

Foundation Annual Board of Directors Meeting May 26, 2021 – 3PM

Please join the teleconference here:

https://cccconfer.zoom.us/j/93183969764?pwd=Vk9OdHp2NG95VCtteDFZQ3c0cXBaZz09

Password: 644249

OR Dial: +1 669 900 6833 (US Toll) -

Meeting ID: 931 8396 9764

Teleconference Etiquette Reminders:

- To reduce the background noise, please <u>keep your microphone muted</u> during the meeting, unless you need to speak. Please keep your cell phone on silent mode and find a quiet space to meet.
- Please introduce yourself before speaking
- Have a simple background behind you or use a Virtual Background environment.
- Adjust your camera if it is too low or too high. Your camera should be at eye level
- Please turn off your camera while consuming food or beverage

Comments from the public:

In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until May 25, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment



Agenda



College of the Desert Foundation Annual Meeting of the Board of Directors

Agenda for Wednesday, May 26, 2021 3PM Zoom Video:

https://cccconfer.zoom.us/j/93183969764?pwd=Vk9OdHp2NG95VCtteD FZQ3c0cXBaZz09

Passcode: 644249

OR Dial: +1 669 900 6833 (US Toll) -

Meeting ID: 931 8396 9764

COLLEGE OF THE DESERT FOUNDATION MISSION: College of the Desert Foundation acts as advocates for the College and to secure financial support enhancing educational opportunities for all students.

COLLEGE OF THE DESERT MISSION: College of the Desert provides excellent educational programs in basic skills, career and technical education, certificate, transfer preparation, associate degrees, noncredit and distance education, which are continuously evaluated and improved. Our programs and services contribute to the success, learning and achievement of our diverse students and the vitality of the Desert Community College District, surrounding areas and beyond.

The Foundation minutes of the meeting are the official record of the actions of the Board. The Foundation meetings are governed by the Ralph M. Brown Act (California Code 54950 through 54962). The Foundation operates in accordance with the Non- Profit Benefit Corporations Law.

Committee Members (26)

Bill Chunowitz (Chair), Christine Anderson, Norma Castaneda, Peggy Cravens, Carol Bell Dean, Marge Dodge, Carol Fragen, Barbara Fromm, Jim Greene, Paul Hinkes, Peggy Jacobs, Jim Johnson, Rob Kincaid, Dale Landon, Donna MacMillan, Thomas Minder, Joanne Mintz, Barbara Foster Monachino, John Monahan, Rob Moon, Marlene O'Sullivan, Diane Rubin, Jane Saltonstall, Leslie Usow, Jim Williams and Jake Wuest

Non-Voting Committee Members (5)

Catherine Abbott, Jeff Baker, Kim Dozier, John Ramont and Bonnie Stefan

Quorum: 50%

Subject to Brown Act: Yes

1. Call to Order/Roll Call

- 1.0 Call to Order
- 1.1 Welcome to new Board members: Carol Fragen, Peggy Jacobs, Dale Landon, Rob Moon, Leslie Usow and Jake Wuest
- 1.2 Brief Presentation of all Board Members:
 - 1.2.1 Please state your name, how long you have been on the Board, indicate what committee you are chairing

2. Agenda

- 2.1 **Foundation Annual Board of Directors Meeting of May 26, 2021 Agenda**: Pursuant to Government Code Section 54954.2(b)(2), the Board may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take immediate action and that the need for action came to the attention of the local agency subsequent to the agenda being posted as specified in subdivision (a).
- 2.2 **Confirmation of Agenda**: Approval of agenda of the Annual Foundation Board Of Directors Meeting of May 26, 2021 with any additions, corrections or deletions

3. Minutes

3.1 Approval of April 28, 2021 Foundation Regular Board Meeting Minutes

4. Comments from the Public

4.1 **Comments from the Public**: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until May 25, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

5. Reports

- 5.1 Foundation Board President Bill Chunowitz
- 5.2 College Interim Superintendent/President- Jeff Baker
- 5.3 College Board of Trustees Bonnie Stefan
- 5.4 Executive Director Catherine Abbott
 - 5.4.1 Campaign Update
 - 5.4.1.1 Student Emergency Fund Update Page 2 of 96

- 5.4.1.2 Workforce and Student Development
- 5.4.1.3 Fund for Student Success
- 5.4.1.4 EDGE/plEDGE
- 5.4.1.5 Fund for the Future
- 5.4.2 Legacy Leaders Update (Liz Chambers)

6. Consent Agenda

- 6.0 **Consent Agenda**: Blanket Motion: All Consent items will be voted on in one motion. Any Board Member may request that any item(s) be oved to the Action Agenda.
- 6.1 Approve the Proposed List of Board Directors for 2021-2022
- 6.2 Approve the Proposed Slate of Officers for 2021-2022
- 6.3 Approval of April 28, 2021 Foundation Nominating Committee meeting Minutes
- **7. Action Agenda** (Items pulled from the Consent Agenda for Separate discussion and Consideration)
- 8. Discussions & Action Items
 - 8.0 Approve the Financial Statements for period ended March 31, 2021 and April 30, 2021
 - 8.1 Approve the 2021-2022 Preliminary Budget
 - 8.2 Approve the Budget Adjustment Request for Cell Phone Reimbursement for 2020-21
 - 8.3 President's Circle Ad-Hoc Committee proposed Structure:
 - 8.3.1 President's Circle Committee for Events
 - 8.3.2 President's Circle Committee for Membership
- 9. Other Discussions and Future Agenda Items
- 10. Adjournment

Next meeting: - Wednesday, September 29, 2021 - 3PM



Minutes for Approval



Regular Meeting of the Foundation Board Minutes for Wednesday, April 28, 2021 3:00PM Zoom Video:

https://cccconfer.zoom.us/j/93183969764?pwd=Vk9OdHp2NG 95VCtteDFZQ3c0cXBaZz09

Meeting Participants

Voting Board Members Present (18 members)

Bill Chunowitz (Chair), Christine Anderson, Norma Castaneda, Peggy Cravens, Carol Bell Dean, Marge Dodge, Barbara Fromm, Jim Greene, Paul Hinkes, Jim Johnson, Thomas Minder, Joanne Mintz, Barbara Foster Monachino, John Monahan, Marlene O'Sullivan, Diane Rubin, Jane Saltonstall and Jim Williams

Non-Voting Board Members Present

Catherine Abbott, Jeff Baker, Kim Dozier and John Ramont

Board Members Not Present

Rob Kincaid, Donna MacMillan and Bonnie Stefan

Guest(s) & Staff

Shawn Abramowitz (presenter), Matthew Durkan, Kirstien Renna and Pam Hunter

Recorder

Eve-Marie Dehondt

Meeting Minutes

1. Call to Order/Roll Call

1.1 Call to Order

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

John Ramont joined the meeting at 3:10PM. Jeff Baker joined the meeting at 3:16PM.

Joanne Mintz left the meeting at 3:27PM.

2. Approval of Agenda

- **2.1 Approval of Agenda: Foundation Board of Directors Meeting of April 28, 2021:** Pursuant to Government Code Section 54954.2(b)(2), the Board may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take immediate action and that the need for action came to the attention of the local agency subsequent to the agenda being posted as specified in subdivision (a).
- 2.2 **Confirmation of Agenda:** Approval of Agenda for the Board of Directors Meeting of April 28, 2021 with any addition, correction or deletions.

2.2 Conclusion

The agenda was approved as proposed. Motion carried.

2.2 Follow-up Items	2.2 Task of	2.2 Due by	
None	None	None	

3. Approval of Minutes

3.1 Approval of March 24, 2021 Foundation Regular Board of Directors Meeting Minutes

There were no changes required to the minutes.

3.1 Conclusion

Barbara Foster Monachino moved to approve the minutes as presented, Diane Rubin seconded. Motion Carried.

3.1 Follow-up Items 3.1 Task of 3.1 Due by

None	None	None

4. Comments from the Public

4.1 Comments from the Public: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until April 27, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

There were no comments from the public.

5. Mission Moment

5.1 Learning to Lead Program presentation from Shawn Abramowitz from Leadership Coachella Valley

Shawn Abramowitz, President Elect at Leadership Coachella Valley, presented on the Learning to Learn Program. Marge Dodge mentioned that the Academic Angels would support and work on developing the Learning to Lead program, which will involve College of the Desert students. The Foundation has applied for a \$25,000 grant with the Bank of America, for which results will be provided in June. The Academic Angels will start planning for the program for the Fall and select four candidates.

Jane Saltonstall mentioned that the program would be an opportunity for Board members to mentor students.

6. Reports

6.1 Foundation Board President Report - Bill Chunowitz

6.1.1 Article on Ways to Fundraise Without Asking

Bill Chunowitz encouraged the Board to read the article on ways to fundraise without asking, which was included in the Board packet as it provides useful tips and ideas to easily fundraise.

He then thanked the Committee Chairs who provided their reports, which was also included in the distributed Board packet.

6.1 Follow-up Items		6.1 Task of	6.1 Due by	
	None	None	None	

6.2 College Interim Superintendent/President - Jeff Baker

Jeff Baker reported that the College is entering the final week of its Spring term.

The Board of the Trustees put the safety of the Students, Faculty and Staff first and more activities on campus will be allowed as vaccination percentages increase. The Covid Task Force is continuing on evaluating and refining the campus plan, following the state's requirements and guidelines. The Board of Trustees will make the final decision according to their recommendations.

The search for the new Superintendent/President is in its eight-week process and the deadline to apply is May 20, 2021. The selection committee will hold

interviews via Zoom and the Board of Trustees will make a selection at their July 15 meeting, and expect the new President to start in August.

Jeff Baker indicated that no campus event are allowed until the final process to return on campus has been reviewed by the Campus Task Force and approved by the Board of Trustees. This includes the Foundation's events.

Finally, Jeff Baker reported that no decision has been made regarding the implementation of a mandatory vaccination on campus, as the vaccines are not yet approved by the FDA. The College is having discussions in that regards and the final decision would be made by the Board of Trustees.

6.2 Follow-up Items

6.2 Task of

6.2 Due by

None

None

None

6.3 College Board of Trustees - Dr. Bonnie Stefan

No report was provided, as Dr. Bonnie Stefan was not present.

6.3 Follow-up Items

6.3 Task of

6.3 Due by

None

None

None

6.4 Executive Director - Catherine Abbott

6.4.1 Campaign Update

6.4.1.1 Student Emergency Fund Update

Cathy Abbott reported that the Foundation awarded \$309,000 Student Emergency Funds to over 395 students. The goal for the Student Emergency Fund Pillar has been met at 69.70%.

6.4.1.2 Workforce and Student Development

The Foundation raised \$697,489 of its goal for the Workforce and Student Development pillar, which represents 87.2% of it. The Foundation is working on building the scholarship fund for workforce development internships dedicated to support paid internships for students in partnership with the College. That fund reached \$38,000, thanks to the campaign donations.

6.4.1.3 Fund for Student Success Fund

Cathy Abbott reported that the goal for the Fund for Student Success pillar is at 51.5%, as \$360,000 out of the \$700,000 goal were raised.

