



## **Board Packet**

Full Board Session: 3:00 p.m.

Wednesday – January 29, 2014

Meeting Location(See map)

**Cravens Student Services Multi-Purpose Room**

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



Board of Directors Meeting  
Wednesday, January 29, 2014  
Cravens Multi-Purpose Room  
3:00 – 5:00p.m.

(\*\*Board action required)

- 1) Call to Order
- 2) Public Invitation to speak as per the Brown Act
- 3) **\*\*Approval of November, 2013 Minutes.....** **Page: 1**
- 4) Financials - Review
  - \*\*Approval of Financials - October 2013 .....** **Page: 4**
  - \*\*Approval of Financials - November 2013.....** **Page: 12**
  - \*\*Approval of Financials - December 2013.....** **Page: 20**
- 5) Foundation Reports: Discussion
  - a) Discussion of 30/30 Challenge – Board Commitment Form..... Page:29
  - b) Board Member Business Cards
  - c) Jerold Panas recap
- 6) Foundation Board Items: Discussion/Action
  - a) **Board Member resignation, Elizabeth Sealey**
  - b) Nominating Committee – Mark Nickerson
- 7) Fundraising Report - Foundation Directors – Time set aside for Directors to report in their Fundraising efforts and contacts.
  - a) Chili Cook Off 3--Mary Latta..... Page:27
  - b) Stepping Out for COD – Diane Gershowitz..... Page:28
- 8) Foundation Information Items:
  - a) College of the Desert President – Joel Kinnamon
  - b) Foundation Executive Director – Jim Hummer
  - c) Academic Senate President – Doug Redman
  - d) COD Trustee – Michael O'Neill
  - e) Alumni – Gene Marchu
  - f) Development Directors – Jan Hawkins
  - g) Development Directors - Peter Sturgeon
  - h) Events: Women who Rule! And Broken Glass Awards – Donna Jean Darby
- 9) New Business
- 10) Adjournment

Next meeting date February 26, 2014

**Board of Directors Meeting**  
**Wednesday, November 19, 2013 - 3:00 p.m.**  
**CSSC Multi-Purpose Room**

**MINUTES**

**Members Present**

Carol Ammon, Bob Archer, Jean Carrus, Peggy Cravens, Donna Jean Darby, Diane Gershowitz, Brian Holcombe, Lisa Howell, Susan Hunt, Dr. Joel Kinnamon, Mary Latta, Donna MacMillan, Gene Marchu, JoAnn McGrath, Dominique Shwe, Sally Simonds, Kate Spates, Larry Spicer, Bonnie Stefan, Marcia Stein

**Members Absent:**

Zerryl Becker, John J. Benoit, Joan Busick, James Carona, Norma Castaneda, Dr. Bill Kroonen, John Marman, Penny Mason, Dr. Chuck Monell, Mark Nickerson, Doug Redman, Russ Russell, Elizabeth Sealey, Larry Spicer,

**Staff/Guests**

Jim Hummer, Kippy Laflame, Jan Hawkins, Peter Sturgeon.

**Call to Order**

Donna Jean Darby called the meeting to order at 3:05 - a quorum of members present at 3:20

**Brown Act Invitation for Public Comment**

No cards to speak were submitted from the public.

Donna Jean Darby read the email from Dr. William Crowe, from the University of Georgia who compiled data on the fundraising efforts of 850 two year colleges and their Foundations. Based on the IRS 990 for tax years 2009 thru to 2012, our Foundation in terms of total assets ranked 26<sup>th</sup> in the top 100 and in terms of annual funds raised, we ranked 64<sup>th</sup> in the top 100.

**Approval of Minutes as distributed**

It was M/S/C Diane Gershowitz/Suz Hunt to approve the October, 2013 Board Meeting Minutes.

It was M/S/C Suz Hunt/Bob Archer to approve the Finance/Investment November, 2013 Meeting Minutes.

**Treasurer Report – Financials Review – Jim Hummer**

Jim gave the overview of the October financials. He informed the Board that we are still working on simplifying the reports.

It was M/S/C Jean Carrus/Marcia Stein to approve the October 2013 financials as distributed.

**Foundation Board Items**

Lisa Howell, Vice President of Administrative Services and Ex-Officio member of our Board was introduced by Donna Jean.

### 30 for 30 Challenge Campaign

Hand-out was given to board members indicating the \$3Million campaign and the different program goals. Donna Jean expects 100% Board participation. The College priorities list was discussed and will be a great help with the campaign. Jim Hummer asked that each member email or call him with prospective donors. Several members asked for a "cheat sheet" which gives some basic stats such as: % of COD graduates working at CV hospitals. Dr. Kinnamon will draft something for next meeting. He also mentioned that a Director of Research was just hired which will help in getting useable data to Board members.

### Jerold Panas Board Training

The Board members were reminded of the January 22<sup>nd</sup> seminar featuring Jerold Panas. Jerry has 40 years of experience fundraising and teaching how to ask for the gift.

### **Fundraising Report**

#### President's Circle – Marcia Stein

Marcia discussed the Mark's Center event. Unfortunately Michael Childress' has a conflict on his calendar. Donald Cravens photos as well as students will be featured at the event.

#### Campus Tour – Peter Sturgeon

Peter encouraged all PC members to attend the December 12 Campus Tour. Modernism Week, February 13 tour is sold out.

#### Academic Angels Report – Mary Latta

Mary gave the Board an update on the Women of Distinction Luncheon as well as the Chili Cook-Off3 events. The event will fill the room to capacity this year. She urged everyone to participate.

#### Stepping Out for COD – Diane Gershowitz

Diane updated the Board on the Bernadette Peters event. We are at \$276K and hope to achieve 100% of goal \$585K. We need 100% Board participation.

### **Foundation Information Items**

#### College of the Desert President report – Dr. Kinnamon

By the Fall 2014 we should have a group of Student Ambassadors that will be able to help with a variety of events such as general campus tours. Dr. Kinnamon discussed the new hires, including Lisa Howell, EVP Student Services as well as a Director of Research. The 30/30 Campaign is very timely in his view. He thanked Mary Latta for her work on the successful Women of Distinction luncheon. With the Foundation and Alumni help the MESA students were able to enter a COD cart in the Golf Parade. They won the Chairman's Award.

#### Academic Senate President – Douglas Redman

No report, Doug did not attend the meeting.

#### COD Trustee - Bonnie Stefan

Bonnie shared her story of the Mesa/Chemistry "Mold Day". Bonnie shared a compelling story of the importance of Coachella student's exposure to COD.

Alumni Report – Gene Marchu

Many events coming up including: a 3 day Thanksgiving weekend. Shirley Chandler, Alumni Association office staffer will be retiring December 6<sup>th</sup>.

