



Foundation Board Meeting

General Session: 3:00 p.m.

Wednesday – January 27, 2016

Meeting Location (See map)

**PUBLIC SAFETY ACADEMY
CLASSROOM PSA18**

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

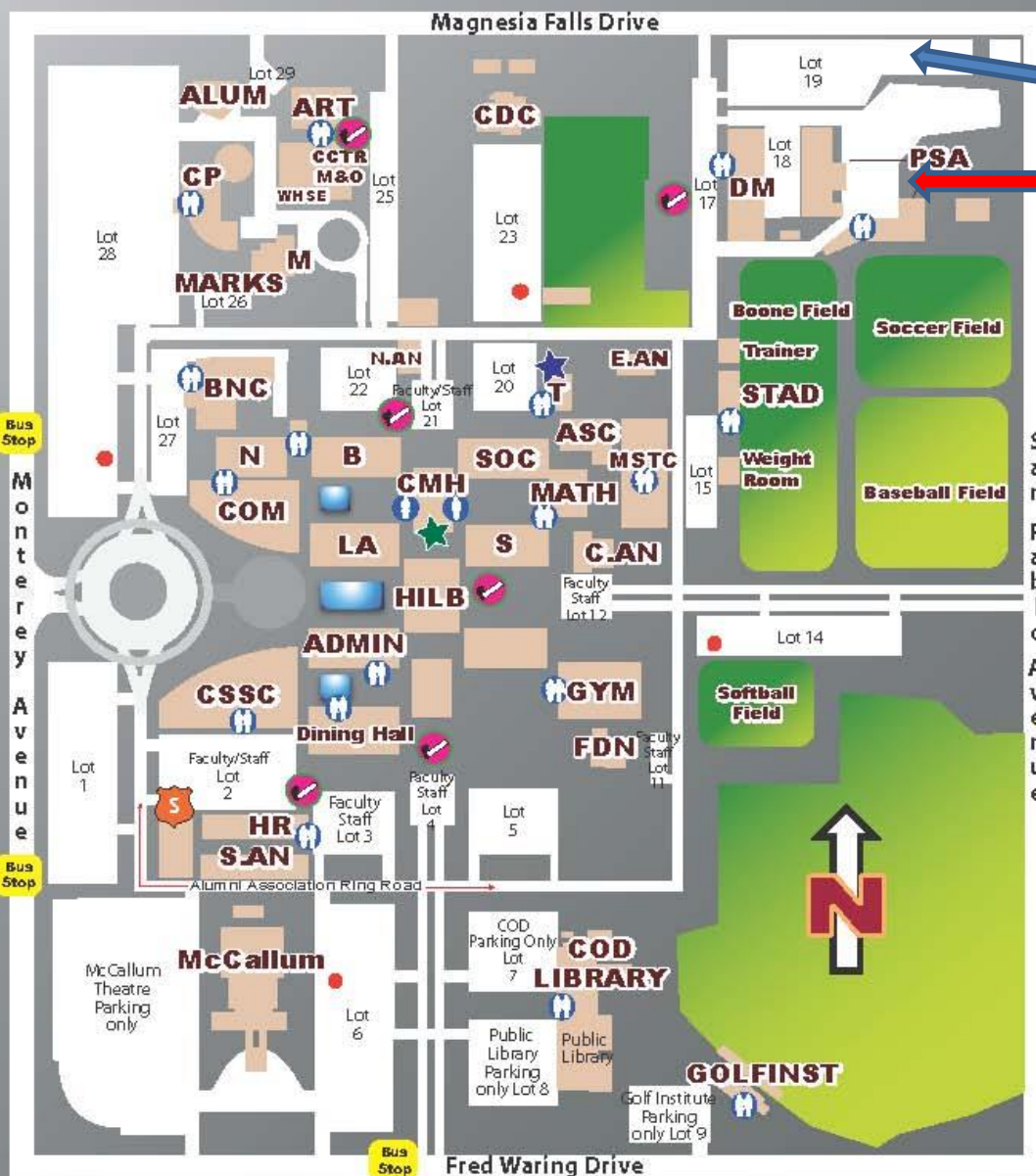
Important Notice:

All meetings will be recorded



COLLEGE of the DESERT

Campus Guide



Board Meeting

Park Lot 19

Room PSA 18

● Self Serve One-Day Permit Dispenser

Security

Designated Smoking Areas

Pollock Theatre

Theatre Too

AGENDA

(**Board action required)