6.4.1.4 EDGE/plEDGE

Cathy Abbott reported that the goal for EDGE/pIEDGE pillar is at 54.9% as \$247,187 out of the \$450,000 goal were raised.

6.4.1.5 Fund for the Future

Cathy Abbott reported that the goal for Fund for the Future pillar is at 40.3% as \$100,753 were raised.

Catherine Abbott reported that the Foundation currently raised 64.2% of its overall campaign goal.

6.4.2 Dr. Kinnamon's Farewell Event

Cathy Abbott reported that the date of the event is not yet confirmed. More information will come in the upcoming weeks.

6.4 Follow-up Items		6.4 Task of	6.4 Due by	
	None	None	None	

7. Consent Agenda Items

<u>Consent Agenda</u>: Blanket Motion: All Consent items were voted on in one motion. Any Board Member may request that any item(s) be moved to the Action Agenda.

7.1 Approve the Financial Statements for Period Ended February 28, 2021

7.2 Approve the 990 Tax Returns

7.3 Approve the following 6 Board candidates as recommended by the Nominating Committee and presented in the Board packets: Carol Fragen, Peggy Jacobs, Dale Landon, Rob Moon, Leslie Usow and Jake Wuest

Jane Saltonstall invited the Board to reach out to her if they wished to become 'Buddies' to the new Board members. New Board members will attend the Annual meeting and will be invited to introduce themselves.

Jim Williams offered to become a buddy to Dale Landon.

7. Conclusion

Tom Minder moved to approve the consent agenda, Christine Anderson seconded. Motion carried.

7.1 Follow-up Items

7.1 Task of

7.1 Due by

None

None

None

8. Action Agenda (Items pulled from the Consent Agenda for Separate discussion and consideration)

No agenda items were pulled from the Consent Agenda.

8. Follow-up Items

8. Task of

8. Due By

None

None

None

9. Discussions & Action Items

9.1 Approve the Board meeting dates for the next fiscal year as presented in the Board Packet

Jane Saltonstall moved to approve the Board meeting dates for the next fiscal as presented in the Board Packet, Diane Rubin seconded. Motion carried.

8.1 Follow-up Items

8.1 Task of

8.1 Due by

None

None

None

9.2 Approval to apply for PPP - 2Nd Round

Barbara Fromm moved to approve the Foundation's application for PPP -2^{nd} round, Christine Anderson seconded. Motion carried.

9.2 Follow-up Items

9.2 Task of

9.2 Due by

None

None

None

10. Other Discussions & Future Agenda Items

There were no other discussion or future agenda items.

10. Follow-up Items

10. Task of

10. Due by

None

None

None

11. Adjournment

The Foundation President adjourned the meeting at 3:50PM.

Next Meeting: Annual Meeting: Wednesday, May 26, 2021 – 3:00PM – Zoom



Committee Chairs Report



Committee Chairs Reports May 26, 2021

Audit Committee Report - No report available as the Committee did not meet

Academic Angels Committee Report - Submitted by Marge Dodge

"Calling All Angels," the quarterly e-newsletter, will be sent June 1 to all current, lapsed and lifetime Academic Angels, prospective members, Foundation board members and President's Circle members. The objective of the newsletter is to keep members and potential members informed and engaged.

Learning to Lead program is starting to gel, but still need a signed MOU with Leadership Coachella Valley. Academic Angels will develop "goal coaches" and various workshops for the four COD students participating. Students will be selected by Carlos Maldonado, Interim Associate Dean of Student Services.

The Welcome Back Member Tea will be held on Thursday, November 18, 2021 from 3-5 in the home of Barbara Fromm and sponsored by Nancy Harris with the Coeta Barker Foundation. Current members may attend and will be encouraged to renew membership for 2022. The e-vite will be sent to all current, lapsed and lifetime Academic Angels, prospective members, Foundation board members and President's Circle members with increased participation anticipated.

Next meeting will be Tuesday, September 14, 2021 at 2 PM.

Development Committee Report - Submitted by Joanne Mintz

The Development Committee's May Meeting was cancelled as there was nothing to discuss. The main fund raising efforts are for the Stepping Up Campaign as the fiscal year ends June 30th.

The next meeting will be June 24 as we welcome the members of the committee for 2021-2022.

Finance & Investment Committee Report - Submitted by Tom Minder

The Finance Committee met on 5-19-21. Covington Capital presented their review of their portion of the portfolio. Discussion was had regarding the percentage of their portfolio dedicated to equity vs. fixed income. A comprehensive discussion was had regarding this issue and the current Investment Policy of the Foundation. Covington will analyze our current policy and make a recommendation to either leave our current policy in place or make changes.

The financial statements for March and April 2021 were reviewed.

The proposed budget for 2021/2022 was reviewed and discussed at length. The current income to date has a \$450,000.00+- shortfall from the budgeted income. Matt Durkan expressed hope that there would be approximately \$300,000 more received before the end of the fiscal year. Discussion was held with respect to reducing budgeted line item expenses in order to bring the budget into balance. It was decided to term the new budget "Preliminary Proposed Budget" to see how much revenue is received and then proceed, and if necessary, to adjust the budget.

Kirstien Renna reported that our initial PPP loan of \$97,545.00 has been forgiven and will be booked as income.

Nominating Committee Report -- No report available as the Committee did not meet

Stepping Up for College of the Desert Committee Report - Submitted by Christine Anderson and Jane Saltonstall

The Stepping Up Committee met on May 4th, 2021 via zoom.

Stepping Up Campaign As of the end of April, we are at 65.2% of our campaign goal and have taken in close to 1.5 million dollars. The committee discussed sponsorship follow-up. Matt Durkan provided a spreadsheet from last year that is an in-house master list for event sponsors. The committee agreed that phone calls to past sponsors would be beneficial to the campaign. Matt agreed to create an outline of a script and to send out the list to committee members. It was suggested that committee members select sponsors to call and notify Matt. If there is another Board member willing to make calls please contact Matt for a list of names to contact.

2021/22 Stepping Out Event Catherine shared that we have more confidence that Stepping Out will be live in 2022 and a date has been selected for the return to the McCallum! **Mark your calendars for Thursday, March 31, 2022.** The committee also agreed that the previously discussed Nov 5th

televised event would not need to take place. Moving forward the committee will focus on Stepping Out for 2022. The Committee felt that the event needs to come back with a big splash, meaning a well-known headliner. Sponsorship packets need to go out in the fall for the event. Chris asked committee to think of ideas/names that may be exciting as a headliner.



List of Board Directors for 2021-22 or Approval

FOUNDATION BOARD DIRECTORS 2021-2022 FOR APPROVAL

Board Directors:

Christine Anderson, Ed.D. Catherine Abbott – *Ex-Officio*

Jeff Baker – Ex-Officio Norma Castaneda Bill S. Chunowitz Peggy Cravens Carol Bell Dean Marge Dodge

Kim Dozier, Ph.D. – Ex-Officio

Carol Fragen
Barbara Fromm
James Greene
Paul Hinkes, M.D.
Peggy Jacobs
James Johnson
C. Robert Kincaid

Dale Landon Donna MacMillan Thomas Minder Joanne Mintz

Barbara Foster Monachino

John P. Monahan

Rob Moon

Marlene O'Sullivan

John Ramont – Ex-Officio

Diane Rubin

Jane Saltonstall, Ed.D.

Bonnie Stefan, Ed.D. – Ex-Officio

Leslie Usow

James E. Williams

Jake Wuest



List of Board Officers for 2021-22 for Approval



FOUNDATION BOARD OFFICERS 2021-2022 FOR APPROVAL

Foundation Board President: Foundation Board Secretary:

Christine Anderson, Ed.D. Marge Dodge

Foundation Past President: Foundation Board Treasurer:

Bill Chunowitz Tom Minder

Foundation Board Vice President:

Diane Rubin



April 28, 2021 Nominating Committee Meeting Minutes for Approval



Foundation Nominating Committee Meeting Minutes for Monday, April 12, 2021 2:00PM

Zoom Video:

 $\frac{\text{https://cccconfer.zoom.us/j/91990887424?pwd=aXIUdFZsajc1Y1VMT0Rtamx0VD}}{\text{Aydz09}}$

Meeting Participants

Committee Members Present

Jane Saltonstall (Chair), Christine Anderson, Norma Castaneda, Marge Dodge, John Monahan, Tom Minder, and Diane Rubin

Recorder

Eve-Marie Dehondt

Guests:

Catherine Abbott and Barbara Fromm

Meeting Minutes

1. Call to Order/Roll Call

The meeting was called to order at 2:03PM.

Norma Castaneda left the meeting at 2:47PM.

2. Action Items

2.1 Approval of Agenda: Regular Foundation Nominating Committee Meeting of April 12, 2021 Agenda: Pursuant to Government Code Section 54954.2(b)(2), the Committee may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take immediate action and that the need for action came to the attention of

the local agency subsequent to the agenda being posted as specified in subdivision (a).

2.1 Confirmation of Agenda: Approval of Agenda for the Regular Nominating Committee Meeting of April 12, 2021 with any addition, correction or deletions.

2.1 Conclusion

Norma Castaneda moved to approve the agenda as updated, John Monahan seconded.

Motion carried.

2.1 Follow-up Items

2.1 Task of

2.1 Due by

None	None	None

3. Comments from the Public

3. 1 Comments From The Public: Comments from the Public: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, April 11, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

There were no comments from the public received.

4. Minutes

4.1 Approval of Foundation Nominating Committee Meeting Minutes – March 8, 2021

The minutes were approved as presented.

5. Closed Session

- 5.1 **Closed session from 2:06 PM 2:47PM** Closed session shall not extend past the designated time, but should the business considered in closed session require additional time, the Committee shall reserve time to continue discussion.
- 5.2 **Public Employee Appointment** (*Pursuant to Government Code Section* 54957)

6. Open Session

There was no reportable action taken in closed session.

7. Discussion & Action Items

4 Fallann Thama

7.1 Schedule the new Board Members Orientation

Marge Dodge shared that she worked with Cathy Abbott to revise the Board Members orientation's presentation. Eve-Marie Dehondt will send the updated Board Manuals to the Copy Center for print and they will then be mailed to the new Board members after their election at the April 28, 2021 Board meeting. They will then be invited to attend the May 26 Annual Board meeting.

The Committee agreed to hold the dates of May 18, 20 and 21 as tentative dates for the orientation.