Board President's – Donna Jean Darby

It is the hope of Donna Jean that the Board of Trustees as well as the Deans and the FDN Board will be able to get together face to face to share ideas in the near future. She also read Zerryl Becker's letter of resignation.

It was MSC Jean Carrus/Suz Hunt to accept Zerryl Becker's resignation from the Board

Our next board meeting is scheduled for January 29th.

**Adjournment**

The meeting was adjourned at 4:59 p.m.

Minutes taken by Kippy Laflame Executive Assistant

**COLLEGE OF THE DESERT FOUNDATION**

**FINANCIAL SUMMARY**

**October 31, 2013**

## Key Financial Information

	<u>October 2013</u>	<u>October 2012</u>
<b>Total Net Assets:</b>	\$ 24,791,938	\$ 23,200,666
<b>Total Revenue Received July 1, 2013-October 31, 2013:</b>		<u>\$ 962,539</u>
<b>Permanently Restricted:</b>		\$ 41,455
<b>Temporarily Restricted:</b>		\$ 639,088
<b>Unrestricted:</b>		\$ 281,996
<b>Total Revenue received in October 2013:</b>	\$ 45,998	
<b>Total Funds transferred to College for Use:</b>		
July 1, 2013 – October 31, 2013:		<u>\$ 209,121</u>
Scholarships:		\$ 195,522
Programs:		\$ 13,599
<b>Total Funds in endowments: October 2013:</b>	<u>\$ 18,215,818</u>	
<b>Total Funds in Unrestricted Funds:</b>		\$ 1,064,256
Carry over from July 2013---balance as of October 2013:		\$ 464,256
Ackerman Fund (Unrestricted) Balance: October 2013:		\$ 88,899



## Revenue and Expenditure Comparison

	Total Revenues to Foundation	Operating Expense Actual	Wages & Salaries	% Operating to Total Revenue
Fiscal Year 2009-2010	1,145,189	984,251	627,590	85.95%
Fiscal Year 2010-2011	2,479,240	811,422	600,238	32.73%
Fiscal Year 2011-2012	3,344,880	805,598	544,915	24.08%
Fiscal Year 2012-2013	3,983,966	1,052,951	411,159	26.43%
Fiscal Year 2013-2014	962,539	202,665	59,695	21.06%

	Contributions to College	Scholarships	Programs
Fiscal Year 2009-2010	1,689,721	656,010	1,033,711
Fiscal Year 2010-2011	1,345,889	547,082	798,807
Fiscal Year 2011-2012	1,934,770	581,156	1,353,614
Fiscal Year 2012-2013	1,334,432	524,775	809,657
Fiscal Year 2013-2014 through 10/31/2013	209,121	195,522	13,599

	10/31/2013	10/31/2012	Change from Prior Fiscal Year
Total Net Assets	24,791,938	23,200,666	1,591,272
Total Endowments	18,215,818	16,554,600	1,661,218

	Fiscal YTD thru 10/31/2013	Same Period Last Fiscal year	Change from Prior Fiscal Year
Operating Revenue:	193,515	177,490	16,025
Operating Expenses	202,695	302,381	(99,686)
Scholarships to College	195,522	199,635	(4,113)
Programs to College	13,599	63,613	(50,014)
Total Funds to College	209,121	263,248	(54,127)



**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF FINANCIAL POSITION**  
**OCTOBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2012**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>ASSETS</b>					
Cash and cash equivalents	\$ 475,603	\$ 1,205,347	\$ -	\$ 1,680,950	\$ 1,518,852
Investments	600,000	3,680,525	16,955,131	21,235,656	20,018,393
Pledges receivable	5,000	25,000	918,791	948,791	1,640,590
Accrued interest receivable	12,464	30,312	5,164	47,940	60,003
Property and equipment, net	3,513	6,000	-	9,513	2,639
FCCC - Scholarship Endowment	-	32,166	336,549	368,715	351,010
Due from other funds	-	-	-	-	3,331
Split interest agreements	-	531,649	-	531,649	506,383
<b>TOTAL ASSETS</b>	<b>\$ 1,096,580</b>	<b>\$ 5,510,999</b>	<b>\$18,215,635</b>	<b>\$24,823,214</b>	<b>\$24,101,201</b>
<b>LIABILITIES</b>					
Accounts payable	\$ 32,324	\$ (865)	\$ (183)	\$ 31,276	\$ 897,204
Due to other funds	-	-	-	-	3,331
<b>TOTAL LIABILITIES</b>	<b>32,324</b>	<b>(865)</b>	<b>(183)</b>	<b>31,276</b>	<b>900,535</b>
<b>NET ASSETS</b>	<b>1,064,256</b>	<b>5,511,864</b>	<b>18,215,818</b>	<b>24,791,938</b>	<b>23,200,666</b>
Unrestricted:					
Undesignated	464,256	-	-	464,256	555,157
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	5,511,864	-	5,511,864	5,490,909
Permanently restricted	-	-	18,215,818	18,215,818	16,554,600
<b>NET ASSETS</b>	<b>1,064,256</b>	<b>5,511,864</b>	<b>18,215,818</b>	<b>24,791,938</b>	<b>23,200,666</b>
<b>TOTAL LIABILITIES AND NET ASSET:</b>	<b>\$ 1,096,580</b>	<b>\$ 5,510,999</b>	<b>\$18,215,635</b>	<b>\$24,823,214</b>	<b>\$24,101,201</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR CURRENT MONTH ENDED OCTOBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2012**

**CURRENT MONTH**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ -	\$ -	\$ -	\$ -	\$ 49,256
Donations	70	355	-	425	2,289
Academic Angels Donations	750	-	-	750	165
Capital Campaign	-	-	50	50	-
Grants	-	-	-	-	67,014
Other Income	-	-	-	-	-
President's Circle	12,750	-	-	12,750	5,172
Membership	-	-	-	-	-
Scholarship Donations	-	20,675	-	20,675	(340)
Special Events (net)	11,348	-	-	11,348	26,515
<b>TOTAL REVENUE AND SUPPORT</b>	<b>24,918</b>	<b>21,030</b>	<b>50</b>	<b>45,998</b>	<b>150,071</b>
<b>EXPENDITURES</b>					
Contributions to college	4,685	4,374	-	9,059	29,550
Operating expenses	64,573	-	-	64,573	70,787
Scholarships	-	40,079	-	40,079	34,444
<b>TOTAL EXPENDITURES</b>	<b>69,258</b>	<b>44,453</b>	<b>-</b>	<b>113,711</b>	<b>134,781</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>					
	(44,340)	(23,423)	50	(67,713)	15,290
<b>OTHER INCOME AND EXPENSES</b>					
Investment gain/(loss), net of investment expenses	-	-	-	-	-
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ (44,340)</b>	<b>\$ (23,423)</b>	<b>\$ 50</b>	<b>\$ (67,713)</b>	<b>\$ 15,290</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR FOUR MONTHS ENDED OCTOBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2012**

