,903	439,951	27,322	479,176 (1,491,130)
INCREASE (DECREASE) IN NET ASSETS	\$ (47,155)	\$ 285,688	\$ 122,792	\$ 361,325 \$ (1,481,011)

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED NOVEMBER 30, 2012
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2011

CURRENT MONTH

	CURRENT MONTH			Totals (Memorandum Only)	
	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	2012	2011
REVENUE AND SUPPORT					
Interest	\$ 39,614	\$ -	\$ -	\$ 39,614	\$ 28,881
Donations	9,376	15,865	50	25,291	7,517
Auxiliary donations	1,250	-	-	1,250	2,100
COD Alumni donations	-	5,000	-	5,000	2,097
Grants	-	-	-	-	46,302
Other Income	2,426	-	-	2,426	60
President's Circle	23,000	-	-	23,000	14,289
Scholarship donations	-	10,550	-	10,550	17,096
Special events (net)	37,080	-	-	37,080	77,877
TOTAL REVENUE AND SUPPORT	112,746	31,415	50	144,211	196,219
EXPENDITURES					
Contributions to college	-	93,128	-	93,128	4,534
Operating expenses	86,718	-	-	86,718	84,715
Refund Alumni funds (requested)	-	(260)	-	(260)	-
Scholarships	350	12,507	-	12,857	36,190
TOTAL EXPENDITURES	87,068	105,375	-	192,443	125,439
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES					
	25,678	(73,960)	50	(48,232)	70,780
OTHER INCOME AND EXPENSES					
Investment gain/(loss), net of investment expenses	-	-	-	-	-
INCREASE (DECREASE) IN NET ASSETS	\$ 25,678	\$ (73,960)	\$ 50	\$ (48,232)	\$ 70,780

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

**FOR CURRENT MONTH ENDED 11/30/12
WITH COMPARATIVE TOTALS FOR YTD 11/30/11**

	One Month Actual	YTD Actual	Total Annual Budget	Budget Remaining	YTD ACTUAL 11/30/11
Revenue					
President's Circle	23,000	38,921	130,000	91,079	52,597
Business Council	-	-	60,000	60,000	-
Annual Fund/Direct Mail	775	775	35,000	34,225	-
Auxiliary/Membership	1,250	11,065	30,000	18,935	7,720
Auxiliary Special Events (net)	9,831	42,257	60,000	17,743	83,788
Individual Gifts	8,601	12,387	100,000	87,613	6,405
McCallum Events (net)					
Barry Manilow (*Rita/Lt.Dan)	750	(40,328)	60,000	100,328	67,014 *
Stepping Out for COD	28,925	27,565	60,000	32,435	-
Other	-	(4,190)	100,000	104,190	(16,962)
Title V reimbursement	-	-	59,350	59,350	667
Interest	39,614	121,750	135,600	13,850	105,433
Management Services	-	78,494	300,000	221,506	78,294
Total Revenue	112,746	288,696	1,129,950	841,254	384,956
Expenditures					
President's Circle	8,647	8,774	5,000	(3,774)	2,377
Auxiliary/Membership	846	1,294	5,000	3,706	2,450
Auditor	-	19,750	16,750	(3,000)	14,000
Bank Charges	193	2,378	7,000	4,622	1,517
Board/Staff Training	-	623	1,000	377	1,219
Repairs & Maintenance	175	408	1,000	592	16,221
Marketing	12,080	29,523	150,000	120,477	81,820
Donor Development	45	2,596	10,000	7,404	2,366
Equipment Lease	403	1,773	7,500	5,727	1,520
Other	-	732	1,000	268	750
Insurance D & O	590	590	5,500	4,910	710
Legal/Financial/Professional	-	4,816	1,000	(3,816)	160
Membership Dues	175	625	1,000	375	175
Office Supplies & Equipment	174	4,786	14,000	9,214	5,654
Postage	-	87	2,000	1,913	-
President's Fund	700	700	60,000	59,300	60,000
Printing/Design/Graphics	494	1,285	10,000	8,715	-
Recognition	92	2,251	5,000	2,749	835
Service Contracts	-	3,555	4,500	945	933
Staff Mileage Reimburse	-	-	1,000	1,000	340
Subscriptions & Publications	-	-	1,000	1,000	65
Telephone	-	387	1,200	813	835
Wages & Benefits	60,820	248,515	585,000	336,485	268,089
Independent Contractors	-	-	229,000	229,000	-
Website	1,285	1,495	5,500	4,005	3,381
Total Expenditures before Contributions	86,719	336,943	1,129,950	793,007	465,417
Contributions to College	-	8,962			
Interfund transfer	-	732			
Total Expenditures	86,719	346,637			
Excess or (Deficit)	26,027	(57,941)			