7.1 Follow-up Items	7.1 Task of	7.1 Due By
Eve-Marie Dehondt will have the Board manual printed and mailed out to the new Board members after their elections	Eve-Marie Dehondt	April 29, 2021
Eve-Marie Dehondt will schedule the Board orientation meeting after the April Board meeting election	Eve-Marie Dehondt	April 29, 2021
New Board members will be invited to attend the Annual meeting on May 26, 2021	Eve-Marie Dehondt	April 29, 2021

7.2 Discuss the buddy system for the new Board Members

The Committee discussed the buddy system for new Board Members. The following Board members agreed to mentor the following new Board Members:

Tom Minder for Rob Moon

and to the orientation in May

- Bill Chunowitz for Leslie Usow
- Barbara Fromm for Carol Fragen
- Barbara Fromm and Diane Rubin for Peggy Jacobs
- Jane Saltonstall for Dale Landon
- Joanne Mintz for Jake Wuest and Leslie Usow

The Committee agreed that people who will be buddies should attend the orientation as well. Kirstien Renna will provide an overview of the financials and staff members should be invited as well, to be acquainted with the new Board Members.

7.2 Follow-up Items	7.2 Task of	7.2 Due By
Board Members who agreed to mentor new	Eve-Marie	April 29, 2021
Board members will be invited to the new	Dehondt	
Board member Orientation.		

7.3 Schedule the next Nominating Committee meeting

The Committee agreed to schedule the next Nominating Committee after the summer.

7.3 Follow-up Items	7.3 Task of	7.3 Due By	
None	None	None	

8. Adjournment

The Chair adjourned the meeting at 3:01PM.



Financial Statements for period ended March 31 and April 30, 2021



FINANCIAL REPORT

FOR THE PERIOD ENDED APRIL 30, 2021 & YTD

Foundation Mission Statement

Our Mission

The mission of the College of the Desert Foundation is to act as advocates for the College and to secure financial support enhancing the educational opportunities for all students

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

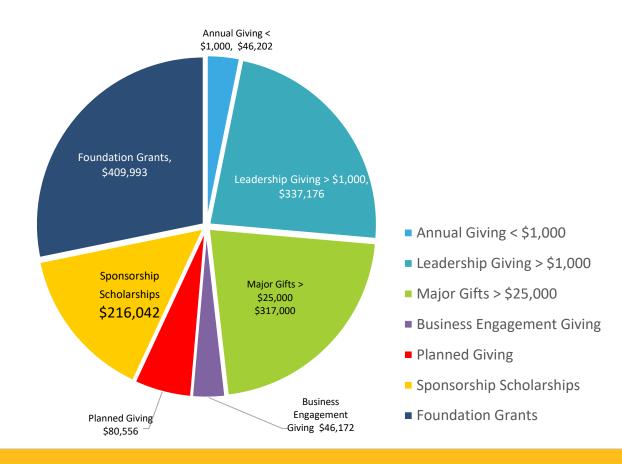
- ✓ Accountability
- ✓ Integrity
- ✓ Service Excellence
- ✓ Trust

TOTAL FUNDRAISING REVENUE HIGHLIGHTS

April 30, 2021 Fundraising Revenues \$191,828 & YTD \$1,453,140 YTD Revenues Highlights:

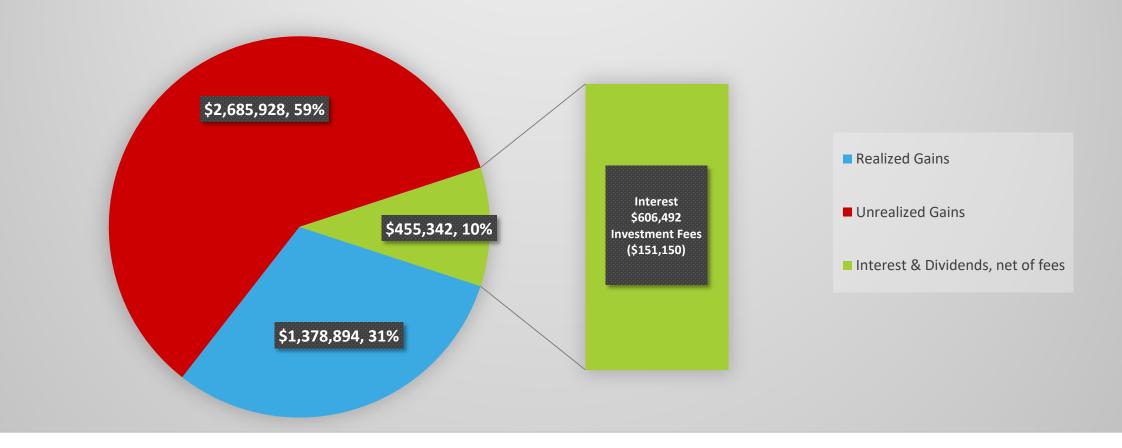
- \$386,061 in Scholarship Donations (Variety of Rest. Funds)
 - Includes:
 - \$30,000 Architecture/Construction MGMT Scholarship
 - \$25,000 Nursing GAP Scholarships Grant
 - \$25,000 Edison STEM Scholarships Grant
 - \$25,000 Nursing Scholarships Gift
 - \$25,000 Visual Arts Scholarship Gift
 - \$15,000 Nursing Scholarship Gift
 - \$10,000 Foster Youth Support
 - \$10,000 Foster Youth Support
- \$200,000 grant for plEDGE Scholarship Support
- \$216,042 in Sponsorship Scholarships
- \$179,271 in Presidents Circle Contributions
 - Includes Major Gift of \$50,000
- \$100,000 New Scholarship Endowment for Solar Studies
- \$50,000 Grant for Foster Youth Program
- \$42,000 Osher Foundation Scholarships
- \$25,000 Veteran Childcare Assistance Grants
- \$27,115 Student Emergency Fund Donations
- \$20,106 in support of the CV Pride Scholarship
- \$20,000 Estate Gift for the Fund for Student Success
- \$20,000 Gift to the Fund for Student Success

2020/2021 Revenues



INVESTMENT ACTIVITIES

Total Other Investment Activity Income for the month of April were \$723,999 including Interest and YTD \$4,520,164 including Interest of \$606,492

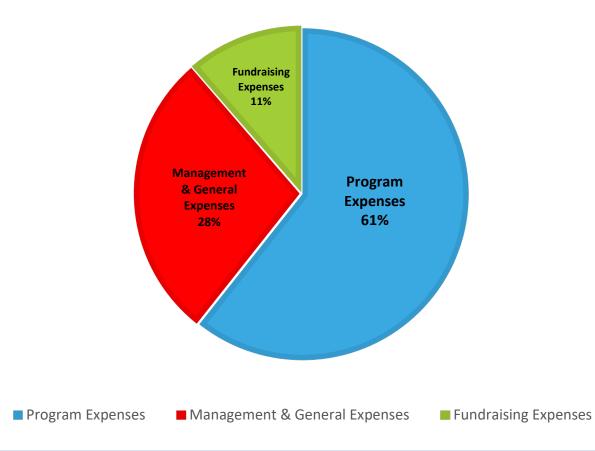


Fiscal Year 2020/2021 Combined Revenue & Investment Activities as of April 30, 2021



TOTAL EXPENDITURES

2020/2021 YTD FUNCTIONAL EXPENSES

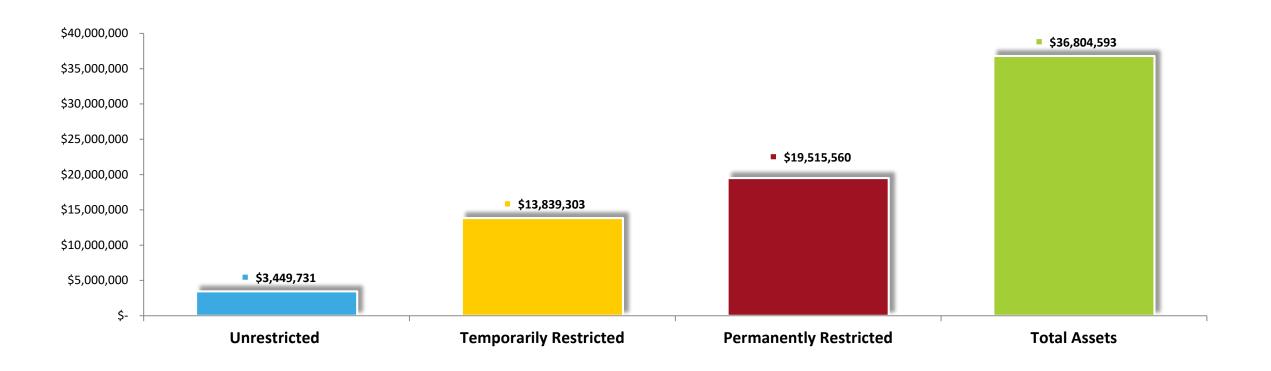


Total expenditures for the month ended April 30, 2021 are \$208,942 and \$2,643,907 YTD

Includes:

- Scholarships & Program Support \$1,235,900
- Foundation Salaries & Benefits \$780,672
- Foundation Marketing & Development \$143,026
- Consulting Services \$96,684

Total Assets at April 30, 2021



- Unrestricted Funds: Includes \$500,000 Board Reserve.
- 32 Temporarily Restricted Funds: Restricted per Donor / Board Criteria.
- Permanently Restricted Funds: Endowments held by the Foundation in Perpetuity.

ACCOMPLISHING OUR MISSION

As of April 30, 2021

\$1,174,197 GIVEN IN SCHOLARSHIP SUPPORT TO STUDENTS

\$61,703 IN PROGRAM SUPPORT
WITH AN ADDITIONAL \$196,694 IN PENDING REQUEST

STUDENT EMERGENCY FUND UPDATE

As of May 12, 2021:

- Funds allocated by Foundation Board of Directors for Student Emergency Request \$300,000
- Total additional funds raised since fund inception \$ 106,810
- Student Emergency funds disbursed since inception \$313,467.92
- 399 Individual Disbursements
- Remaining Funds Available as of May 12, 2021
 \$ 91,074.83

College of the Desert Foundation Schedule of Net Assets As of 5/12/2021

	-	Revenues	Expenditures	Total
Balances:				
COD Student Emergency Fund - Foundation 231	13			
Annual Giving	45010	11,285.00	0.00	11,285.00
Leadership Giving 4	45020	60,150.00	0.00	60,150.00
Business Engagement Giving 4	45030	375.00	0.00	375.00
Major Gifts	45040	35,000.00	0.00	35,000.00
Interest & Dividends	50000	0.00	0.00	0.00
Realized Gains (Losses)	53000	0.00	0.00	0.00
Unrealized Gains/(Losses)	53003	0.00	0.00	0.00
Scholarships 7	70200	0.00	(313,467.92)	(313,467.92)
Gift Fee	31503	0.00	(2,267.25)	(2,267.25)
Other Investment Expenses 8	83200	0.00	0.00	0.00
Interfund Transfer	90000 _	0.00	300.000.00	300.000.00
Total COD Student Emergency Fund - Foundation	_	106.810.00	(15.735.17)	91.074.83
Total Balances:	=	106,810.00	(15,735.17)	91,074.83