- I. Call to Order
- II. Public Invitation to speak per the Brown Act
- III. COD Student speaker
- III. Approval of meeting minutes
 - A. **Approval of December 2, 2015 Board Meeting Minutes..... Page: 1**
- IV. Financials Review – Kirstien Renna
 - A. **Approval of Financials November 2015..... Page: 6**
- V. Foundation Standing Committee Reports
 - A. Finance Committee – Suz Hunt
 - a) ** Approval of January 20, 2016 Finance & Investment Minutes..... Page: 11**
 - a) Merrill Lynch & Wells Fargo Quarterly Investment report:
 - (i) Foundation Account Page: 12
 - (ii) Capital Campaign Account..... Page: 13
 - (iii) Combined Accounts..... Page: 14
 - B. Academic Angels Committee – Jan Harnik
- VI. Foundation Reports
 - A. Development- Gigi Muth, Citizens of Distinction Update..... Page: 15
 - B. Development – Peter Sturgeon, Donor Scholarship Event, February 25, 2016
 - C. Stepping Out for COD- Update–Gershowitz & Hummer
 - D. Economic Impact of COD – Joel Kinnamon
- VII. Reports:
 - A. Academic Senate President – Kelly Hall
 - B. COD Trustee – Bonnie Stefan
 - C. Foundation Board President – Mark Nickerson
 - D. Response to Community Involvement Requests:
 - a) None
- XI. New Business
- XII. Adjournment



Board of Director Meeting
Wednesday, December 2, 2015 – 3:00p.m.
Cravens Multi-Purpose Room

MINUTES

Present:

Joan Busick, Becky Broughton, Bill Chunowitz, Peggy Cravens, Donna Jean Darby, Marge Dodge, Diane Gershowitz, Jan Harnik, Brian Holcombe, Lisa Howell, Suz Hunt, Peggy Sue Lane, John Manion, Charles Monell, Mark Nickerson, Jane Saltonstall, Sally Simonds, Dominique Shwe, Kate Spates, Larry Spicer

Absent:

Bob Archer, Norma Castaneda, Carol Bell Dean, Kelly Hall, Joel Kinnamon, Donna MacMillan, Dan Martinez, Penny Mason, JoAnn McGrath, Arlene Schnitzer, VernKozlen

Guest

Gary Galton, Jim Hummer, Kippy Laflame, Kirstien Renna, Peter Sturgeon, Gigi Muth, Pam Hunter

Call to Order

Public Invitation to speak as per the Brown Act

None

COD Student speaker

No student at this meeting

Approval of meeting minutes as distributed

It was M/S/C Larry Spicer/Suz Hunt to approve the Septemeber29, 2015 Board Meeting Minutes.

Financials Review – Kirstien Renna

Kirstien reviewed the September and October 2015 financials.

It was M/S/C Suz Hunt/Diane Gershowitz to approve the September 2015 Financials.

It was M/S/C Donna Jean Darby/Joan Busick to approve the October 2015 Financials.



Foundation Standing Committee Reports

Audit Committee – Larry Spicer

The committee met at 2:30 this afternoon to discuss the extension of Brabo Carlsen contract to perform this year's audit. It was suggested, by Jim Hummer that because of changes in procedures and software, over the past 2 years, that Brabo Carlsen was closely involved in, that we extend their contract and go to RFP for the 16-17 year.

Larry Spicer mentioned that there is no specific time limit in our policies. The College will allow multiple years for one company but a new partner must be put in place very three years. The Audit committee and that this should be discussed at a later date.

It was M/S/C Larry Spicer/Jan Harnik to extend Brabo Carlsen's contract

Finance Committee

It was M/S/C by Sally Simonds/Bill Chunowitz to approve the October 21, 2015 Investment meeting minutes as presented

The following proposed changes to the ISP were discussed, included in packet on pages 20 and 21.

Current- Separate Allocations for Endowment Faculty/Staff Positions and Building Support Funds

Investment Objective- Endowed Faculty/Staff Positions

Portfolio Asset Allocation			
Asset Class/ Investment Style	Market Value		
	Minimum	Target	Maximum
Domestic and International Equities	0%	35%	50%
Investment Grade Fixed Income	45%	60%	95%
Cash and Cash Equivalents	5%	5%	25%
Alternatives	0%	n/a	10%

Investment Objective- Building Support Funds

Portfolio Asset Allocation			
Asset Class/ Investment Style	Market Value		
	Minimum	Target	Maximum
Domestic and International Equities	0%	50%	70%
Investment Grade Fixed Income	5%	45%	95%
Cash and Cash Equivalents	5%	5%	25%
Alternatives			