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

FOR CURRENT MONTH ENDED 11/30/12

		WITH COMPARATIVE TOTALS FOR YTD 11/30/11			
General Fund Carryover from 10/31/11					
Total excess at 10/31/12		565,329			
Ackerman Fund		219,980			

**REVENUE RECEIVED BY COD FOUNDATION
FOR THE CURRENT MONTH ENDED 10/31/2012
WITH COMPARATIVE TOTALS FOR 10/31/2011**

	Temporarily Permanently			Totals	
	Unrestricted Fund	Restricted Fund	Restricted Fund	2012	2011
Auxiliary Membership	\$ 100	\$ -	\$ -	\$ 100	\$ 600
Auxiliary Fall Luncheon	\$ -	\$ -	\$ -	\$ -	\$ 6,030
Auxiliary Tribute	65	-	-	65	-
Auxiliary Special Events - Chili Cook Off	31,601	-	-	31,601	19,500
Capital Campaign	-	-	-	-	50
COD Alumni Association	-	-	-	-	2,097
Foundation Special Events - Rita Rudner	-	-	-	-	3,415
Foundation Special Events - Manlow*	-	-	-	-	-
Grants - Berger Fdn. (Title V-2011)	-	-	67,014	67,014	667
Interest Revenue	49,256	-	-	49,256	43,685
Management Services	-	-	-	-	78,294
Misc.	301	-	-	301	-
Nursing Grant (Houston)	-	-	-	-	-
Payroll Deductions	-	2,248	-	2,248	2,297
President's Circle	5,172	-	-	5,172	32,100
Scholarships (Pass-through)	-	(600)	-	(600)	27,080
	<u>86,495</u>	<u>1,648</u>	<u>67,014</u>	<u>155,157</u>	<u>215,815</u>
Previously recorded as Pledge Receivable	-	-	-	-	(396)
Special event expenses	(5,666)	-	-	(5,666)	(16,552)
Total Revenue and support	<u>\$ 80,829</u>	<u>\$ 1,648</u>	<u>\$ 67,014</u>	<u>\$ 149,491</u>	<u>\$ 198,867</u>

COLLEGE OF THE DESERT FOUNDATION
FINANCIAL SUMMARY
December 31, 2012

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2012
WITH COMPARATIVE TOTALS FOR DECEMBER 31 2011

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2012	2011
ASSETS					
Cash and cash equivalents	\$ 863,261	\$ 213,423	\$ -	\$ 1,076,684	\$ 3,117,398
Investments	600,000	5,699,119	14,892,766	21,191,885	17,040,764
Pledges receivable	5,000	60,000	1,375,590	1,440,590	2,047,048
Accrued interest receivable	15,600	37,939	6,464	60,003	61,167
Property and equipment, net	2,639	-	-	2,639	3,221
FCCC - Scholarship Endowment	-	14,461	336,549	351,010	336,549
Split interest agreements	-	506,383	-	506,383	587,329
TOTAL ASSETS	\$ 1,486,500	\$ 6,531,325	\$ 16,611,369	\$ 24,629,194	\$ 23,193,476
LIABILITIES					
Accounts payable	\$ 336,140	\$ 697,470	\$ -	\$ 1,033,610	\$ 28,391
Accrued expenses	-	-	-	-	315,312
TOTAL LIABILITIES	336,140	697,470	-	1,033,610	343,703
NET ASSETS	1,150,360	5,833,855	16,611,369	23,595,584	22,849,773
Unrestricted:					
Undesignated	550,360	-	-	550,360	624,435
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	5,833,855	-	5,833,855	5,518,897
Permanently restricted	-	-	16,611,369	16,611,369	16,106,441
NET ASSETS	1,150,360	5,833,855	16,611,369	23,595,584	22,849,773
TOTAL LIABILITIES AND NET ASSETS	\$ 1,486,500	\$ 6,531,325	\$ 16,611,369	\$ 24,629,194	\$ 23,193,476