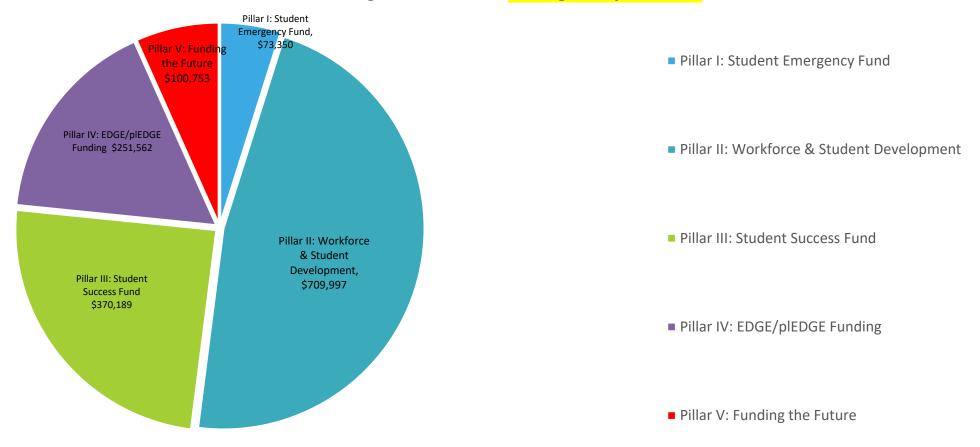
2020/21 Stepping Up for COD Campaign Progress

Overall Campaign Goal \$2,300,000 - YTD through May 13, 2021

Pillar I: Student Emergency Fund Goal: \$100,000	Pillar II: Workforce & Student Development Goal: \$800,000	Pillar III: Student Success Fund Goal: \$700,000	Pillar IV: EDGE/pIEDGE Funding Goal: \$450,000	Pillar V: Funding the Future \$250,000
\$73,350 73.4% Includes: Funds raised for the COD Student Emergency Fund – Foundation	\$709,993.77 88.7% Includes: All Program/Scholarship funds not accounted for in other Campaign Pillars. (Such as Bruce Fessier Internship Fund and Sponsorship Scholarships.)	\$370,189.45 \$2.9% Includes: All unrestricted gifts made. (Including Academic Angels and Presidents Circle – Unless the donor has specified their donation to be applied to another restricted program or scholarship fund.)	\$251,562 \$55.9% Includes: All funds raised in support of the EDGE/pIEDGE Program	\$100,753.21 40.3% Includes: All Scholarship or Program Endowment donations.

2020/2021 STEPPING UP FOR COD CAMPAIGN

Current Year Fundraising Activities YTD through May 13, 2021



Questions?

Thank you!



FINANCIAL SUMMARY

April 30, 2021

COLLEGE OF THE DESERT FOUNDATION STATEMENT OF FINANCIAL POSITION , APRIL 30, 2021 WITH COMPARATIVE TOTALS FOR APRIL 30, 2020

		Op	erating & Rest	ricte	d Asset Funds	Endo	owed Asset Funds				
				Т	emporarily	F	Permanently		Tota	als	
		Ur	restricted	I	Restricted		Restricted		(Memorano	dur	n Only)
			Fund		Fund		Fund		2020-21	2	2019-2020
	ASSETS										
1	Cash and cash equivalents	\$	489,515	\$	277,127	\$	1,389,815	\$	2,156,458	\$	
2	Investments		2,567,642		13,271,233		17,784,031		33,622,906		29,093,471
3	Investments - Board Reserve		500,000		-		-		500,000		500,000
4	Pledges receivable		30,320		60,000		-		90,320		25,808
5	Allowance for Doubtful Accounts		-		-		-		-		-
6	Accounts Receivable		250		250		-		500		500
7	Student Emergency Funds held at Collec		5,000		-		-		5,000		5,000
8	Accrued interest receivable		74,098		30,086		5,164		109,348		114,040
9	Accrued assets		2,500		-		-		2,500		2,500
10	Property and equipment, net		40		-		-		40		1,784
11	FCCC - Scholarship Endowment		-		44,875		336,549		381,424		397,330
12	Split interest agreements		-		168,021		-		168,021		186,690
12 .	TOTAL ACCETS	.	2 660 265	d.	12 051 501	+	10 515 560	4	27 026 515	4	22 000 522
13	TOTAL ASSETS	>	3,669,365	\$	13,851,591	\$	19,515,560	Þ	37,036,515		32,898,522
	LIABILITIES										
14	Accounts payable		20,634		4,289		_		24,923		66,113
15	Accounts Payable - By JV				-		-		- 1,5 - 5		-
16	Accounts Payable - Related Party		87,276		8,000		-		95,276		133,092
17	Deferred Contributions		(3,992)		, -		-		(3,992)		(3,447)
18	Accrued Payroll Liability		17,442		-		-		17,442		21,358
19	PPP Loan Payable		97,545		-		-		97,545		, -
20	Accrued Interest Payable - PPP Loan		729		-		-		729		-
	•										
21	TOTAL LIABILITIES	\$	219,634	\$	12,289	\$	-	\$	231,922	\$	217,115
i	NET ACCETC le reignion										
	NET ASSETS, beginning Unrestricted:										
22	Undesignated		2,350,492		_		_		2,350,492		2,354,594
23	Board designated		500,000		_		_		500,000		500,000
24	Temporarily restricted		-		10,857,833		-		10,857,833		10,982,403
25	Permanently restricted		-				19,414,806		19,414,806		19,414,806
26	TOTAL NET ACCETS 1	_	2.050.402	_	10.057.000	_	10 414 005	_	22 422 424	_	22.254.000
26	TOTAL NET ASSETS, beginning	\$	2,850,492	\$		\$	19,414,806	\$	33,123,131	\$	33,251,803
27	Net Activity		599,239		2,981,470		100,754		3,681,462		(570,396)
28	NET ASSETS	\$	3,449,731	\$	13,839,303	\$	19,515,560	\$	36,804,593	\$	32,681,407
	-	Г	-,,,	т	-,,	Т	- //	Т.			
29	TOTAL LIABILITIES AND NET ASSETS	\$	3,669,365	\$	13,851,591	\$	19,515,560	\$	37,036,515	\$	32,898,522

STATEMENT OF ACTIVITIES

FOR CURRENT MONTH ENDED 04/30/2021 & YTD

	CURRENT	MONTH ENDING 04/30/2	2021	Prior Year Month Ending		CURRENT YEAR TO DATE		PRIOR YTD ENDING	CURRENT YEAR BUDGET
	ALL FUNDS	Budget	Variance	4/30/2020	ALL FUNDS	Budget	Variance	4/30/2020	2020-2021
	(1/1	2 OF Annual Budget)			((10/12 OF Annual Budget)			
OPERATIONAL & PROGRAM SUPPORT									
OPERATING REVENUE 1 In-Kind Revenue		5.667	(5 (67)			56 667	(56 667)		69,000
2 Interest	47,419	5,667 58,333	(5,667)	45,580	606,492	56,667 583,333	(56,667) 23,159	661,750	68,000 700,000
3 Management Fees	37,086	31,833	(10,914) 5,253	32,168	352,262	318,333	33,929	330,157	382,000
4 Sustainability Fees (Gift Fees)	37,000	-	-	5,503	(200)	-	(200)	29,496	-
5 TOTAL OPERATING REVENUE	84,505	95,833	(11,328)	83,251	958,554	958,333	221	1,021,403	1,150,000
MANAGEMENT & GENERAL EXPENSES	0.,000	70,000	(11,410)	30,101	700,001)		2,022,100	2,200,000
6 General	38,429	46,109	7,680	41,185	385,956	461,086	75,129	418,978	553,303
7 Independent Contractors (Non-Fundraising)	704	417	(287)	1,063	8,455	4,167	(4,288)	2,278	5,000
8 Marketing	-	521	521	-,,,,,	-	5,208	5,208	-	6,250
9 Recognition	-	938	938	-	2,253	9,375	7,122	3,224	11,250
10 Salaries & Related Expenses	38,127	36,343	(1,784)	20,993	343,496	363,434	19,938	221,363	436,121
11 TOTAL MANAGEMENT & GENERAL EXPENSES	77,260	84,327	7,067	63,241	740,160	843,270	103,110	645,843	1,011,924
PROGRAM EXPENSES									
12 College & Student Support	68,148	94,267	26,119	144,150	1,235,900	942,667	(293,233)	1,312,236	1,131,200
13 Development & Recognition	-	2,225	2,225	-	903	22,250	21,347	3,694	26,700
14 General	64	2,182	2,117	18	6,768	21,817	15,049	16,362	26,180
15 Independent Contractors (Non-Fundraising)	1,936	1,146	(790)	2,922	23,251	11,458	(11,792)	6,263	13,750
16 Marketing	2,977	16,122	13,145	14,575	63,761	161,217	97,456	40,180	193,460
17 Salaries & Related Expenses	30,329	28,910	(1,419)	16,699	273,235	289,095	15,860	176,084	346,914
18 TOTAL PROGRAM EXPENSES	103,454	144,850	41,397	178,364	1,603,818	1,448,504	(155,314)	1,554,819	1,738,204
19 TOTAL OPERATING EXPENSES	180,714	229,177	48,464	241,604	2,343,978	2,291,773	(52,204)	2,200,662	2,750,128
20 OPERATING SURPLUS (DEFICIT)	(96,209)	(133,344)	37,135	(158,353)	(1,385,424)	(1,333,440)	51,984	(1,179,259)	
FUNDRAISING									
FUNDRAISING REVENUE									
21 Annual Giving - Gifts \$1,000 and under	3,837	8,333	(4,497)	4,354	46,202	83,333	(37,131)	31,467	100,000
Business Engagement Giving - All donations made by businesses	2,161	8,333	(6,173)	31	46,172	83,333	(37,162)	126,272	100,000
Foundation Grants	-	37,500	(37,500)	- 0.014	409,993	375,000	34,993	311,875	450,000
24 Leadership Giving - Gifts \$1,000 - \$24,999 25 Major Gifts - Gifts of \$25,000 +	66,656 100,000	29,167 12,500	37,489 87,500	9,914	337,176 317,000	291,667 125,000	45,509 192,000	186,310	350,000 150,000
25 Major Gifts - Gifts of \$25,000 + 26 Planned Giving	6,000	20,833	(14,833)	106,024	80,556	208,333	(127,778)	205,669	250,000
27 Special Events	-	45,833	(45,833)	100,024	-	458,333	(458,333)	302,518	550,000
28 Sponsorship Scholarships (Pass Thru)	13,175	29,167	(15,992)	18,000	216,042	291,667	(75,625)	319,622	350,000
29 TOTAL FUNDRAISING REVENUE:	191,828	191,667	161	138,322	1,453,140	1,916,667	(463,526)	1,483,733	2,300,000
EUNDD AIGING EWDENGEG									
FUNDRAISING EXPENSES 20 Development & Recognition	2 050	C 401	2.572	2.050	10.540	CA 200	5 2 ((1	10 751	77.050
30 Development & Recognition 31 General	3,859 48	6,421 1,661	2,562 1,613	3,850 13	10,548 5,096	64,208 16,611	53,661 11,515	18,751 13,024	77,050 19,933
32 Independent Contractors	5,380	3,021	(2,359)	19,898	66,579	30,208	(36,370)	13,024	36,250
33 Marketing (Fundraising Portion)	744	8,458	7,713	4,000	60,266	84,575	24,309	57,124	101,490
34 Special Events Direct Expenses	-	9,333	9,333	(23,250)	(6,500)	93,333	99,833	18,343	112,000
35 Salaries & Benefits (Fundraising Portion)	18,197	17,346	(851)	10,019	163,941	173,457	9,516	105,651	208,149