Proposed- Combine, One Asset Allocation for CCA

Asset Class/ Investment Style	Market Value		
	Minimum	Target	Maximum
Domestic and International Equities	0%	50%	70%
Investment Grade Fixed Income	15%	45%	95%
Cash and Cash Equivalents	5%	5%	25%
Alternatives	0%	n/a	10%

It was M/S/C by Jane Saltonstall/Peggy Cravens to approve the combination of the asset allocations for our ISP as presented

Academic Angels – Jan Harnik and Gigi Muth

Jan reviewed the Citizens of Distinction event as well as the proposed location for the spring luncheon.

YOU CAN Campaign – Jim Hummer

Jim reviewed two PowerPoint presentations.

Highlights of the YOU CAN campaign:

The Edge program was discussed at length. Remedial issues as an example: in Math and English proficiency starts to fall in grade three nationwide. By the time a student gets to college they are behind. To ensure that students meet the challenge of the needs of the job market local donor support to the YOU CAN campaign is critical. The campaign breaks down in three areas: financial, academic barriers as well as a one stop job center.

Message and Marketing:

- Logo and Messaging
- Campaign Brochure
- Pledge Cards/Reply
- Desert Scene Placed Stories
- Online Sponsored Stories and Mobile Ads
- TV Campaign with a total of 1227 spots, 180 five second billboard tags
- Palm Springs Life Advertising
- Digital Promo/Advertising
- Pop Up Banners
- Pole Banners

Native Advertising – Dominique Shwe

Reaching out to our Alumni through the Desert Sun using native advertising was explained to the Board by Dominique. The test period from July 10 to September 30 resulted in over 1000 shares on Facebook and Twitter proving the success of engaging a younger demographic.

College of the Desert President – Dr. Joel Kinnamon

No report, Dr. Kinnamon absent.



Academic Senate President – Dr. Kelly Hall

No report, Dr. Hall absent.

COD Trustee – Becky Broughton

This was Becky's last board meeting as the Trustee representative. She enjoyed her time on the board and congratulated all on the renewed energy and the great working relationship with the College.

Development Reports – Gigi Muth

Updated the Board on the Citizens of Distinction event over 350 people have committed to attending.

Development Reports – Peter Sturgeon

Peter reported on the Barry Manilow event coming up December 11th and the Welcome Back event of November 15th.

Executive Director – Jim Hummer

Jim updated the Board on the Stepping Out for COD event. Sponsorships requests sent out in December and the Ticket on Sale postcards will go out in January.

Foundation Board President – Mark Nickerson

Mark reminded the members that the great relationship between the Foundation and the College came about because of hard work done by past Presidents and members. Suz Hunt commented on how instrumental Donna Jean Darby was on renewing the relationship with the College and the community.

Adjournment 4:30 p.m.

COLLEGE OF THE DESERT FOUNDATION

FINANCIAL SUMMARY

November 30, 2015

KEY FINANCIAL INFORMATION

	November 2015	November 2014
A) Total Net Assets:	\$ 28,511,587	\$ 29,604,014

B) Total Revenue Received July 1, 2015-November 30, 2015:

(Detailed on Page 4 of this report)

	Realized / Total Revenue Unrealized Gains and Support & Losses		
Unrestricted:	\$ 538,515	\$ (95,246)	\$ 443,269
Temporarily Restricted:	405,836	(450,191)	(44,355)
Permanently Restricted:	2,862	-	2,862
	<u>\$ 947,213</u>	<u>\$ (545,437)</u>	<u>\$ 401,776</u>

C) Total Revenue received in November 2015:

(Detailed on Page 3 of this report)

Realized/Unrealized Gains & Losses	\$ 227,038
Total Revenue and Support	\$ 106,377
	<u>\$ 333,415</u>

D) Total Funds transferred to College for Use:

July 1, 2015 – November 30, 2015:

Scholarships	\$ 328,263
Programs	\$ 144,087
	<u>\$ 472,350</u>

E) Total Funds in endowments: November 2015:

(See Line 16 / Page 2 of this report)

\$ 18,899,290

F) Total Funds in Unrestricted Funds:

(Detailed on Page 5 of this report)

\$ 763,187

Carry over from June 2015	\$ 805,228
Net Activity YTD	(25,570)
As of November 2015:	<u>\$ 763,187</u>