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR SIX MONTHS ENDED DECEMBER 31, 2012
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2011

YEAR TO DATE

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2012	2011
REVENUE AND SUPPORT					
Interest	\$ 74,718	\$ 228,703	\$ 29,699	\$ 333,120	\$ 326,417
Donations	16,825	45,818	100	62,743	93,202
Auxiliary donations	11,315	2,000	-	13,315	8,620
COD Alumni donations	-	55,600	-	55,600	52,097
Grants	-	25,000	67,014	92,014	118,855
Management Services	75,827	-	-	75,827	150,020
Other Income	4,669	100	-	4,769	-
President's Circle	48,821	-	-	48,821	67,114
Scholarship donations	-	415,585	450	416,035	169,839
Special events (net)	78,114	11,000	-	89,114	171,069
TOTAL REVENUE AND SUPPORT	310,289	783,806	97,263	1,191,358	1,157,233
EXPENDITURES					
Contributions to college	8,962	147,780	-	156,742	28,619
Interfund transfers	732	24,268	(25,000)	-	-
Operating expenses	429,980	73,336	5,762	509,078	445,807
Refund Alumni funds (requested)	1,500	71,241	-	72,741	-
Scholarships	350	263,712	-	264,062	316,860
TOTAL EXPENDITURES	441,524	580,337	(19,238)	1,002,623	791,286
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES					
	(131,235)	203,469	116,501	188,735	365,947
OTHER INCOME AND EXPENSES					
Investment gain/(loss), net of investment expenses	6,299	524,457	38,010	568,766	(1,046,776)
INCREASE (DECREASE) IN NET ASSETS	\$ (124,936)	\$ 727,926	\$ 154,511	\$ 757,501	\$ (680,829)

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED DECEMBER 31, 2012
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2011

CURRENT MONTH

	CURRENT MONTH				Totals (Memorandum Only)	
	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	2012	2011	
REVENUE AND SUPPORT						
Interest	\$ (47,031)	\$ 124,027	\$ 20,981	\$ 97,977	\$ 83,839	
Donations	5,010	25,365	50	30,425	25,867	
Auxiliary donations	250	2,000	-	2,250	900	
COD Alumni donations	(5,000)	-	-	(5,000)	5,000	
Grants	-	-	-	-	5,000	
Management Services	-	-	-	-	71,726	
Other Income	2,243	-	-	2,243	-	
President's Circle	9,900	-	-	9,900	14,519	
Scholarship donations	-	245,491	-	245,491	35,152	
Special events (net)	51,220	11,000	-	62,220	42,229	
TOTAL REVENUE AND SUPPORT	16,592	407,883	21,031	445,506	284,232	
EXPENDITURES						
Contributions to college	-	-	-	-	357	
Operating expenses	93,770	2,955	-	96,725	40,390	
Refund Alumni funds (requested)	-	-	-	-	-	
Scholarships	-	47,196	-	47,196	1,886	
TOTAL EXPENDITURES	93,770	50,151	-	143,921	42,633	
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES						
	(77,178)	357,732	21,031	301,585	241,599	
OTHER INCOME AND EXPENSES						
Investment gain/(loss), net of investment expenses	(5,604)	84,506	10,688	89,590	522,648	
INCREASE (DECREASE) IN NET ASSETS	\$ (82,782)	\$ 442,238	\$ 31,719	\$ 391,175	\$ 764,247	