**YEAR TO DATE**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ 29,626	\$ 108,767	\$ 2,772	\$ 141,165	\$ 195,529
Donations	5,703	16,652	-	22,355	7,027
Academic Angels Donations	15,000	4,805	-	19,805	9,815
COD Alumni donations	-	-	-	-	50,600
Grants	-	18,000	-	18,000	92,014
Capital Campaign	-	-	1,144	1,144	-
Management Services	82,832	-	-	82,832	75,827
Membership	7,500	-	-	7,500	-
Other Income	-	(49)	-	(49)	100
President's Circle	24,986	-	-	24,986	15,921
Scholarship Donations	-	94,323	28,419	122,742	159,994
Special Events (net)	27,838	-	-	27,838	(8,646)
<b>TOTAL REVENUE AND SUPPORT</b>	<b>193,485</b>	<b>242,498</b>	<b>32,335</b>	<b>468,318</b>	<b>598,181</b>
<b>EXPENDITURES</b>					
Contributions to College	5,352	8,247	-	13,599	63,613
Interfund transfers	382	13,687	(14,070)	-	-
Operating expenses	202,665	113,027	2,911	318,603	378,525
Refund Alumni funds (requested)	-	-	-	-	73,001
Scholarships	-	195,522	-	195,522	199,635
<b>TOTAL EXPENDITURES</b>	<b>208,399</b>	<b>330,483</b>	<b>(11,159)</b>	<b>527,724</b>	<b>714,774</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>	<b>(14,914)</b>	<b>(87,985)</b>	<b>43,494</b>	<b>(59,406)</b>	<b>(116,593)</b>
<b>OTHER INCOME AND EXPENSES</b>					
Investment gain/(loss), net of investment expenses	88,511	396,590	9,120	494,221	479,176
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ 73,597</b>	<b>\$ 308,605</b>	<b>\$ 52,614</b>	<b>\$ 434,815</b>	<b>\$ 362,583</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**SUMMARY REPORT**  
**FOR CURRENT MONTH ENDED 10/31/2013**  
**WITH COMPARATIVE TOTALS FOR YTD 10/31/2012**

	One Month Actual	YTD Actual	Total Annual Budget	Variance %	Budget Remaining	10/31/2012
Revenue						
President's Circle	12,750	32,486	160,000	20.3%	127,514	15,921
Annual Fund/Direct Mail	-	-	30,000	0.0%	30,000	-
Auxiliary/Membership	750	15,000	20,000	75.0%	5,000	9,815
Auxiliary Special Events (net)	6,282	27,772	287,000	9.7%	259,228	32,715
Grants - Direct Revenue	-	-	174,000	0.0%	174,000	-
Individual Gifts	70	5,733	210,000	2.7%	204,267	2,439
McCallum Events (net)						
Barry Manilow	-	-	-		-	(41,078)
Stepping Out for COD	10,886	10,886	-		(10,886)	(1,360)
Other	(5,820)	(10,820)	-		10,820	(1,591)
Other	-	-	30,000		30,000	-
Interest	-	29,626	125,000	23.7%	95,374	82,135
Management Services	-	82,832	300,000	27.6%	217,168	78,494
Total Revenue	24,918	193,515	1,336,000	14.5%	1,142,485	177,490
Expenditures						
President's Circle	1,055	3,055	5,000	61.1%	1,945	127
Auditor	11,500	14,000	20,000	70.0%	6,000	19,750
Bank Charges	862	1,456	5,000	29.1%	3,544	2,185
Board/Staff Training	-	1,189	5,000	23.8%	3,811	623
Community Outreach	1,313	4,093	180,000	2.3%	175,907	18,983
Repairs & Maintenance	1,203	1,267	2,000	63.4%	733	233
Donor Development	1,000	1,103	30,000	3.7%	28,897	56,060
Equipment Lease	336	1,008	8,000	12.6%	6,992	1,370
Insurance D & O	590	590	5,000	11.8%	4,410	-
Membership Dues	69	69	2,000	3.5%	1,931	450
Office Supplies & Equipment	(1,792)	5,310	10,000	53.1%	4,690	5,047
Other	-	-	6,000	0.0%	6,000	-
Postage	1,029	1,029	3,000	34.3%	1,971	100
President's Fund		2,913	20,000	14.6%	17,087	-
Printing/Design/Graphics	3,283	3,948	10,000	39.5%	6,052	791
Service Contracts	133	4,336	4,500	96.4%	164	3,555
Staff Mileage Reimburse		-	3,000	0.0%	3,000	-
Subscriptions & Publications	-	50	2,000	2.5%	1,950	-
Telephone	79	363	1,500	24.2%	1,137	387
Wages & Benefits	-	59,695	665,000	9.0%	605,305	153,795
Independent Contractors	42,119	95,427	345,000	27.7%	249,573	38,716
Website	1,794	1,794	4,000	44.9%	2,206	209
Total Expenditures before Contributions	64,573	202,695	1,336,000	15.2%	1,133,305	302,381
Contributions to College	4,685	5,352				
Realized/Unrealized Gains	-	(88,511)				
Interfund transfer	-	382				
Total Expenditures	69,258	119,918				
Excess or (Deficit)	(44,340)	73,597				
<b>General Fund Carryover</b>		<b>390,659</b>				
<b>Total excess at 10/31/13</b>		<b>464,256</b>				
<b>Ackerman Fund</b>		<b>88,899</b>				

College of the Desert Foundation  
Schedule Events  
As of 10/31/2013

	Revenues	Expenditures	Total
Balances:			
<b>Fall Luncheon</b>			
Special Event Income	12,900.00	0.00	12,900.00
Special Event Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Fall Luncheon</b>	12,900.00	0.00	12,900.00
<b>Chili Cook off</b>			
Special Event Income	29,750.00	0.00	29,750.00
Special Event Expenses	<u>0.00</u>	<u>(14,877.68)</u>	<u>(14,877.68)</u>
<b>Total Chili Cook off</b>	29,750.00	<u>(14,877.68)</u>	14,872.32
<b>Stepping Out for COD</b>			
Special Event Income	45,500.00	0.00	45,500.00
Special Event Expenses	0.00	<u>(34,033.92)</u>	<u>(34,033.92)</u>
Marketing	<u>0.00</u>	<u>(580.00)</u>	<u>(580.00)</u>
<b>Total Stepping Out for COD</b>	45,500.00	<u>(34,613.92)</u>	10,886.08
<b>Misc. Events</b>	0.00	<u>(10,820.00)</u>	<u>(10,820.00)</u>
<b>Total Balances:</b>	<u>75,250.00</u>	<u>(60,311.60)</u>	<u>27,838.40</u>