G) Other

Board Reserve	\$ 500,000
Ackerman Fund (Unrestricted) Balance	\$ 49,294

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION NOVEMBER 30, 2015
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2014

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2015-16	2014-15
ASSETS					
1 Cash and cash equivalents	\$ 281,491	\$ 1,405,974	\$ -	\$ 1,687,464	\$ 1,427,309
2 Investments	500,000	6,022,710	18,034,639	24,557,349	24,980,248
3 Pledges receivable	89,748	957,196	524,782	1,571,726	2,330,415
4 Accounts Receivable	(13)	10	-	(3)	-
5 Prepaid expenses	-	-	-	-	-
6 Funds held at College	-	5,000	-	5,000	-
7 Accrued interest receivable	20,775	35,250	-	56,025	54,089
8 Property and equipment, net	14,070	-	-	14,070	8,453
9 FCCC - Scholarship Endowment	-	41,076	336,549	377,625	390,724
10 Split interest agreements	-	414,852	-	414,852	543,469
TOTAL ASSETS	\$ 906,072	\$ 8,882,069	\$ 18,895,970	\$ 28,684,110	\$ 29,734,707
LIABILITIES					
11 Accounts payable	\$ 68,882	\$ 45,355	\$ -	\$ 114,238	\$ -
12 Deferred Contributions	\$ -	\$ -	\$ -	-	\$ -
13 Accrued liabilities	55,795	2,537	(50)	58,282	95,536
TOTAL LIABILITIES	124,677	47,893	(50)	172,520	95,536
NET ASSETS, beginning					
Unrestricted:					
14 Undesignated	305,228	-	-	305,228	1,193,548
15 Board designated	500,000	-	-	500,000	500,000
16 Temporarily restricted	-	9,455,522	-	9,455,522	9,394,012
17 Permanently restricted	-	-	18,804,343	18,804,343	18,551,611
TOTAL NET ASSETS, beginning	805,228	9,455,522	18,804,343	29,065,093	29,639,171
18 Net Activity	(25,570)	(622,933)	94,997	(553,506)	-
NET ASSETS	779,658	8,832,589	18,899,340	28,511,587	29,639,171
TOTAL LIABILITIES AND NET ASSETS	\$ 904,335	\$ 8,880,482	\$ 18,899,290	\$ 28,684,107	\$ 29,734,707

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED NOVEMBER 30, 2015
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2014

Page 8

CURRENT MONTH

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2015	2014
REVENUE AND SUPPORT					
1 Interest	\$ 9,152	\$ 31,936	\$ 673	\$ 41,761	\$ 68,694
2 Donations	1,275	1,692	-	2,967	872
3 Academic Angels Donations	750	-	-	750	1,750
4 Capital Campaign	-	-	-	-	50
5 Other Income	-	-	-	-	30
6 President's Circle	2,168	-	-	2,168	6,000
7 Scholarship Donations	-	47,400	-	47,400	45,557
8 Special Events (net)	11,331	-	-	11,331	52,717
TOTAL REVENUE AND SUPPORT	24,676	81,028	673	106,377	175,670
EXPENDITURES					
9 Contributions to college	-	10,311	-	10,311	235,339
10 Operating expenses	102,949	4,125	-	107,074	78,250
11 Scholarships	-	84,055	-	84,055	23,541
TOTAL EXPENDITURES	102,949	98,491	-	201,440	337,130
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
12 OTHER INCOME AND EXPENSES	(78,273)	(17,463)	673	(95,063)	(161,460)
OTHER INCOME AND EXPENSES					
13 Management Fees	-	-	-	-	-
14 Realized Gain/(Loss) ²	(17,143)	(62,052)	-	(79,195)	-
15 Unrealized Gain/(Loss) ³	67,826	245,506	-	313,332	-
16 Other Investment Expenses	(1,537)	(5,562)	-	(7,099)	135,330
TOTAL OTHER INCOME AND EXPENSES	49,146	177,892	-	227,038	135,330
INCREASE (DECREASE) IN NET ASSETS	\$ (29,127)	\$ 160,429	\$ 673	\$ 131,975	\$ (26,130)

¹ Interfund transfers represent interest earned on endowments, which has been transferred to the corresponding restricted fund making it available for spending.

² Realized Gains/Losses reflect amounts for investments which have actually been sold.

³ Unrealized Gains/Losses reflect stocks which have decreased in value, but have yet to be sold.