STATEMENT OF ACTIVITIES

FOR CURRENT MONTH ENDED 04/30/2021 & YTD

	-			VI MONTH ENDE						
		CURREN	T MONTH ENDING 04/30/	2021	Prior Year Month Ending		CURRENT YEAR TO DATE		PRIOR YTD ENDING	CURRENT YEAR BUDGET
		ALL FUNDS	Budget	Variance	4/30/2020	ALL FUNDS	Budget	Variance	4/30/2020	2020-2021
		(1)	/12 OF Annual Budget)	 -		(10/12 OF Annual Budget)			
36	TOTAL FUNDRAISING EXPENSES:	28,228	46,239	18,011	14,531	299,929	462,393	162,464	334,513	554,872
37	FUNDRAISING SURPLUS (DEFICIT)	163,600	145,427	(18,172)	123,792	1,153,211	1,454,273	301,062	1,149,220	
38	OPERATING REVENUE BUDGET FY 2020/21	84,505	95,833	(11,328)	83,251	958,554	958,333	221	1,021,403	1,150,000
39	FUNDRAISING REVENUE BUDGET FY 2020/21	191,828	191,667	161	138,322	1,453,140	1,916,667	(463,526)	1,483,733	2,300,000
40	TOTAL 2020/21 REVENUE BUDGET:	276,333	287,500	(11,167)	221,573	2,411,694	2,875,000	(463,306)	2,505,136	3,450,000
41	MANAGEMENT & GENERAL EXPENDITURE BUDGET FY 2020/21	77,260	84,327	7,067	63,241	740,160	843,270	103,110	645,843	1,011,924
42	PROGRAM EXPENDITURES BUDGET FY 2020/21	103,454	144,850	41,397	178,364	1,603,818	1,448,504	(155,314)	1,554,819	1,738,204
43	FUNDRAISING EXPENDITURE BUDGET FY 2020/21	28,228	46,239	18,011	14,531	299,929	462,393	162,464	334,513	554,872
44	TOTAL 2020/21 EXPENDITURE BUDGET:	208,942	275,417	66,475	256,135	2,643,907	2,754,167	110,260	2,535,175	3,305,000
45	NET SURPLUS (DEFICIT) BEFORE INVESTMENT ACTIVITY	67,391	12,083	18,963	(34,562)	(232,212)	120,833	353,046	(30,039)	-
46	Realized Gain / Loss	263,636	-	-	(84,156)	1,357,894	-	-	239,012	-
47	Realized Gain / Loss - Osher	-	-	-	-	21,000	-	-	20,400	-
48	Unrealized Gain / Loss	439,679	10.000	-	1,426,868	2,685,928	-	-	(653,460)	145,000
49 50	Investment Fees	(26,735)	12,083	-	(24,841)	(151,150)	120,833	-	(146,309)	145,000
50 51	Refunds Interfund Transfers	-	-	-	-	-	-	-	-	-
52	Investment Activities	676,580	12,083	-	1,317,871	3,913,672	120,833	-	(540,357)	-
53	NET SURPLUS (DEFICIT)	743,971			1,283,309	3,681,460			(570,396)	



the DESERT FOUNDATION	F	Y 2019/20 Budget		FY 2	020/21 Budget	
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 04/30/2020	% of Budget vs Actual @ 04/30/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 04/30/2021	% of Budget vs Actual
REVENUES Fundraising Revenues:						
Annual Giving	117,305	31,467	26.8%	100,000	46,702	46.7%
Leadership Giving	550,000	186,310	33.9%	350,000	336,676	96.2%
Business Engagement Giving	150,000	126,272	84.2%	100,000	46,172	46.2%
Major Gifts	400,000	-	0.0%	150,000	317,000	211.3%
Planned Giving	250,000	205,669	82.3%	250,000	80,556	32.2%
Special Events Giving / Capital Campaign	650,000	302,518	46.5%	550,000	-	0.0%
Stepping Out for COD	650,000	302,518	46.5%	500,000	-	0.0%
Academic Angels Events	-	-	0.0%	50,000	-	0.0%
Scholarship Pass-Thru Donations	400,000	319,622	79.9%	350,000	216,042	61.7%
Grants Fundraising Revenues	500,000 3,017,305	311,875 1,483,733	62.4% 49.2%	,	409,993 1,453,141	91.1% 63.2%
<u>Investment/Other Revenues</u> :						
Investment Management Services	385,000	330,157	85.8%	382,000	352,262	92.2%
Gift Fee	40,000	29,496	73.7%	-	(200)	0.0%
In Kind Revenue	68,000	-	0.0%	68,000	-	0.0%
Interest/Dividends Income Investment/Other Revenues	600,000 1,093,000	661,750 1,021,403	110.3% 93.4%	•	606,492 958,554	86.6% 83.4%
Total Combined Revenue	, ,	2,505,136	60.9%	, ,	2,411,695	69.9%



the DESERT	F	Y 2019/20 Budget		FY 2	2020/21 Budget	
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 04/30/2020	% of Budget vs Actual @ 04/30/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 04/30/2021	% of Budget vs Actual
EXPENDITURES						
Fundraising Expenses						
Annual Giving	15,000	-	0.0%	10,000	75	0.8%
Leadership Giving	15,000	6,032	40.2%	15,000	5,125	34.2%
Business Engagement	5,000	1,085	21.7%	5,000	660	13.2%
Major Gifts	5,000	-	0.0%	3,000	-	0.0%
Foundation Giving	5,000	-	0.0%	1,000	-	0.0%
Planned Giving	15,000	7,000	46.7%	10,000	3,500	35.0%
Special Events Expenses	100,000	18,250	18.3%	100,000	(6,500)	-6.5%
Stepping Out for COD Event	75,000	18,250	24.3%	75,000	(6,500)	-8.7%
Academic Angels Events	25,000	-	0.0%	25,000	-	0.0%
Total Fundraising Expenses:	160,000	32,367	20.2%	144,000	2,860	2.0%
General Operating Expenses						
Alumni Database Development	11,000	-	0.0%	1,000	864	86.4%
Alumni Engagement	50,000	1,728	3.5%	35,000	(864)	-2.5%
Auditor	15,000	7,631	50.9%	15,000	9,100	60.7%
Bad Debt	-	-	0.0%	-	-	0.0%
Bank Charges	4,500	2,679	59.5%	6,000	3,119	52.0%
Board/Staff Training	15,000	5,602	37.3%	15,000	6,926	46.2%
Community Relations	10,000	5,935	59.4%	5,000	1,300	26.0%
Depreciation Expense	200	-	0.0%	-	-	0.0%
Donor Cultivation	10,000	(410)	-4.1%	15,000	40	0.3%
Donor Recognition	10,000	4,299	43.0%	15,000	3,004	20.0%
Donor/Scholarship Reception Expenses	12,000	93	0.8%	12,000	-	0.0%
Equipment Lease	8,000	5,776	72.2%	8,000	5,805	72.6%
Furniture & Equipment	4,000	-	0.0%	1,500	1,500	100.0%
In Kind Expense	68,000	-	0.0%	68,000	-	0.0%



the DESERT FOUNDATION	F	Y 2019/20 Budget		FY 2	2020/21 Budget	
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 04/30/2020	% of Budget vs Actual @ 04/30/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 04/30/2021	% of Budget vs Actual
Independent Contractor - Annual Giving	-	-	0.0%	-	-	0.0%
Independent Contractor - Business Engagement	-	-	0.0%	-	-	0.0%
Independent Contractor - Leadership Giving	75,000	62,500	83.3%	30,000	-	0.0%
Independent Contractor - Major Gift	50,000	21,549	43.1%	-	8,010	0.0%
Independent Contractor - Philanthropic Advisor Contract Services	50,000	34,725	69.5%	-	48,000	0.0%
Independent Contractor - Stewardship	30,000	11,388	38.0%	20,000	40,674	203.4%
Independent Contractors	205,000	130,162	63.5%	50,000	96,684	193.4%
Insurance (Foundation Liability)	555	555	100.0%	555	555	100.0%
Interest Expense - PPP Loan	-	-	0.0%	-	729	0.0%
Legal/Financial	50,000	26,665	53.3%	25,000	-	0.0%
Marketing	384,540	274,161	71.3%	380,000	243,676	64.1%
Marketing - Website/Social Media	20,000	-	0.0%	35,000	9,979	28.5%
Marketing Annual Report	-	-	0.0%	25,000	-	0.0%
Marketing for Special Events	50,000	47,079	94.2%	50,000	40,028	80.1%
Marketing General	50,000	8,535	17.1%	50,000	17,496	35.0%
Marketing Video	-	-	0.0%	-	-	0.0%
Marketing/Messaging College - CV Strategies	179,540	182,191	101.5%	135,000	100,650	74.6%
Marketing/Messaging Foundation- CV Strategies	85,000	36,356	42.8%	85,000	75,523	88.9%
Membership Dues	4,000	2,735	68.4%	3,500	2,270	64.9%
Office Supplies & Equipment	15,000	6,173	41.2%	15,000	2,933	19.6%
Other Investment Expenses (Unrestricted)	50,000	40,671	81.3%	45,000	40,200	89.3%
Postage	5,000	2,066	41.3%	5,000	2,577	51.5%
Printing/Design/Graphics	25,000	13,627	54.5%	20,000	3,353	16.8%
Prospect Research/Screening Services	10,000	-	0.0%	5,000	1,600	32.0%
Refunds/Reimbursement of Expenses	(179,540)	(179,540)	100.0%	(135,000)	(120,000)	88.9%
Repairs/Maintenance	1,000	-	0.0%	1,000	-	0.0%
Service Contracts	12,000	9,530	79.4%	12,000	3,993	33.3%



the DESERT FOUNDATION	F	Y 2019/20 Budget		FY 2	2020/21 Budget	
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 04/30/2020	% of Budget vs Actual @ 04/30/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 04/30/2021	% of Budget vs Actual
Staff Mileage Reimbursement	1,200	219	18.3%	1,200	125	10.4%
Staff Support	5,000	660	13.2%	1,661	158	9.5%
State of the College	55,000	1,661	3.0%	55,000	-	
Subscriptions/Publications	3,000	2,030	67.7%	2,000	1,940	97.0%
Telephone	2,000	1,620	81.0%	2,000	635	31.8%
Travel	5,000	1,087	21.7%	5,000	-	0.0%
Wages & Benefits	986,450	503,098	51.0%	991,184	780,672	78.8%
Wages & Benefits Foundation Staff	758,533	335,850	44.3%	742,528	574,163	77.3%
Wages & Benefits-Accounting Staff	227,917	167,248	73.4%	248,656	206,509	83.0%
Website Fees	1,200	1,021	85.1%	1,200	351	29.3%
Total Operating Expenses:	1,859,105	871,534	46.9%	1,682,800	1,093,245	65.0%
Investment Expenses						
Realized Gain/Loss - For Split Interest Agreeements	10,000	56	0.6%	10,000	40	0.4%
Investment Management Services	385,000	330,157	85.8%	382,000	352,262	92.2%
Gift Fees	40,000	29,496	73.7%	-	(200)	0.0%
Other Investment Expenses - Restricted	145,000	105,638	72.9%	100,000	110,950	111.0%
Investment Expenses:	580,000	465,347	80.2%	492,000	463,052	94.1%
College Support Expenses						
Contributions to the College	1,511,200	1,312,236	86.8%	1,131,200	1,235,900	109.3%
College Program Support	720,000	378,857	52.6%	500,000	61,228	12.2%
Presidents Innovation Fund	-	-	0.0%	-	-	0.0%
Presidents Discretionary Fund	40,000	12,550		30,000	-	
Scholarships	750,000	920,429	122.7%	600,000	1,174,197	195.7%
Student Awards	1,200	400	33.3%	1,200	475	39.6%
Total College Support Expenses:	1,511,200	1,312,236	86.8%	1,131,200	1,235,900	109.3%
Total Combined Expenditures	4,110,305	2,681,484	65.2%	3,450,000	2,795,057	81.0%