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

**FOR CURRENT MONTH ENDED 12/31/12
WITH COMPARATIVE TOTALS FOR YTD 12/31/11**

	One Month Actual	YTD Actual	Total Annual Budget	Budget Remaining	YTD ACTUAL 12/31/11
Revenue					
President's Circle	9,900	48,821	130,000	81,179	67,115
Business Council	-	-	60,000	60,000	-
Annual Fund/Direct Mail	3,300	7,364	35,000	27,636	-
Auxiliary/Membership	250	11,315	30,000	18,685	8,620
Auxiliary Special Events (net)	22,286	60,987	60,000	(987)	97,306
Individual Gifts	(3,290)	7,750	100,000	92,250	28,713
McCallum Events (net)					
Barry Manilow (*Rita/Lt.Dan)	300	(40,028)	60,000	100,028	78,338 *
Stepping Out for COD	28,634	56,199	60,000	3,801	-
Other	2,243	4,669	100,000	95,331	60
Title V reimbursement	-	-	59,350	59,350	667
Interest	(52,635)	81,017	135,600	54,583	51,012
Management Services	-	78,494	300,000	221,506	150,020
Total Revenue	10,988	316,588	1,129,950	813,362	481,851
Expenditures					
President's Circle	-	8,774	5,000	(3,774)	1,750
Auxiliary/Membership	150	1,445	5,000	3,555	2,450
Auditor	-	19,750	16,750	(3,000)	14,000
Bank Charges	1,742	4,120	7,000	2,880	2,756
Board/Staff Training	-	623	1,000	377	1,219
Repairs & Maintenance	-	408	1,000	592	16,221
Marketing	25,922	56,635	150,000	93,365	88,060
Donor Development	75	2,596	10,000	7,404	2,687
Equipment Lease	645	2,419	7,500	5,081	2,203
Other	-	732	1,000	268	63,224
Insurance D & O	590	1,180	5,500	4,320	1,820
Legal/Financial/Professional	7,600	12,416	1,000	(11,416)	160
Membership Dues	-	625	1,000	375	175
Office Supplies & Equipment	960	5,746	14,000	8,254	4,164
Postage	-	87	2,000	1,913	-
President's Fund	1,500	2,200	60,000	57,800	-
Printing/Design/Graphics	8,835	10,120	10,000	(120)	1,819
Recognition	592	2,843	5,000	2,157	1,099
Service Contracts	-	3,555	4,500	945	933
Staff Mileage Reimburse	-	-	1,000	1,000	340
Subscriptions & Publications	4,896	4,896	1,000	(3,896)	65
Telephone	248	635	1,200	565	1,035
Wages & Benefits	40,015	288,530	585,000	296,470	296,083
Independent Contractors	-	-	229,000	229,000	-
Website	-	1,495	5,500	4,005	3,545
Total Expenditures before Contributions	93,770	431,830	1,129,950	698,120	505,808
Contributions to College	-	8,962			
Interfund transfer	-	732			
Total Expenditures	93,770	441,524			
Excess or (Deficit)	(82,782)	(124,936)			

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

FOR CURRENT MONTH ENDED 12/31/12				
WITH COMPARATIVE TOTALS FOR YTD 12/31/11				
General Fund Carryover from 10/31/11				
Total excess at 10/31/12		498,334		
Ackerman Fund		219,980		

**REVENUE RECEIVED BY COD FOUNDATION
FOR THE CURRENT MONTH ENDED 12/31/2012
WITH COMPARATIVE TOTALS FOR 12/31/2011**

	Temporarily Permanently			Totals	
	Unrestricted Fund	Restricted Fund	Restricted Fund	2012	2011
Auxiliary Membership	\$ -			\$ -	\$ -
Auxiliary Fall Luncheon	-	-	-	-	850
Auxiliary Tribute	250	2,000	-	2,250	50
Auxiliary Special Events - Chili Cook Off	26,902	11,000		37,902	42,386
Capital Campaign				-	225,250
COD Alumni Association	(5,000)			(5,000)	5,000
Foundation Special Events - Rita Rudner	-			-	68,584
Foundation Special Events - Manilow*	300			300	-
Foundation Special Events -Stepping Out	31,000			31,000	-
Interest Revenue	(47,031)	124,027	20,981	97,977	83,839
Management Services				-	71,726
Misc.	10,003	25,365	50	35,418	50,820
Payroll Deductions				-	2,381
President's Circle	9,900			9,900	13,500
Scholarships (Pass-through)		245,491		245,491	18,864
	26,324	407,883	21,031	455,238	583,250
Previously recorded as Pledge Receivable	-	-	-	-	(225,551)
Special event expenses	(9,732)	-	-	(9,732)	(73,467)
Total Revenue and support	\$ 16,592	\$ 407,883	\$ 21,031	\$ 445,506	\$ 284,232