**COLLEGE OF THE DESERT FOUNDATION**

**FINANCIAL SUMMARY**

**November 30, 2013**



## Key Financial Information

	<u>November 2013</u>	<u>November 2012</u>
<b>Total Net Assets:</b>	\$ 24,725,941	\$ 23,059,998
<b>Total Revenue Received July 1, 2013-November 30, 2013:</b>		<u>\$ 968,427</u>
<b>Permanently Restricted:</b>		\$ 40,925
<b>Temporarily Restricted:</b>		\$ 616,519
<b>Unrestricted:</b>		\$ 310,983
<b>Total Revenue received in November 2013:</b>	\$ 41,189	
<b>Total Funds transferred to College for Use:</b>		
July 1, 2013 – November 30, 2013:		<u>\$ 222,352</u>
Scholarships:		\$ 203,437
Programs:		\$ 18,915
<b>Total Funds in endowments: November 2013:</b>	<u>\$ 18,216,127</u>	
<b>Total Funds in Unrestricted Funds:</b>		\$ 997,412
Carry over from July 2013---balance as of November 2013:		\$ 366,521
Ackerman Fund (Unrestricted) Balance: November 2013:		\$ 88,899

## Revenue and Expenditure Comparison

	<b>Total Revenues to Foundation</b>	<b>Operating Expense Actual</b>	<b>Wages &amp; Salaries</b>
Fiscal Year 2009-2010	1,145,189	984,251	627,590
Fiscal Year 2010-2011	2,479,240	811,422	600,238
Fiscal Year 2011-2012	3,344,880	805,598	544,915
Fiscal Year 2012-2013	3,983,966	1,052,951	411,159
Fiscal Year 2013-2014	968,427	325,053	160,549

	<b>Contributions to College</b>	<b>Scholarships</b>	<b>Programs</b>
Fiscal Year 2009-2010	1,689,721	656,010	1,033,711
Fiscal Year 2010-2011	1,345,889	547,082	798,807
Fiscal Year 2011-2012	1,934,770	581,156	1,353,614
Fiscal Year 2012-2013	1,334,432	524,775	809,657
Fiscal Year 2013-2014 through 11/30/2013	222,352	203,437	18,915

	<b>11/30/2013</b>	<b>11/30/2012</b>	<b>Change from Prior Fiscal Year</b>
Total Net Assets	24,725,941	23,059,998	1,665,943
Total Endowments	18,216,127	16,579,650	1,636,477

	<b>Fiscal YTD thru 11/30/2013</b>	<b>Same Period Last Fiscal year</b>	<b>Change from Prior Fiscal Year</b>
Operating Revenue:	222,472	288,696	(66,224)
Operating Expenses	325,053	336,943	(11,890)
Scholarships to College	203,437	216,866	(13,429)
Programs to College	18,915	156,742	(137,827)
Total Funds to College	222,352	373,608	(151,256)

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF FINANCIAL POSITION**  
**NOVEMBER 30, 2013**  
**WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2012**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>ASSETS</b>					
Cash and cash equivalents	\$ 418,515	\$ 1,205,824	\$ -	\$ 1,624,339	\$ 1,695,370
Investments	600,000	3,680,300	16,955,356	21,235,656	19,948,472
Pledges receivable	5,000	25,000	918,791	948,791	1,640,590
Accrued interest receivable	12,464	30,312	5,164	47,940	60,003
Property and equipment, net	3,513	6,000	-	9,513	2,639
FCCC - Scholarship Endowment	-	32,166	336,549	368,715	351,010
Split interest agreements	-	531,649	-	531,649	506,383
<b>TOTAL ASSETS</b>	<b>\$ 1,039,492</b>	<b>\$ 5,511,251</b>	<b>\$ 18,215,860</b>	<b>\$ 24,766,603</b>	<b>\$ 24,204,467</b>
<b>LIABILITIES</b>					
Accounts payable	\$ 42,080	\$ (1,151)	\$ (267)	\$ 40,662	\$ 940,874
Accrued expenses	-	-	-	-	203,595
<b>TOTAL LIABILITIES</b>	<b>42,080</b>	<b>(1,151)</b>	<b>(267)</b>	<b>40,662</b>	<b>1,144,469</b>
<b>NET ASSETS</b>	<b>997,412</b>	<b>5,512,402</b>	<b>18,216,127</b>	<b>24,725,941</b>	<b>23,059,998</b>
Unrestricted:					
Undesignated	397,412	-	-	397,412	477,457
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	5,512,402	-	5,512,402	5,402,891
Permanently restricted	-	-	18,216,127	18,216,127	16,579,650
<b>NET ASSETS</b>	<b>997,412</b>	<b>5,512,402</b>	<b>18,216,127</b>	<b>24,725,941</b>	<b>23,059,998</b>
<b>TOTAL LIABILITIES AND NET ASSET:</b>	<b>\$ 1,039,492</b>	<b>\$ 5,511,251</b>	<b>\$ 18,215,860</b>	<b>\$ 24,766,603</b>	<b>\$ 24,204,467</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR CURRENT MONTH ENDED NOVEMBER 30, 2013**  
**WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2012**

**CURRENT MONTH**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ -	\$ -	\$ -	\$ -	\$ 39,614
Donations	126	1,631	-	1,757	25,291
Academic Angels Donations	750	-	-	750	1,250
COD Alumni donations	-	-	-	-	5,000
Capital Campaign	-	-	133	133	-
Other Income	-	-	-	-	2,426
President's Circle	476	-	-	476	23,000
Scholarship Donations	-	7,265	125	7,390	10,550
Special Events (net)	30,683	-	-	30,683	37,080
<b>TOTAL REVENUE AND SUPPORT</b>	<b>32,035</b>	<b>8,896</b>	<b>258</b>	<b>41,189</b>	<b>144,211</b>
<b>EXPENDITURES</b>					
Contributions to college	2,552	2,765	-	5,317	93,128
Operating expenses	91,404	-	-	91,404	86,718
Refund Alumni funds (requested)	-	-	-	-	(260)
Scholarships	-	20,237	-	20,237	12,857
<b>TOTAL EXPENDITURES</b>	<b>93,956</b>	<b>23,002</b>	<b>-</b>	<b>116,958</b>	<b>192,443</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>					
	(61,921)	(14,106)	258	(75,769)	(48,232)
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ (61,921)</b>	<b>\$ (14,106)</b>	<b>\$ 258</b>	<b>\$ (75,769)</b>	<b>\$ (48,232)</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR FIVE MONTHS ENDED NOVEMBER 30, 2013**  
**WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2012**