FINANCIAL REPORT

FOR THE PERIOD ENDED MARCH 31, 2021 & YTD

Foundation Mission Statement

Our Mission

The mission of the College of the Desert Foundation is to act as advocates for the College and to secure financial support enhancing the educational opportunities for all students

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

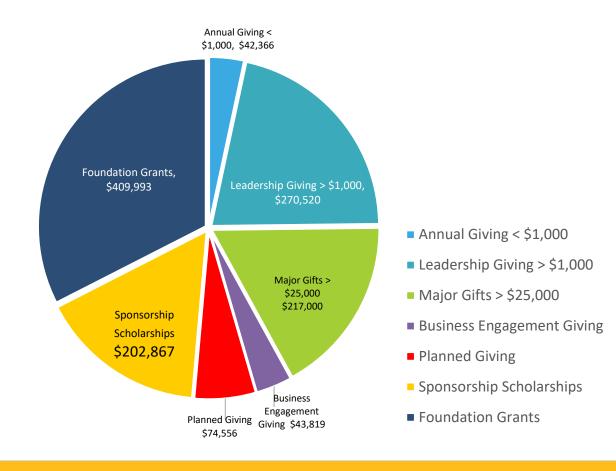
- ✓ Accountability
- ✓ Integrity
- ✓ Service Excellence
- ✓ Trust

TOTAL FUNDRAISING REVENUE HIGHLIGHTS

March 31, 2021 Fundraising Revenues \$161,133 & YTD \$1,261,121 YTD Revenues Highlights:

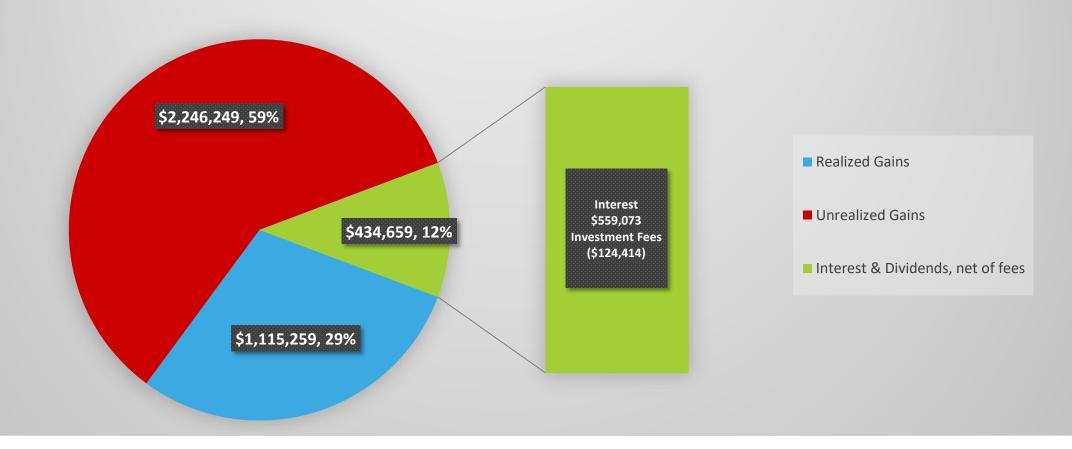
- \$313,703 in Scholarship Donations (Variety of Rest. Funds)
 - Includes:
 - \$30,000 Architecture/Construction MGMT Scholarship
 - \$25,000 Nursing GAP Scholarships Grant
 - \$25,000 Edison STEM Scholarships Grant
 - \$25,000 Nursing Scholarships Gift
 - \$15,000 Nursing Scholarship Gift
 - \$10,000 Foster Youth Support
- \$200,000 grant for plEDGE Scholarship Support
- \$202,867 in Sponsorship Scholarships
- \$165,115 in Presidents Circle Contributions
 - Includes Major Gift of \$50,000
- \$100,000 New Scholarship Endowment for Solar Studies
- \$50,000 Grant for Foster Youth Program
- \$42,000 Osher Foundation Scholarships
- \$25,000 Veteran Childcare Assistance Grants
- \$27,115 Student Emergency Fund Donations
- \$20,106 in support of the CV Pride Scholarship
- \$20,000 Estate Gift for the Fund for Student Success
- \$20,000 Gift to the Fund for Student Success

2020/2021 Revenues



INVESTMENT ACTIVITIES

Total Other Investment Activity Income for the month of March were \$556,173 including Interest and YTD \$3,796,167 including Interest of \$559,073

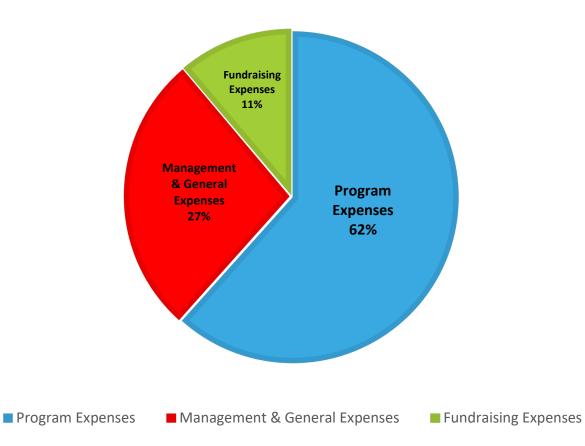


Fiscal Year 2020/2021 Combined Revenue & Investment Activities as of March 31, 2021



TOTAL EXPENDITURES

2020/2021 YTD FUNCTIONAL EXPENSES

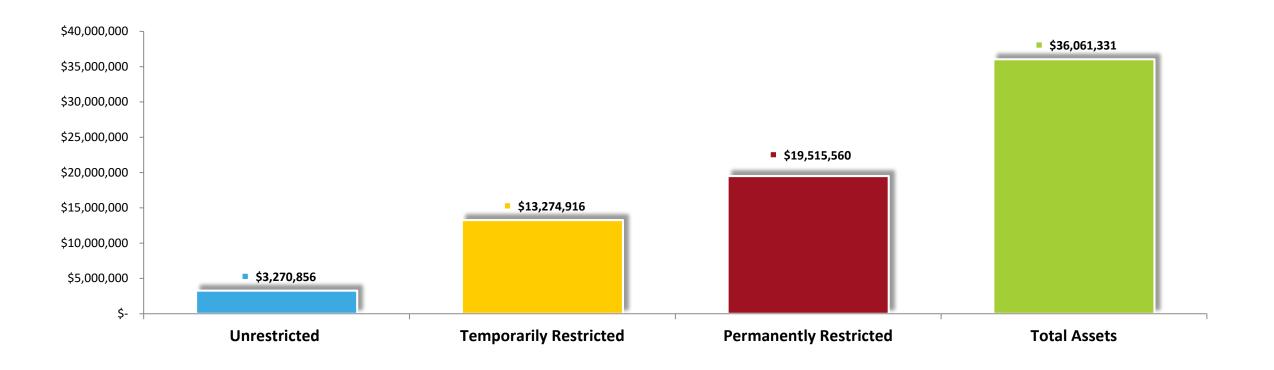


Total expenditures for the month ended March 31, 2021 are \$416,381 and \$2,434,064 YTD

Includes:

- Scholarships & Program Support \$1,167,752
- Foundation Salaries & Benefits \$694,019
- Foundation Marketing & Development \$164,732
- Consulting Services \$

Total Assets at March 31, 2021



- Unrestricted Funds: Includes \$500,000 Board Reserve.
- 52 Jemporarily Restricted Funds: Restricted per Donor / Board Criteria.
- Permanently Restricted Funds: Endowments held by the Foundation in Perpetuity.

ACCOMPLISHING OUR MISSION

As of March 31, 2021

\$1,138,759 GIVEN IN SCHOLARSHIP SUPPORT TO STUDENTS

\$28,993 IN PROGRAM SUPPORT
WITH AN ADDITIONAL \$196,694 IN PENDING REQUEST

STUDENT EMERGENCY FUND UPDATE

As of May 12, 2021:

- Funds allocated by Foundation Board of Directors for Student Emergency Request \$300,000
- Total additional funds raised since fund inception \$ 106,810
- Student Emergency funds disbursed since inception \$313,467.92
- 399 Individual Disbursements
- Remaining Funds Available as of May 12, 2021
 \$ 91,074.83

College of the Desert Foundation Schedule of Net Assets As of 5/12/2021

	-	Revenues	Expenditures	Total
Balances:				
COD Student Emergency Fund - Foundation 231	13			
Annual Giving	45010	11,285.00	0.00	11,285.00
Leadership Giving 4	45020	60,150.00	0.00	60,150.00
Business Engagement Giving 4	45030	375.00	0.00	375.00
Major Gifts	45040	35,000.00	0.00	35,000.00
Interest & Dividends	50000	0.00	0.00	0.00
Realized Gains (Losses)	53000	0.00	0.00	0.00
Unrealized Gains/(Losses)	53003	0.00	0.00	0.00
Scholarships 7	70200	0.00	(313,467.92)	(313,467.92)
Gift Fee	31503	0.00	(2,267.25)	(2,267.25)
Other Investment Expenses 8	83200	0.00	0.00	0.00
Interfund Transfer	90000 _	0.00	300.000.00	300.000.00
Total COD Student Emergency Fund - Foundation	_	106.810.00	(15.735.17)	91.074.83
Total Balances:	=	106,810.00	(15,735.17)	91,074.83