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR FIVE MONTHS ENDED NOVEMBER 30, 2015
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2014

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2015-16	2014-15
REVENUE AND SUPPORT					
1 Interest	\$ 50,211	\$ 172,469	\$ 2,862	\$ 225,542	\$ 241,959
2 Donations	28,792	3,636	-	32,428	44,920
3 Annual Fund	-	-	-	-	100
4 Academic Angels Donations	21,500	-	-	21,500	17,000
5 Capital Campaign	-	-	-	-	250
6 Marketing Reimbursement	-	-	-	-	100,000
7 Management Services	102,351	-	-	102,351	75,736
8 Estate Gifts	30,103	2,500	-	32,603	-
9 Grants	-	-	-	-	17,000
10 Other Income	4	-	-	4	30
11 President's Circle	101,143	-	-	101,143	17,900
12 Scholarship Donations	-	227,231	-	227,231	137,534
13 Special Events (net)	204,411	-	-	204,411	104,228
TOTAL REVENUE AND SUPPORT	538,515	405,836	2,862	947,213	756,657
EXPENDITURES					
14 Contributions to college	2,500	141,587	-	144,087	320,680
15 Interfund transfers	(8,705)	100,840	(92,135)	-	-
16 Operating expenses	475,044	7,888	-	482,932	424,408
17 Refunds	-	-	-	-	9,361
18 Scholarships	-	328,263	-	328,263	230,011
TOTAL EXPENDITURES	468,839	578,578	(92,135)	955,282	984,460
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
19 OTHER INCOME AND EXPENSES	69,676	(172,742)	94,997	(8,069)	(227,803)
OTHER INCOME AND EXPENSES					
20 Realized Gain/(Loss)	6,428	21,111	-	27,539	-
21 Unrealized Gain/(Loss)	(83,108)	(303,685)	-	(386,793)	-
22 Management Services	-	(102,351)	-	(102,351)	-
23 Other Investment Expenses	(18,566)	(65,266)	-	(83,832)	(91,512)
TOTAL OTHER INCOME AND EXPENSES	(95,246)	(450,191)	-	(545,437)	(91,512)
INCREASE (DECREASE) IN NET ASSETS	\$ (25,570)	\$ (622,933)	\$ 94,997	\$ (553,506)	\$ (319,315)

**COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT
FOR CURRENT MONTH ENDED 11/30/2015
WITH COMPARATIVE TOTALS FOR YTD 11/30/2014**