**YEAR TO DATE**

	Temporarily Permanently			Totals	
	Unrestricted	Restricted	Restricted	(Memorandum Only)	
	Fund	Fund	Fund	2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ 29,626	\$ 108,767	\$ 2,772	\$ 141,165	\$ 235,142
Donations	6,065	18,790	-	24,855	32,318
Academic Angels Donations	15,750	4,805	-	20,555	11,065
COD Alumni donations	-	-	-	-	55,600
Grants	-	17,951	-	17,951	92,014
Capital Campaign	-	-	1,327	1,327	-
Management Services	82,832	-	-	82,832	75,827
Membership	7,500	-	-	7,500	-
Other Income	-	-	-	-	2,526
President's Circle	26,367	-	-	26,367	38,921
Scholarship Donations	-	101,768	28,544	130,312	170,544
Special Events (net)	54,332	-	-	54,332	26,894
<b>TOTAL REVENUE AND SUPPORT</b>	<b>222,472</b>	<b>252,081</b>	<b>32,643</b>	<b>507,196</b>	<b>740,851</b>
<b>EXPENDITURES</b>					
Contributions to College	9,686	9,229	-	18,915	156,742
Interfund transfers	382	13,687	(14,069)	-	-
Operating expenses	325,053	80,875	2,073	408,001	412,353
Refund Alumni funds (requested)	-	-	-	-	72,741
Scholarships	-	203,437	-	203,437	216,866
<b>TOTAL EXPENDITURES</b>	<b>335,121</b>	<b>307,228</b>	<b>(11,996)</b>	<b>630,353</b>	<b>858,702</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>	<b>(112,649)</b>	<b>(55,147)</b>	<b>44,639</b>	<b>(123,157)</b>	<b>(117,851)</b>
<b>OTHER INCOME AND EXPENSES</b>					
Investment gain/(loss), net of investment expenses	88,511	364,438	8,282	461,231	479,176
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ (24,138)</b>	<b>\$ 309,291</b>	<b>\$ 52,921</b>	<b>\$ 338,074</b>	<b>\$ 361,325</b>

**COLLEGE OF THE DESERT FOUNDATION  
SUMMARY REPORT  
FOR CURRENT MONTH ENDED 11/30/2013  
WITH COMPARATIVE TOTALS FOR YTD 11/30/2012**

	One Month Actual	YTD Actual	Total Annual Budget	Variance %	Budget Remaining	11/30/2012
<b>Revenue</b>						
President's Circle	476	26,367	160,000	16.5%	133,633	38,921
Annual Fund/Direct Mail	-	-	30,000	0.0%	30,000	775
Academic Angel/Membership	750	23,250	20,000	116.3%	(3,250)	11,065
Academic Angel Special Events	28,011	51,593	60,000	86.0%	8,407	42,257
Grants - Direct Revenue	-	-	150,000	0.0%	150,000	-
Title V Grant	-	-	24,000	0.0%	24,000	-
Marketing Reimbursment	-	-	30,000	0.0%	30,000	-
Individual Gifts	126	6,065	210,000	2.9%	203,935	12,387
<b>McCallum Events (net)</b>						
Barry Manilow	-	-	-	0.0%	-	(40,328)
Stepping Out for COD	4,742	15,628	240,000	6.5%	224,372	27,565
Other	(2,070)	(12,889)	-	0.0%	12,889	(4,190)
Interest	-	29,626	125,000	23.7%	95,374	121,750
Management Services	-	82,832	300,000	27.6%	217,168	78,494
<b>Total Revenue</b>	<b>32,035</b>	<b>222,472</b>	<b>1,349,000</b>	<b>16.5%</b>	<b>1,126,528</b>	<b>288,696</b>
<b>Expenditures</b>						
President's Circle	-	3,055	5,000	61.1%	1,945	8,774
Academic Angel/Membership	-	-	-	0.0%	-	1,294
Auditor	2,750	16,750	20,000	83.8%	3,250	19,750
Bank Charges	656	2,112	5,000	42.2%	2,888	2,378
Board/Staff Training	243	1,432	5,000	28.6%	3,568	623
Community Outreach	6,094	6,947	180,000	3.9%	173,053	29,523
Repairs & Maintenance	-	1,267	2,000	63.4%	733	408
Campus Tours	-	-	5,000	0.0%	5,000	-
Donor/Scholarship Reception	-	-	5,000	0.0%	5,000	-
Donor Development	835	1,913	30,000	6.4%	28,087	4,847
Equipment Lease	336	1,345	8,000	16.8%	6,655	1,773
Insurance D & O	-	590	5,000	11.8%	4,410	590
Major Gifts	-	-	3,000	0.0%	3,000	-
Membership Dues	350	350	2,000	17.5%	1,650	625
Office Supplies & Equipment	176	5,486	10,000	54.9%	4,514	4,786
Other	160	160	6,000	2.7%	5,840	732
Postage	906	1,583	3,000	52.8%	1,417	87
President's Fund	230	3,143	20,000	15.7%	16,857	700
Printing/Design/Graphics	872	4,291	10,000	42.9%	5,709	1,285
Service Contracts	64	4,400	4,500	97.8%	100	3,555
Staff Mileage Reimburse	-	-	3,000	0.0%	3,000	-
Subscriptions & Publications	249	299	2,000	15.0%	1,701	-
Telephone	79	443	1,500	29.5%	1,057	387
Wages & Benefits	70,111	160,549	665,000	24.1%	504,451	174,395
<b>Independent Contractors</b>						
Roemer & Harnik	1,293	13,999	25,000	56.0%	11,001	4,816
MMGC CPA	6,000	24,000	80,000	30.0%	56,000	-
Peter Sturgeon	-	21,000	-	0.0%	(21,000)	28,000
Mtn View Bookkeeping	-	23,060	48,000	48.0%	24,940	17,120
Kay Hazen & Co.	-	24,000	144,000	16.7%	120,000	29,000
Casey Strachan	-	-	48,000	0.0%	48,000	-
Other	-	1,085	-	0.0%	(1,085)	-
Website	-	1,794	4,000	44.9%	2,206	1,495
<b>Total Expenditures before Contributions</b>	<b>91,404</b>	<b>325,053</b>	<b>1,349,000</b>	<b>24.1%</b>	<b>786,091</b>	<b>336,943</b>
Contributions to College	2,552	9,686				
Realized/Unrealized Gains	-	(88,511)				
Interfund transfer	-	382				
<b>Total Expenditures</b>	<b>93,956</b>	<b>246,610</b>				
<b>Excess or (Deficit)</b>	<b>(61,921)</b>	<b>(24,138)</b>				
<b>General Fund Carryover</b>		<b>390,659</b>				
<b>Total excess at 11/30/13</b>		<b>366,521</b>				
<b>Ackerman Fund</b>		<b>88,899</b>				