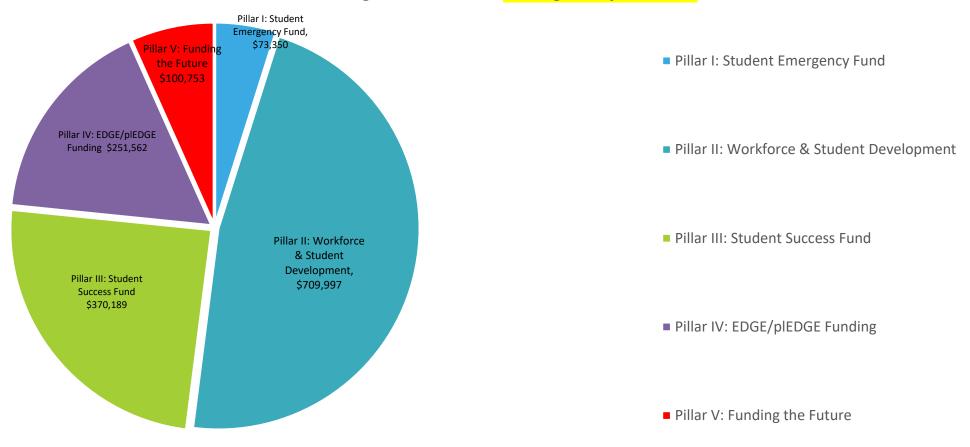
2020/21 Stepping Up for COD Campaign Progress

Overall Campaign Goal \$2,300,000 - YTD through May 13, 2021

Pillar I: Student Emergency Fund Goal: \$100,000	Pillar II: Workforce & Student Development Goal: \$800,000	Pillar III: Student Success Fund Goal: \$700,000	Pillar IV: EDGE/pIEDGE Funding Goal: \$450,000	Pillar V: Funding the Future \$250,000
\$73,350 73.4% Includes: Funds raised for the COD Student Emergency Fund – Foundation	\$709,993.77 88.7% Includes: All Program/Scholarship funds not accounted for in other Campaign Pillars. (Such as Bruce Fessier Internship Fund and Sponsorship Scholarships.)	\$370,189.45 \$2.9% Includes: All unrestricted gifts made. (Including Academic Angels and Presidents Circle – Unless the donor has specified their donation to be applied to another restricted program or scholarship fund.)	\$251,562 \$55.9% Includes: All funds raised in support of the EDGE/pIEDGE Program	\$100,753.21 40.3% Includes: All Scholarship or Program Endowment donations.

2020/2021 STEPPING UP FOR COD CAMPAIGN

Current Year Fundraising Activities YTD through May 13, 2021



Questions?

Thank you!



FINANCIAL SUMMARY

March 31, 2021

COLLEGE OF THE DESERT FOUNDATION STATEMENT OF FINANCIAL POSITION , MARCH 31, 2021 WITH COMPARATIVE TOTALS FOR MARCH 31, 2020

		Op	erating & Rest	ricte	d Asset Funds	End	owed Asset Funds				
				T	emporarily		Permanently		Tot	als	
		Ur	nrestricted		Restricted		Restricted		(Memorano	dun	n Only)
			Fund		Fund		Fund		2020-21	2	019-2020
4	ASSETS										
1	Cash and cash equivalents	\$	600,287	\$	304,713	\$	801,101	\$	1,706,101	\$	
2	Investments		2,320,242		12,772,074		18,372,745		33,465,061		28,815,397
3	Investments - Board Reserve		500,000		- (400)		-		500,000		500,000
4	Pledges receivable		20,320		(192)		-		20,128		25,808
5	Allowance for Doubtful Accounts		-		-		-		-		-
6	Accounts Receivable		825		1,875		-		2,700		-
7	Student Emergency Funds held at Collect		5,000		-		-		5,000		5,000
8	Accrued interest receivable		74,098		30,086		5,164		109,348		114,040
9	Accrued assets		2,500		-		-		2,500		2,500
10	Property and equipment, net		40		-		-		40		1,784
11	FCCC - Scholarship Endowment		-		44,875		336,549		381,424		397,330
12	Split interest agreements		-		168,021		_		168,021		186,690
13	TOTAL ASSETS	\$	3,523,312	\$	13,321,451	\$	19,515,560	\$	36,360,322	\$	31,653,423
10		Ψ	3/323/312	Ψ	15/521/ 151	Ψ	13/313/300	Ψ	30/300/322	Ψ	31/000/120
	LIABILITIES										
14	Accounts payable		51,786		6,337		-		58,123		133,542
15	Accounts Payable - By JV		-		-		-		-		-
16	Accounts Payable - Related Party		89,128		40,198		-		129,326		103,876
17	Deferred Contributions		(4,092)		-		-		(4,092)		(3,450)
18	Accrued Payroll Liability		17,442		-		-		17,442		21,358
19	PPP Loan Payable		97,545		-		-		97,545		-
20	Accrued Interest Payable - PPP Loan		648		-		-		648		-
21	TOTAL LIABILITIES	\$	252,456	\$	46,535	\$	-	\$	298,991	\$	255,325
	NET ASSETS, beginning										
	Unrestricted:										
22	Undesignated		2,350,492		-		-		2,350,492		2,354,594
23	Board designated		500,000		-		-		500,000		500,000
24	Temporarily restricted		-		10,857,833		-		10,857,833		10,982,403
25	Permanently restricted		-		-		19,414,806		19,414,806		19,414,806
26	TOTAL NET ASSETS, beginning	\$	2,850,492	\$	10,857,833	\$	19,414,806	\$	33,123,131	\$	33,251,803
27	Net Activity	т	420,364	7	2,417,083	7	100,754	7	2,938,200	т	(1,853,705)
	,		·				,				
28	NET ASSETS	\$	3,270,856	\$	13,274,916	\$	19,515,560	\$	36,061,331	\$	31,398,098
29	TOTAL LIABILITIES AND NET ASSETS	\$	3,523,312	\$	13,321,451	\$	19,515,560	\$	36,360,322	\$	31,653,423

STATEMENT OF ACTIVITIES

FOR CURRENT MONTH ENDED 03/31/2021 & YTD

		CURRENT	MONTH ENDING 03/31/20	021	Prior Year Month Ending	CU	JRRENT YEAR TO DATE		PRIOR YTD ENDING	CURRENT YEAR BUDGET
		ALL FUNDS	Budget	Variance	3/31/2020	ALL FUNDS	Budget	Variance	3/31/2020	2020-2021
		(1/1	2 OF Annual Budget)			(9/	12 OF Annual Budget)			
OPERATIONAL & PROGR	AM SUPPORT									
OPERATING REVENUE				(= .				(7.1.000)		
1 In-Kind Revenue		-	5,667	(5,667)	-	-	51,000	(51,000)	-	68,000
2 Interest		74,402	58,333	16,069	58,440	559,073	525,000	34,073	616,170	700,000
3 Management Fees 4 Systeinability Fees (Cift Fees)		36,399	31,833	4,566	31,002 1,874	315,176 (200)	286,500	28,676 (200)	297,989 23,993	382,000
4 Sustainability Fees (Gift Fees)	TOTAL OPERATING REVENUE	110,801	95,833	14,968		874,049	862,500	11,549	938,152	1 150 000
MANAGEMENT & GENERAL EXPENSES	TOTAL OPERATING REVENUE	110,801	95,833	14,908	91,316	8/4,049	802,500	11,549	938,152	1,150,000
			46400							
6 General		38,665	46,109	7,443	36,839	347,106	414,977	67,871	377,792	553,303
7 Independent Contractors (Non-Fundraising)		904	417	(487)	525	7,751	3,750	(4,001)	1,215	5,000
8 Marketing		- 1,262	521	521	150	2,253	4,688 8,438	4,688 6,185	3,224	6,250 11,250
9 Recognition 10 Salaries & Related Expenses		38,365	938 36,343	(324) (2,022)	21,010	305,368	327,091	21,722	200,371	436,121
10 Salaries & Relateu Expenses		36,303	30,343	(2,022)	21,010	303,308	527,091	21,722	200,371	430,121
11 TOTAL MANAGEMENT & GENERAL EXPENSES		79,196	84,327	5,131	58,524	662,478	758,943	96,465	582,602	1,011,924
PROGRAM EXPENSES										
12 College & Student Support		259,754	94,267	(165,487)	404,618	1,167,752	848,400	(319,352)	1,168,087	1,131,200
13 Development & Recognition		220	2,225	2,005	(150)	903	20,025	19,122	3,694	26,700
14 General		102	2,182	2,079	672	6,411	19,635	13,224	16,345	26,180
15 Independent Contractors (Non-Fundraising)		2,486	1,146	(1,340)	1,444	21,315	10,313	(11,002)	3,341	13,750
16 Marketing		12,066	16,122	4,056	10,974	60,784	145,095	84,311	25,605	193,460
17 Salaries & Related Expenses		30,518	28,910	(1,608)	16,713	242,907	260,186	17,279	159,386	346,914
18 TOTAL PROGRAM EXPENSES		305,146	144,850	(160,295)	434,270	1,500,071	1,303,653	(196,418)	1,376,457	1,738,204
19	TOTAL OPERATING EXPENSES	384,341	229,177	(155,164)	492,794	2,162,549	2,062,596	(99,953)	1,959,059	2,750,128
20	OPERATING SURPLUS (DEFICIT)	(273,540)	(133,344)	(140,196)	(401,478)	(1,288,500)	(1,200,096)	88,404	(1,020,907)	
FUNDRAISING	j									
FUNDRAISING REVENUE		(252	0.222	(2.001)	1.710	12.266	75.000	(22 (24)	27.112	100.000
Annual Giving - Gifts \$1,000 and under	la barbarda anna	6,253	8,333	(2,081)	1,712	42,366	75,000	(32,634)	27,113	100,000
Business Engagement Giving - All donations madFoundation Grants	e by businesses	12,700 76,000	8,333 37,500	4,367 38,500	1,000 30,000	43,819 409,993	75,000 337,500	(31,181) 72,493	126,241 311,875	100,000 450,000
24 Leadership Giving - Gifts \$1,000 - \$24,999		48,031	29,167	18,864	14,914	270,520	262,500	8,020	176,396	350,000
25 Major Gifts - Gifts of \$25,000 +		40,031		(12,500)	-	217,000	112,500	104,500	-	150,000
20 Mily of Gifts of \$20,000			17300				112,500	101,500		
26 Planned Giving		7,500	12,500 20,833		6.000		187.500	(112.944)	99,645	250,000
26 Planned Giving27 Special Events		7,500	20,833	(13,333)	6,000 69,325	74,556	187,500 412,500	(112,944) (412,500)	99,645 302,518	250,000 550,000
 Planned Giving Special Events Sponsorship Scholarships (Pass Thru) 					6,000 69,325 7,146		187,500 412,500 262,500	(112,944) (412,500) (59,633)	99,645 302,518 301,622	250,000 550,000 350,000
27 Special Events	TOTAL FUNDRAISING REVENUE:	-	20,833 45,833	(13,333) (45,833)	69,325	74,556 -	412,500	(412,500)	302,518	550,000
 Special Events Sponsorship Scholarships (Pass Thru) 	TOTAL FUNDRAISING REVENUE:	- 10,650	20,833 45,833 29,167	(13,333) (45,833) (18,517)	69,325 7,146	74,556 - 202,867	412,500 262,500	(412,500) (59,633)	302,518 301,622	550,000 350,000
27 Special Events 28 Sponsorship Scholarships (Pass Thru) 29 FUNDRAISING EXPENSES	TOTAL FUNDRAISING REVENUE:	10,650 161,133	20,833 45,833 29,167 191,667	(13,333) (45,833) (18,517) (30,533)	69,325 7,146 130,096	74,556 - 202,867 1,261,121	412,500 262,500 1,725,000	(412,500) (59,633) (463,879)	302,518 301,622	550,000 350,000 2,300,000
 Special Events Sponsorship Scholarships (Pass Thru) 	TOTAL FUNDRAISING REVENUE:	- 10,650	20,833 45,833 29,167	(13,333) (45,833) (18,517)	69,325 7,146	74,556 - 202,867	412,500 262,500	(412,500) (59,633)	302,518 301,622 1,345,411	550,000 350,000
27 Special Events 28 Sponsorship Scholarships (Pass Thru) 29 FUNDRAISING EXPENSES 30 Development & Recognition	TOTAL FUNDRAISING REVENUE:	10,650 161,133	20,833 45,833 29,167 191,667	(13,333) (45,833) (18,517) (30,533)	69,325 7,146 130,096	74,556 - 202,867 1,261,121 6,690	412,500 262,500 1,725,000 57,788	(412,500) (59,633) (463,879) 51,098	302,518 301,622 1,345,411	550,000 350,000 2,300,000 77,050
27 Special Events 28 Sponsorship Scholarships (Pass Thru) 29 FUNDRAISING EXPENSES 30 Development & Recognition 31 General	TOTAL FUNDRAISING REVENUE:	10,650 161,133 1,456 78	20,833 45,833 29,167 191,667 6,421 1,661	(13,333) (45,833) (18,517) (30,533) 4,965 1,584	69,325 7,146 130,096 567 669	74,556 - 202,867 1,261,121 6,690 4,862	412,500 262,500 1,725,000 57,788 14,950	(412,500) (59,633) (463,879) 51,098 10,088	302,518 301,622 1,345,411 14,901 13,011	550,000 350,000 2,300,000 77,050 19,933
27 Special Events 28 Sponsorship Scholarships (Pass Thru) 29 FUNDRAISING EXPENSES 30 Development & Recognition 31 General 32 Independent Contractors	TOTAL FUNDRAISING REVENUE:	10,650 161,133 1,456 78 5,630	20,833 45,833 29,167 191,667 6,421 1,661 3,021	(13,333) (45,833) (18,517) (30,533) 4,965 1,584 (2,609)	69,325 7,146 130,096 567 669 17,067	74,556 - 202,867 1,261,121 6,690 4,862 61,199	412,500 262,500 1,725,000 57,788 14,950 27,188	(412,500) (59,633) (463,879) 51,098 10,088 (34,011)	302,518 301,622 1,345,411 14,901 13,011 101,723	550,000 350,000 2,300,000 77,050 19,933 36,250