		One Month Actual	YTD Actual	Total Annual Budget	Variance %	Budget Remaining	11/30/2014
	Revenue						
1	Academic Angel Special Events (net)	\$ -	\$ 72,243	\$ 100,000	72.2%	\$ 27,757	\$ 51,903
2	Academic Angel - Membership	750	21,500	25,000	86.0%	3,500	17,000
3	Annual fund/Direct Mail	-	-	120,000	0.0%	120,000	100
4	Grants - Direct Revenue	-	-	100,000	0.0%	100,000	-
5	Individual Gifts/Planned gifts	1,275	58,895	150,000	39.3%	91,105	42,413
6	Interest	9,152	50,212	151,000	33.3%	100,788	56,680
7	Management Services	-	102,351	300,000	34.1%	197,649	75,736
8	Marketing Reimbursment	-	-	100,000	0.0%	100,000	100,000
9	McCallum Events (net)						
10	Stepping Out for COD	-	130,668	200,000	65.3%	69,332	52,325
11	Other	-	4	20,000	0.0%	19,996	-
12	President's Circle	2,168	101,143	120,000	84.3%	18,857	17,900
	Total Revenue	13,345	537,016	1,386,000	38.7%	848,984	414,087
	Expenditures						
13	Academic Angel/Membership	-	-	5,000	0.0%	5,000	450
14	Annual Fund	-	-	5,000	0.0%	5,000	-
15	Annual Report	-	-	25,000	0.0%	25,000	-
16	Auditor	-	16,750	20,000	83.8%	3,250	16,750
17	Bank Charges	1,059	2,499	8,000	31.2%	5,501	1,834
18	Board/Staff Training	-	2,331	5,000	46.6%	2,669	1,762
19	Campus Tours	-	-	8,000	0.0%	8,000	1,100
20	Community Outreach	-	-	10,000	0.0%	10,000	-
21	Donor Development	1,715	3,010	30,000	10.0%	26,990	16,770
22	Donor/Scholarship Reception	-	-	6,000	0.0%	6,000	-
23	Equipment Lease	317	1,268	5,000	25.4%	3,732	1,657
24	Insurance D & O	0	555	8,000	6.9%	7,445	595
25	Marketing & Messaging	32,808	91,768	178,000	51.6%	86,232	22,072
26	Membership Dues	(60)	990	2,000	49.5%	1,010	1,250
27	Office Supplies & Equipment	1,032	4,623	15,000	30.8%	10,377	2,491
28	Other	-	-		#DIV/0!	-	198
29	Planned Giving	-	-	5,000	0.0%	5,000	-
30	Postage	395	3,598	10,000	36.0%	6,402	1,064
31	President's Circle	-	-	10,000	0.0%	10,000	-
32	President's Fund	435	13,137	40,000	32.8%	26,863	9,825
33	Printing/Design/Graphics	-	3,815	25,000	15.3%	21,185	9,247
34	Recognition/Sponsorship/Tribute ads	-	527	10,000	5.3%	9,473	-
35	Repairs & Maintenance	-	-	2,500	0.0%	2,500	-
36	Service Contracts	98	1,933	8,000	24.2%	6,067	4,357
37	Staff Mileage Reimburse	-	55	2,000	2.8%	1,945	619
38	State of the College Event	-	-	25,000	0.0%	25,000	-
39	Subscriptions & Publications	-	-	2,000	0.0%	2,000	-
40	Telephone	101	494	1,500	32.9%	1,006	342
41	Wages & Benefits	48,098	270,608	690,000	39.2%	419,392	272,189
	Independent Contractors						
42	Roemer & Harnik	-	160	10,000	1.6%	9,840	6,038
43	MMGC CPA	-	21,169	24,000	88.2%	2,831	30,000
44	Accounting Specialist	-	-	31,000	0.0%	31,000	17,000
45	Fundraiser 50	12,826	24,016	48,000	50.0%	23,984	-
46	Abila FR50 Impementation	-	4,000	4,000	100.0%	-	-
47	Abila FR50 S/W	-	-	12,000	0.0%	12,000	-
48	Messaging/Marketing Contract Svs	4,000	4,000	48,000	8.3%	44,000	-
49	Website/Social Media	1,225	1,300	48,000	2.7%	46,700	1,668
	Total Expenditures before Contributions	\$ 104,049	\$ 472,606	\$ 1,386,000	34.1%	\$ 913,394	\$ 419,278
50	Contributions to College	-	2,500				46,437
51	Realized Gain/Loss	(17,143)	6,428				-
52	Unrealized Gain/Loss	67,826	(83,108)				(8,225)
53	Investment Fees	(1,537)	(18,566)				-
54	Refunds	-	-				-
55	Interfund transfer	-	(8,705)				(23,213)
	Total Expenditures	54,903	579,057				434,277
	Excess or (Deficit)	\$ (41,558)	\$ (42,041)				\$ (20,190)
56	General Fund Carryover		805,228				
	Total excess at 11/30/2015		763,187				
57	Ackerman Fund		49,294				
58	Board Reserve		500,000				



Finance Committee Meeting
Wednesday, January 20, 2016 – 3:00pm
Foundation Board Room

M I N U T E S

Present

Bill Chunowitz, Vern Kozlen, Suz Hunt, Penny Mason, Sally Simonds

Absent

Bob Archer, Brian Holcombe, Dan Martinez, Lisa Howell

Staff/Guests

Rondi Edwards, Gary Hall, Brian Hsieh, Kirstien Renna, Virginia Ortega, Kippy Laflame

Call to Order

The meeting was called to order at 3:00pm.

Brown Act Invitation for Public Comment

No cards were submitted from the public

Investment meeting from 3:00-4:00pm

- Each committee member received reports from Merrill Lynch and Wells Fargo. The investors presented their views on the economic outlook, with China and energy being the main topic of discussion.
- Both the Merrill Lynch and Wells Fargo quarterly reports were reviewed. The underperformance of the portfolios were discussed at length.
- Chair Suz Hunt asked both investment companies to supply the breakdown of their fees for 2014 and 2015.
- Kirstien Renna enquired about the realized loss of over \$90K from Wells Fargo November statement. Brian Hsieh explained that this happened because of the trimming out commodities and pulling out of emerging markets.