College of the Desert Foundation  
Schedule Events  
As of 11/30/2013

	Revenues	Expenditures	Total
Balances:			
<b>Fall Luncheon</b>			
Special Event Income	13,150.00	0.00	13,150.00
Special Event Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Fall Luncheon</b>	13,150.00	0.00	13,150.00
<b>Chili Cook off</b>			
Special Event Income	55,400.00	0.00	55,400.00
Special Event Expenses	0.00	(16,604.60)	(16,604.60)
Postage	<u>0.00</u>	<u>(351.34)</u>	<u>(351.34)</u>
<b>Total Chili Cook off</b>	<u>55,400.00</u>	(16,955.94)	38,444.06
<b>Stepping Out for COD</b>			
Special Event Income	53,500.00	0.00	53,500.00
Special Event Expenses	0.00	(34,033.92)	(34,033.92)
	0.00	(598.00)	(598.00)
Marketing	<u>0.00</u>	<u>(3,240.00)</u>	<u>(3,240.00)</u>
<b>Total Stepping Out for COD</b>	53,500.00	(37,871.92)	15,628.08
<b>Misc. Events</b>	0.00	(12,889.00)	(12,889.00)
<b>Total Balances:</b>	<u>108,900.00</u>	<u>(67,716.86)</u>	<u>54,333.14</u>

**COLLEGE OF THE DESERT FOUNDATION**

**FINANCIAL SUMMARY**

**December 31, 2013**

## Key Financial Information

	<u>December 2013</u>	<u>December 2012</u>
<b>Total Net Assets:</b>	\$ 25,895,160	\$ 23,059,998
<b>Total Revenue Received July 1, 2013-December 31, 2013:</b>		<u>\$ 2,320,640</u>
<b>Permanently Restricted:</b>		\$ 56,868
<b>Temporarily Restricted:</b>		\$ 1,343,854
<b>Unrestricted:</b>		\$ 919,919
<b>Total Revenue received in December 2013:</b>	\$ 1,424,924	
<b>Total Funds transferred to College for Use:</b>		
July 1, 2013 – December 31, 2013:		<u>\$ 333,864</u>
Scholarships:		\$ 221,211
Programs:		\$ 112,653
<b>Total Funds in endowments: December 2013:</b>	<u>\$ 18,234,142</u>	
<b>Total Funds in Unrestricted Funds:</b>		\$ 1,417,461
Carry over from July 2013---balance as of December 2013:		\$ 817,531
Ackerman Fund (Unrestricted) Balance: December 2013:		\$ 82,523

### Revenue and Expenditure Comparison

	Total Revenues to Foundation	Operating Expense Actual	Wages & Salaries
Fiscal Year 2009-2010	1,145,189	984,251	627,590
Fiscal Year 2010-2011	2,479,240	811,422	600,238
Fiscal Year 2011-2012	3,344,880	805,598	544,915
Fiscal Year 2012-2013	3,983,966	1,052,951	411,159
Fiscal Year 2013-2014	2,320,640	442,248	210,542

	Contributions to College	Scholarships	Programs
Fiscal Year 2009-2010	1,689,721	656,010	1,033,711
Fiscal Year 2010-2011	1,345,889	547,082	798,807
Fiscal Year 2011-2012	1,934,770	581,156	1,353,614
Fiscal Year 2012-2013	1,334,432	524,775	809,657
Fiscal Year 2013-2014 through 12/31/2013	333,864	221,211	112,653

	12/31/2013	12/31/2012	Change from Prior Fiscal Year
Total Net Assets	25,895,160	23,059,998	2,835,162
Total Endowments	18,234,142	16,579,650	1,654,492

	Fiscal YTD thru 12/31/2013	Same Period Last Fiscal year	Change from Prior Fiscal Year
Operating Revenue:	694,566	307,186	387,380
Operating Expenses	435,414	488,116	(52,702)
Scholarships to College	221,211	259,687	(38,476)
Programs to College	112,653	162,381	(49,728)
Total Funds to College	333,864	422,068	(88,204)

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2012**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>ASSETS</b>					
Cash and cash equivalents	\$ 909,088	\$ 1,331,736	\$ -	\$ 2,240,824	\$ 1,698,370
Investments	600,000	4,285,543	17,173,371	22,058,914	20,567,502
Pledges receivable	5,000	25,000	718,791	748,791	1,440,457
Accrued interest receivable	12,464	30,312	5,164	47,940	60,003
Property and equipment, net	3,513	6,000	-	9,513	2,639
FCCC - Scholarship Endowment	-	32,166	336,549	368,715	351,010
Split interest agreements	-	531,649	-	531,649	506,383
<b>TOTAL ASSETS</b>	<b>\$ 1,530,065</b>	<b>\$ 6,242,406</b>	<b>\$18,233,875</b>	<b>\$26,006,346</b>	<b>\$24,626,364</b>
<b>LIABILITIES</b>					
Accounts payable	\$ 30,191	\$ -	\$ -	\$ 30,191	\$ 977,491
Accrued expenses	82,413	(1,151)	(267)	80,995	109,125
<b>TOTAL LIABILITIES</b>	<b>112,604</b>	<b>(1,151)</b>	<b>(267)</b>	<b>111,186</b>	<b>1,086,616</b>
<b>NET ASSETS</b>	<b>1,417,461</b>	<b>6,243,557</b>	<b>18,234,142</b>	<b>25,895,160</b>	<b>23,539,748</b>
Unrestricted:					
Undesignated	817,461	-	-	817,461	477,457
Board designated	600,000	-	-	600,000	600,000
Temporarily restricted	-	6,243,557	-	6,243,557	5,402,891
Permanently restricted	-	-	18,234,142	18,234,142	16,579,650
<b>NET ASSETS</b>	<b>1,417,461</b>	<b>6,243,557</b>	<b>18,234,142</b>	<b>25,895,160</b>	<b>23,059,998</b>
<b>TOTAL LIABILITIES AND NET ASSET</b>	<b>\$ 1,530,065</b>	<b>\$ 6,242,406</b>	<b>\$18,233,875</b>	<b>\$26,006,346</b>	<b>\$24,626,364</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR CURRENT MONTH ENDED DECEMBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2012**

**CURRENT MONTH**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ 41,714	\$ 215,312	\$ 4,529	\$ 261,555	\$ 97,977
Donations	2,046	19,058	-	21,104	2,936
Annual Fund	13,400	-	-	13,400	3,300
Academic Angels Donations	1,000	-	-	1,000	2,250
COD Alumni donations	-	-	-	-	(5,000)
Capital Campaign	-	-	100	100	25,050
Management Services	83,167	-	-	83,167	-
Estate Gifts	213,417	-	139	213,556	-
Other Income	4,888	390	-	5,278	-
President's Circle	23,305	-	-	23,305	10,889
Scholarship Donations	-	172,344	1,750	174,094	245,751
Special Events (net)	85,799	2,000	-	87,799	62,219
<b>TOTAL REVENUE AND SUPPORT</b>	<b>468,736</b>	<b>409,104</b>	<b>6,518</b>	<b>884,358</b>	<b>445,372</b>
<b>EXPENDITURES</b>					
Contributions to college	40,800	52,938	-	93,738	-
Operating expenses	107,072	6,376	-	113,448	98,691
Scholarships	-	21,849	-	21,849	47,196
<b>TOTAL EXPENDITURES</b>	<b>147,872</b>	<b>81,163</b>	<b>-</b>	<b>229,035</b>	<b>145,887</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>					
	<b>320,864</b>	<b>327,941</b>	<b>6,518</b>	<b>655,323</b>	<b>299,485</b>
<b>OTHER INCOME AND EXPENSES</b>					
Investment gain/(loss), net of investment expenses	130,077	398,991	11,498	540,566	89,590
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ 450,941</b>	<b>\$ 726,932</b>	<b>\$ 18,016</b>	<b>\$ 1,195,889</b>	<b>\$ 389,075</b>