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

FOR CURRENT MONTH ENDED 01/31/2013					
WITH COMPARATIVE TOTALS FOR YTD 01/31/2012					
	One Month Actual	YTD Actual	Total Annual Budget	Budget Remaining	YTD ACTUAL 01/31/2012
Revenue					
President's Circle	6,479	55,301	130,000	74,699	70,733
Business Council	-	-	60,000	60,000	-
Annual Fund/Direct Mail	5,700	9,775	35,000	25,225	-
Auxiliary/Membership	-	11,315	30,000	18,685	8,620
Auxiliary Special Events (net)	1,681	62,712	60,000	(2,712)	77,964
Individual Gifts	10,001	17,751	100,000	82,249	28,818
McCallum Events (net)					
Barry Manilow (*Rita/Lt.Dan)	86,001	45,973	60,000	14,027	71,441*
Stepping Out for CCD	109,292	165,491	60,000	(105,491)	63,479
Other	2,368	7,036	100,000	92,964	(17,489)
Title V reimbursement	-	-	59,350	59,350	48,104
Interest	-	74,719	135,600	60,881	79,214
Management Services	-	78,494	300,000	221,506	150,020
Total Revenue	221,522	528,567	1,129,950	601,383	580,904
Expenditures					
President's Circle	329	9,103	5,000	(4,103)	1,750
Auxiliary/Membership	1,000	2,444	5,000	2,556	2,758
Auditor	-	19,750	16,750	(3,000)	14,000
Bank Charges	969	5,089	7,000	1,911	4,024
Board/Staff Training	-	844	1,000	156	1,219
Repairs & Maintenance	58	466	1,000	534	220
Marketing	20,487	82,211	150,000	67,789	3,240
Donor Development	-	55,881	10,000	(45,881)	3,121
Equipment Lease	862	3,281	7,500	4,219	2,718
Other	553	1,500	1,000	(500)	17,433
Insurance D & O	4,039	5,219	5,500	281	1,820
Legal/Financial/Professional	40,000	52,459	1,000	(51,459)	160
Membership Dues	-	625	1,000	375	425
Office Supplies & Equipment	22	5,767	14,000	8,233	7,487
Postage	-	87	2,000	1,913	363
President's Fund	-	2,900	60,000	57,100	60,000
Printing/Design/Graphics	599	11,110	10,000	(1,110)	3,519
Recognition	563	3,817	5,000	1,183	3,360
Service Contracts	-	3,555	4,500	945	933
Staff Mileage Reimburse	-	-	1,000	1,000	340
Subscriptions & Publications	-	4,896	1,000	(3,896)	65
Telephone	248	685	1,200	515	1,238
Wages & Benefits	39,370	327,900	585,000	257,100	323,840
Independent Contractors	-	-	229,000	229,000	13,176
Website	-	1,495	5,500	4,005	3,641
Total Expenditures before Contributions	109,099	601,084	1,129,950	528,866	470,850
Contributions to College	(4,348)	(4,348)			
Realized/Unrealized Gains	-	(6,299)			
Interfund transfer	-	732			
Total Expenditures	104,750	591,168			
Excess or (Deficit)	116,772	(62,601)			

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT**

FOR CURRENT MONTH ENDED 01/31/2013		YTD 01/31/2012			
GENERAL FUND COMPARATIVE TO LAST YEAR					
General Fund Carryover					
Total excess at 01/31/2013		560,669			
Ackerman Fund		219,980			