Finance meeting from 4:00-5:00pm

Monthly Financials – Kirstien Renna

November financials were reviewed. Kirstien gave an update of the reformatting of the financial reports and what that entails. Chair Suz Hunt requested that the following item be included in next month's Finance meeting: the establishing of a policy governing the distributions of donations to investors. Next meeting February 17, 2016 from 4:00-5:00pm

Adjournment:

Meeting adjourned at 4:40pm

Minutes taken by Kippy Laflame, Executive Assistant

Foundation Account (As of 12/31/2015)

Merrill Lynch

Merrill Lynch										
Asset Type	\$ Amount	% of Assets	IPS Ranges	Actual Return	Indices	Benchmark Return	Actual Returns			Since Inception mm/dd/yy
							2014	2013	2012	
Cash*	\$ 410,744	4.07%	1% - 5%	0.02%	3 month US Treasury	0.05%	0.07%	0.08%	0.20%	
US Equities	\$ 4,070,264	40.34%	25% - 60%	5.20%	S&P 500 Total Return	1.38%	6.69%	30.26%	15.47%	
Int'l Equities	\$ 1,024,210	10.15%	3% - 15% In above	-1.20%	MSCI EAFE TR Gross	-0.39%	in above	in above	in above	
Fixed Income	\$ 3,857,743	38.23%	40% - 65%	0.74%	Barclays US Aggregate Bond	0.55%	3.08%	0.29%	4.79%	
Real Assets	N/A	N/A	0% - 3% In Alternatives	N/A	N/A	N/A	N/A	0.00%	0.00%	
Alternatives	\$ 726,619	7.20%	0% - 10%	-2.47% (1)	HFRI FOF Composite	-0.36%	2.57%	3.51%	-2.35%	
Unclassified	\$ 18,261	Included in Equities Above	N/A	N/A	N/A	N/A	N/A			
Total	\$ 10,107,840	100%								
Average Weighted Return				0.45%		0.72%	3.72%	9.06%	7.64%	4.81%

01/27/16

Actual Cash Available \$77,568.64 as of 12/31/2015 in acct. ending 2009
(1) ML - alternative investment returns include some performance values from 11/30/2015

Wells Fargo

Wells Fargo										
Asset Type	\$ Amount	% of Assets	IPS Ranges	Actual Return	Indices	Benchmark Return	2014	2013	2012	Since Inception 09/01/12
Cash	\$ 589,714	6%	1-5%	0.03%	3 Mos US Treasury	0.07%	0.09%	0.20%	0.10%	0.12%
US Equities	\$ 2,847,321	31%	25-60	0.52% (2)	S&P 500 Index	1.38%	7.62%	32.15%	3.83%	12.58%
Int'l Equities	\$ 1,514,442	17%	3-15 In Above	In Above	MSCI EAFE Index	-0.39%	In Above	In Above	In Above	In Above
Fixed Income	\$ 3,573,677	39%	40-60	0.38% (3)	Barclays Agg Bond Index	0.55%	2.20%	1.53%	1.98%	1.83%
Real Assets	\$ 427,532	5%	0-3 In Alternatives	-3.19% (4)	NAREIT	2.83%	14.03%	-1.65%	1.49%	2.95%
Alternatives	\$ 174,358	2%	0-10	1.56%	HFRI Index	-0.36%	3.40%	1.78%	n/a	3.12%
Total	\$ 9,127,044	100%								
Average Weighted Return				-0.72%		0.71%	4.39%	10.87%	2.07%	4.90%

(2) Wells Fargo - total equity return, includes all equity sub asset classes
(3) Wells Fargo - total fixed income return, includes all fixed income sub asset classes
(4) Wells Fargo - includes allocation to commodities (-27.80% return for 2015)

Capital Campaign Account (As of 12/31/2015)

Merrill Lynch

Merrill Lynch										
Asset Type	\$ Amount	% of Assets	IPS Ranges	Actual Return	Indices	Benchmark Return	Actual Returns			
							2014	2013	2012	Since Inception mm/dd/yy
Cash	\$ 170,657	4.03%	5%-25%	0.03%	3 month US Treasury	0.05%	0.12%	0.14%	0.18%	
US Equities	\$ 1,667,337	39.40%	0%-70	-3.11%	S&P 500 Total Return	1.38%	5.20%	21.61%	14.05%	
Int'l Equities	\$ 470,718	11.12%	In above	0.03%	MSCI EAFE TR Gross	-0.39%	in above	in above	in above	
Fixed Income	\$ 1,648,236	38.95%	15%-95%	2.06%	Barclays US Aggregate Bond	0.55%	6.75%	-3.33%	4.81%	
Real Assets	\$ -	0.00%	0%-10%	N/A	N/A	N/A	N/A	N/A	N/A	
Alternatives	\$ 274,662	6.49%	In above	-4.28%	HFRI FOF Composite	-0.36%	1.43%	5.05%	-6.14%	
Unclassified	\$ -	0.00%	N/A	N/A	N/A					
Total	\$ 4,231,610	100%								
Average Weighted Return				-1.37%		0.69%	3.91%	5.78%	6.48%	
									3.19%	