**COLLEGE OF THE DESERT FOUNDATION**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FOR SIX MONTHS ENDED DECEMBER 31, 2013**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2012**

**YEAR TO DATE**

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2013	2012
<b>REVENUE AND SUPPORT</b>					
Interest	\$ 71,340	\$ 324,079	\$ 7,301	\$ 402,720	\$ 333,117
Donations	8,111	37,848	-	45,959	26,409
Annual Fund	13,400	-	-	13,400	4,075
Academic Angels Donations	16,750	4,805	-	21,555	13,315
COD Alumni donations	-	-	-	-	55,600
Grants	-	17,951	-	17,951	92,014
Estate Gifts	213,417	-	139	213,556	445
Capital Campaign	-	-	1,427	1,427	35,100
Management Services	165,999	-	-	165,999	75,827
Membership	7,500	-	-	7,500	-
Other Income	4,888	390	-	5,278	100
President's Circle	49,671	-	-	49,671	48,810
Scholarship Donations	-	274,112	30,294	304,406	416,295
Special Events (net)	150,255	2,000	-	152,255	92,462
<b>TOTAL REVENUE AND SUPPORT</b>	<b>701,331</b>	<b>661,185</b>	<b>39,161</b>	<b>1,401,677</b>	<b>1,193,569</b>
<b>EXPENDITURES</b>					
Contributions to College	50,486	62,167	-	112,653	162,381
Interfund transfers	382	13,687	(14,069)	-	-
Operating expenses	442,248	6,491	-	448,739	490,720
Refund Alumni funds (requested)	-	-	-	-	72,741
Scholarships	-	221,211	-	221,211	259,687
<b>TOTAL EXPENDITURES</b>	<b>493,116</b>	<b>303,556</b>	<b>(14,069)</b>	<b>782,603</b>	<b>985,529</b>
<b>EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE OTHER INCOME AND EXPENSES</b>					
	208,215	357,629	53,230	619,073	208,040
<b>OTHER INCOME AND EXPENSES</b>					
Investment gain/(loss), net of investment expenses	218,588	682,669	17,707	918,964	493,255
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>\$ 426,803</b>	<b>\$ 1,040,298</b>	<b>\$ 70,937</b>	<b>\$ 1,538,037</b>	<b>\$ 701,295</b>

**COLLEGE OF THE DESERT FOUNDATION**  
**SUMMARY REPORT**  
**FOR CURRENT MONTH ENDED 12/31/2013**  
**WITH COMPARATIVE TOTALS FOR YTD 12/31/2012**

	One Month Actual	YTD Actual	Total Annual Budget	Variance %	Budget Remaining	12/31/2012
<b>Revenue</b>						
President's Circle	23,305	57,171	160,000	35.7%	102,829	49,810
Annual Fund/Direct Mail	13,400	13,400	30,000	44.7%	16,600	4,075
Academic Angel/Membership	1,000	16,750	20,000	83.8%	3,250	11,315
Academic Angel Special Events	47,363	98,956	60,000	164.9%	(38,956)	57,838
Grants - Direct Revenue	-	-	150,000	0.0%	150,000	-
Title V Grant	-	-	24,000	0.0%	24,000	-
Marketing Reimbursement	-	-	30,000	0.0%	30,000	-
Individual Gifts	215,463	221,528	210,000	105.5%	(11,528)	9,524
<b>McCallum Events (net)</b>						
Barry Manilow	-	-	-	0.0%	-	(31,778)
Stepping Out for COD	30,712	46,340	240,000	19.3%	193,660	53,546
Other	959	(1,806)	-	0.0%	1,806	(356)
Interest	41,714	71,340	125,000	57.1%	53,660	74,718
Other Income	4,888	4,888	-	0.0%	(4,888)	-
Management Services	83,167	165,999	300,000	55.3%	134,001	78,494
<b>Total Revenue</b>	<b>461,971</b>	<b>694,566</b>	<b>1,349,000</b>	<b>51.5%</b>	<b>654,434</b>	<b>307,186</b>
<b>Expenditures</b>						
President's Circle	-	3,055	5,000	61.1%	1,945	8,774
Academic Angel/Membership	-	-	-	0.0%	-	50
Auditor	-	16,750	20,000	83.8%	3,250	19,750
Bank Charges	423	2,535	5,000	50.7%	2,465	4,120
Board/Staff Training	-	1,432	5,000	28.6%	3,568	844
Community Outreach	25,705	40,217	180,000	22.3%	139,783	61,393
Repairs & Maintenance	-	1,267	2,000	63.4%	733	408
Campus Tours	-	-	5,000	0.0%	5,000	-
Donor/Scholarship Reception	2,725	4,638	5,000	92.8%	362	10,500
Donor Development	-	-	30,000	0.0%	30,000	4,847
Equipment Lease	336	1,681	8,000	21.0%	6,319	2,419
Insurance D & O	-	590	5,000	11.8%	4,410	1,180
Major Gifts	-	-	3,000	0.0%	3,000	-
Membership Dues	525	875	2,000	43.8%	1,125	625
Office Supplies & Equipment	382	12,044	10,000	120.4%	(2,044)	6,281
Other	828	1,420	6,000	23.7%	4,580	794
Postage	208	1,791	3,000	59.7%	1,209	100
President's Fund	-	3,143	20,000	15.7%	16,857	2,900
Printing/Design/Graphics	5,678	9,899	10,000	99.0%	101	12,717
Service Contracts	164	164	4,500	3.6%	4,336	3,555
Staff Mileage Reimburse	4,563	-	3,000	0.0%	3,000	-
Subscriptions & Publications	-	299	2,000	15.0%	1,701	-
Telephone	79	521	1,500	34.7%	979	685
Wages & Benefits	49,993	210,542	665,000	31.7%	454,458	231,540
<b>Independent Contractors</b>						
Roemer & Harnik	760	14,759	25,000	59.0%	10,241	4,859
MMGC CPA	-	30,000	80,000	37.5%	50,000	7,600
Peter Sturgeon	-	21,000	-	0.0%	(21,000)	35,000
Mtn View Bookkeeping	-	23,060	48,000	48.0%	24,940	17,120
Kay Hazen & Co.	7,750	31,750	144,000	22.0%	112,250	48,560
Casey Strachan	-	-	48,000	0.0%	48,000	-
Other	-	-	-	0.0%	-	-
Website	188	1,982	4,000	49.6%	2,018	1,495
<b>Total Expenditures before Contributions</b>	<b>100,307</b>	<b>435,414</b>	<b>1,349,000</b>	<b>32.3%</b>	<b>689,155</b>	<b>488,116</b>
Contributions to College	40,800	50,486				
Realized/Unrealized Gains	(130,077)	(218,588)				
Interfund transfer	-	382				
<b>Total Expenditures</b>	<b>11,030</b>	<b>267,694</b>				
Excess or (Deficit)	450,941	426,872				
<b>General Fund Carryover</b>		<b>390,659</b>				
<b>Total excess at 12/31/13</b>		<b>817,531</b>				
<b>Ackerman Fund</b>		<b>82,523</b>				

College of the Desert Foundation  
Schedule Events  
As of 12/31/2013

	Revenues	Expenditures	Total
Balances:			
<b>Fall Luncheon</b>			
Special Event Income	13,300.00	0.00	13,300.00
Special Event Expenses	<u>0.00</u>	<u>(7,592.54)</u>	<u>(7,592.54)</u>
<b>Total Fall Luncheon</b>	13,300.00	(7,592.54)	5,707.46
<b>Chili Cook off</b>			
Special Event Income	113,010.13	0.00	113,010.13
Special Event Expenses	0.00	(17,889.45)	(17,889.45)
Postage	0.00	(351.34)	(351.34)
Printing/Design/Graphics	0.00	(621.00)	(621.00)
Recognition	<u>0.00</u>	<u>(900.00)</u>	<u>(900.00)</u>
<b>Total Chili Cook off</b>	113,010.13	(19,761.79)	93,248.34
<b>Stepping Out for COD</b>			
Special Event Income	100,500.00	0.00	100,500.00
Special Event Expenses	0.00	(42,312.21)	(42,312.21)
Postage	0.00	(3,326.34)	(3,326.34)
Printing/Design/Graphics	0.00	(598.00)	(598.00)
Marketing	<u>0.00</u>	<u>(7,923.10)</u>	<u>(7,923.10)</u>
<b>Total Stepping Out for COD</b>	100,500.00	(54,159.65)	46,340.35
<b>Misc. Events</b>	0.00	(1,806.27)	(1,806.27)
<b>Total Balances:</b>	<u>213,510.13</u>	<u>(75,727.71)</u>	<u>143,489.88</u>

## Stepping Out for COD Bottom Line Recap

	Present Status	GOALS	%variance
Presenting Sponsor - \$75K	1	1	100
Emeritus - \$25K	3	8	38
Valedictorian - \$10K	4	10	40
Primetime - \$15K	1	1	100
Suite Deal \$7.5K (Boom Rgt, Lft, A, G)	4	4	100
Suite Deal \$5K (B)	0	1	0
Graduate - \$5K	8	10	80
Roadrunner - \$1K	31	20	155
Foundation ticket sales \$150	24	36	67

Dollars	
Total dollars (including pledged, in-kind)	\$390,550
Event goal	\$500,400
Goal	78%
Number of sponsorship tickets FDN has left to sell	80
Number of tickets McCallum has left to sell	100



30 YEARS 30 DAYS \$3 MILLION TO RAISE

### Charitable Contribution Pledge

## Board Commitment

Thank you for your generous gift to the College of the Desert Foundation Changing Lives Campaign! Your contributions will change lives and the Coachella Valley forever. Please review and complete the following Charitable Contribution Pledge.

I will pledge \$ \_\_\_\_\_ payable in full on or before \_\_\_\_\_

Or in the following payment schedule (monthly/annually) beginning \_\_\_\_\_

Individual/Corporation/Foundation Name \_\_\_\_\_

Address \_\_\_\_\_ Suite \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone No. \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_

Title \_\_\_\_\_ Date \_\_\_\_\_

The COD Foundation plans to recognize contributions to the campaign in various ways, including through printed material. Please indicate the name of the individual(s), corporations or foundation to be recognized, if we may recognize you by gift level or whether you prefer to remain anonymous. Please state how you would like to be recognized:

☐ You may publicly recognize my gift level/name or not as best benefits the campaign.

Individual/Corporation/Foundation to be recognized \_\_\_\_\_

☐ I wish to remain anonymous.

The COD Foundation will mail/email pledge reminders one month prior to the schedule noted above. Your contribution to the campaign is tax deductible (ID # 95-3829219). The COD Foundation will send an appropriate acknowledgment of your contribution for your tax records.

Please make check payable to:

College of the Desert Foundation  
43-500 Monterey Avenue  
Palm Desert, CA 92260

**Thank you for your generosity, commitment and support for student success at College of the Desert!**



# 30 CHANGING LIVES 30 CHALLENGE

30 YEARS. 30 DAYS.  
\$3 MILLION TO RAISE.

01/23/14



## College Programs that will benefit from Challenge

Veterans Center	\$	300,000
College Signature Programs		
Nursing & Child Development Center	\$	1,500,000
Visual & Performing Arts		
Fire Academy		
Automotive		
Scholarships/Textbooks/Student Success	\$	500,000
Technology & Digital Upgrades	\$	500,000
President's Fund--College priorities	\$	200,000
		<hr/>
<b>Total Fund Challenge Goal</b>		<b>\$ 3,000,000</b>

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**Fulfillment Form**

Thank you for your pledge to the College of the Desert Foundation Changing Lives Campaign. In order to fulfill your financial commitment and make a donation, please fill out the form below:

I agree to support the COD Foundation Changing Lives Campaign by:

- ☐ Making a one-time payment to fulfill my pledge of \$ \_\_\_\_\_
- ☐ Making one payment toward my larger pledge commitment based upon the terms stated in my Charitable Contribution Pledge.

Contact information

Individual/Corporation/Foundation Name \_\_\_\_\_

Address \_\_\_\_\_ Suite \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone No. \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

I am submitting my payment of \$ \_\_\_\_\_ toward the COD Foundation Changing Lives Campaign.

Payment Information

☐ VISA      ☐ American Express      ☐ MasterCard      ☐ Discover

Account No. \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address (if different from above) \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code \_\_\_\_\_

☐ Check Payable to COD Foundation (Tax ID # 95-3829219)

Please remit to College of the Desert Foundation, 43-500 Monterey Avenue, Palm Desert, CA, 92260

**Thank you for your generosity, commitment and support for student success at College of the Desert!**