Wells Fargo

Wells Fargo										
Asset Type	\$ Amount	% of Assets	IPS Ranges	Actual Return	Indices	Benchmark Return	Actual Returns			
							2014	2013	2012	Since Inception 09/01/12
Cash	\$ 222,501	10%	5-25%	0.01%	3 Mos US Treasury	0.07%	0.01%	0.01%	0.00%	0.01%
US Equities	\$ 832,399	38%	0-70	2.27% (2)	S&P 500 Index	1.38%	9.76%	33.69%	3.42%	2.27%
Int'l Equities	\$ 301,875	14%	In Above	In Above	MSCI EAFE Index	-0.39%	In Above	In Above	In Above	In Above
Fixed Income	\$ 711,912	33%	15-95	-1.46% (3)	Barclays Agg Bond Index	0.55%	3.05%	0.03%	2.15%	-1.46%
Real Assets	\$ 59,444	3%	0-10	-7.48% (4)	NAREIT	2.83%	14.01%	-3.21%	-0.52%	-7.48%
Alternatives	\$ 55,359	3%	In above	-3.13%	HFRI Index (5)	-0.36%	n/a	n/a	n/a	-3.13%
Total	\$ 2,183,490	100%								
Average Weighted Return				-0.57%		0.73%	6.00%	15.17%	2.11%	-0.57%

(2) Wells Fargo - total equity return, includes all equity sub asset classes

(3) Wells Fargo - total fixed income return, includes all fixed income sub asset classes

(4) Wells Fargo - includes allocation to commodities (-29.84% return for 2015)

(5) Held less than column period

COD Foundation Investments as of 12/31/2015

COD Foundation

Asset Type	IPS Ranges	Merrill Lynch	Actual	Wells Fargo	Actual
Cash	1-5%	\$410,744	4.07%	\$589,714	6%
Fixed Income	40-60	3,857,743	38.23%	3,573,677	39%
Equity	25-60	5,112,735	50.49%	4,361,763	48%
Real Estate/Alternatives	0-10	726,619	7.20%	601,890	7%
Accrued Interest	N/A	N/A	N/A	N/A	N/A
TOTAL		\$10,107,840	100%	\$9,127,044	100%

Total Combined Funds

\$19,234,884

01/27/16

Cap. Campaign Account

Asset Type	IPS Ranges	Merrill Lynch	Actual	Wells Fargo	Actual
Cash	5-25%	\$170,657	4.03%	\$222,501	10%
Fixed Income	15-95	1,648,236	38.95%	711,912	33%
Equity	0-70	2,138,055	50.53%	1,134,274	52%
Real Estate/Alternatives	0-10	274,662	6.49%	114,803	5%
Accrued Interest	N/A	N/A	N/A	N/A	N/A
TOTAL		\$4,231,610	100%	\$2,183,490	100%

Total Combined Funds

\$6,415,100

Total Combined Accounts

Merrill Lynch	Wells Fargo
\$14,339,450	\$11,310,534

Total Combined Funds

\$25,649,984

College of the Desert Foundation
Academic Angel Financials
As of 01-14-16

	<u>Revenues</u>	<u>Expenditures</u>	<u>Total</u>
Balances:			
Membership	21,500.00	0.00	21,500.00
Citizens of Distinction			
Special Event Income	220,140.00	0.00	220,140.00
Matching Gift	100,000.00	0.00	100,000.00
Special Event Expenses	0.00	(153.93)	(153.93)
Venue	0.00	(16,586.43)	(16,586.43)
Printing/Mailing	0.00	(4,755.98)	(4,755.98)
Postage	0.00	(362.57)	(362.57)
Marketing	0.00	(2,212.50)	(2,212.50)
Recognition	0.00	(435.69)	(435.69)
Total Citizens of Distinction	<u>320,140.00</u>	<u>(24,507.10)</u>	<u>295,632.90</u>
Spring Luncheon			
Special Event Income	5.00	0.00	5.00
Total Balances:	<u>341,645.00</u>	<u>(24,507.10)</u>	<u>317,137.90</u>
Scholarship (2235)	<u>100,756.46</u>	<u>(2,250.00)</u>	<u>98,506.46</u>