STATEMENT OF ACTIVITIES

FOR CURRENT MONTH ENDED 03/31/2021 & YTD

	TOR CORRENT MONTH ENDED 05/51/2021 & TTD										
		CURRE	NT MONTH ENDING 03/31/2	2021	Prior Year Month Ending	CURRENT YEAR TO DATE		PRIOR YTD ENDING	CURRENT YEAR BUDGET		
		ALL FUNDS	Budget	Variance	3/31/2020	ALL FUNDS	Budget	Variance	3/31/2020	2020-2021	
		((1/12 OF Annual Budget)			(9	9/12 OF Annual Budget)				
36	TOTAL FUNDRAISING EXPENSES:	32,039	46,239	14,200	33,063	271,515	416,154	144,639	319,983	554,872	
37	FUNDRAISING SURPLUS (DEFICIT)	129,094	145,427	16,333	97,034	989,605	1,308,846	319,241	1,025,427		
38	OPERATING REVENUE BUDGET FY 2020/21	110,801	95,833	14,968	91,316	874,049	862,500	11,549	938,152	1,150,000	
39	FUNDRAISING REVENUE BUDGET FY 2020/21	161,133	191,667	(30,533)	130,096	1,261,121	1,725,000	(463,879)	1,345,411	2,300,000	
40	TOTAL 2020/21 REVENUE BUDGET:	271,934	287,500	(15,566)	221,412	2,135,170	2,587,500	(452,330)	2,283,563	3,450,000	
41	MANAGEMENT & GENERAL EXPENDITURE BUDGET FY 2020/21	79,196	84,327	5,131	58,524	662,478	758,943	96,465	582,602	1,011,924	
42	PROGRAM EXPENDITURES BUDGET FY 2020/21	305,146	144,850	(160,295)	434,270	1,500,071	1,303,653	(196,418)	1,376,457	1,738,204	
43	FUNDRAISING EXPENDITURE BUDGET FY 2020/21	32,039	46,239	14,200	33,063	271,515	416,154	144,639	319,983	554,872	
44	TOTAL 2020/21 EXPENDITURE BUDGET:	416,381	275,417	(140,964)	525,857	2,434,064	2,478,750	44,686	2,279,042	3,305,000	
45	NET SURPLUS (DEFICIT) BEFORE INVESTMENT ACTIVITY	(144,446)	12,083	(123,863)	(304,445)	(298,895)	108,750	407,645	4,520	-	
46	Realized Gain / Loss	212,608	-	-	(95,806)	1,094,259	-	-	323,169	-	
47	Realized Gain / Loss - Osher	- 270 001	-	-	(1.710.000)	21,000	-	-	20,400	-	
48 49	Unrealized Gain / Loss Investment Fees	278,881 (9,718)	12,083	-	(1,710,098) (8,717)	2,246,249 (124,414)	108,750	-	(2,080,328) (121,468)	145,000	
50	Refunds	(9,718)	12,063	-	(0,/1/)	(124,414)	108,730	-	(121,400)	143,000	
51	Interfund Transfers	-	- -	_	- -	-	- -	<u>-</u>	-	_	
52	Investment Activities	481,771	12,083	-	(1,814,621)	3,237,094	108,750	-	(1,858,227)		
53	NET SURPLUS (DEFICIT)	337,325			(2,119,066)	2,938,199			(1,853,707)		



the DESERT	F	Y 2019/20 Budget		FY 2020/21 Budget				
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 03/31/2020	% of Budget vs Actual @ 03/31/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 03/31/2021	% of Budget vs Actual		
<u>REVENUES</u> <u>Fundraising Revenues</u> :								
Annual Giving	117,305	26,763	22.8%	100,000	42,866	42.9%		
Leadership Giving	550,000	176,397	32.1%	350,000	270,020	77.1%		
Business Engagement Giving	150,000	126,241	84.2%	100,000	43,819	43.8%		
Major Gifts	400,000	-	0.0%	150,000	217,000	144.7%		
Planned Giving	250,000	99,645	39.9%	250,000	74,556	29.8%		
Special Events Giving / Capital Campaign	650,000	302,868	46.6%	550,000	-	0.0%		
Stepping Out for COD	650,000	302,868	46.6%	500,000	-	0.0%		
Academic Angels Events	-	-	0.0%	50,000	-	0.0%		
Scholarship Pass-Thru Donations	400,000	301,622	75.4%	350,000	202,867	58.0%		
Grants Fundraising Revenues Investment/Other Revenues:	500,000 3,017,305	311,875 1,345,411	62.4% 44.6%	,	409,993 1,261,121	91.1% 54.8%		
Investment Management Services	385,000	297,989	77.4%	382,000	315,176	82.5%		
Gift Fee	40,000	23,993	60.0%	-	(200)	0.0%		
In Kind Revenue	68,000	-	0.0%	68,000	-	0.0%		
Interest/Dividends Income Investment/Other Revenues	600,000 1,093,000	616,170 938,152	102.7% 85.8%	,	559,073 874,049	79.9% 76.0%		
Total Combined Revenue	4,110,305	2,283,563	55.6%	3,450,000	2,135,170	61.9%		



of DESERT FOUNDATION	F	Y 2019/20 Budget		FY 2020/21 Budget				
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 03/31/2020	% of Budget vs Actual @ 03/31/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 03/31/2021	% of Budget vs Actual		
EXPENDITURES								
Fundraising Expenses								
Annual Giving	15,000	-	0.0%	10,000	75	0.8%		
Leadership Giving	15,000	6,032	40.2%	15,000	5,117	34.1%		
Business Engagement	5,000	735	14.7%	5,000	310	6.2%		
Major Gifts	5,000	-	0.0%	3,000	-	0.0%		
Foundation Giving	5,000	-	0.0%	1,000	-	0.0%		
Planned Giving	15,000	3,500	23.3%	10,000	-	0.0%		
Special Events Expenses	100,000	41,500	41.5%	100,000	(6,500)	-6.5%		
Stepping Out for COD Event	75,000	41,500	55.3%	75,000	(6,500)	-8.7%		
Academic Angels Events	25,000	-	0.0%	25,000	-	0.0%		
Total Fundraising Expenses:	160,000	51,767	32.4%	144,000	(998)	-0.7%		
General Operating Expenses								
Alumni Database Development	11,000	-	0.0%	1,000	864	86.4%		
Alumni Engagement	50,000	1,728	3.5%	35,000	(864)	-2.5%		
Auditor	15,000	7,631	50.9%	15,000	9,100	60.7%		
Bad Debt	-	-	0.0%	-	-	0.0%		
Bank Charges	4,500	2,442	54.3%	6,000	2,291	38.2%		
Board/Staff Training	15,000	5,602	37.3%	15,000	6,837	45.6%		
Community Relations	10,000	5,935	59.4%	5,000	1,300	26.0%		
Depreciation Expense	200	-	0.0%	-	-	0.0%		
Donor Cultivation	10,000	(410)	-4.1%	15,000	40	0.3%		
Donor Recognition	10,000	4,299	43.0%	15,000	3,004	20.0%		
Donor/Scholarship Reception Expenses	12,000	93	0.8%	12,000	-	0.0%		
Equipment Lease	8,000	5,776	72.2%	8,000	5,805	72.6%		
Furniture & Equipment	4,000	-	0.0%	1,500	1,500	100.0%		
In Kind Expense	68,000	-	0.0%	68,000	-	0.0%		



the DESERT	F	Y 2019/20 Budget		FY 2020/21 Budget				
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 03/31/2020	% of Budget vs Actual @ 03/31/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 03/31/2021	% of Budget vs Actual		
Independent Contractor - Annual Giving	_	-	0.0%	-	-	0.0%		
Independent Contractor - Business Engagement	-	-	0.0%	-	-	0.0%		
Independent Contractor - Leadership Giving	75,000	56,250	75.0%	30,000	-	0.0%		
Independent Contractor - Major Gift	50,000	12,729	25.5%	-	8,010	0.0%		
Independent Contractor - Philanthropic Advisor Contract Services	50,000	31,225	62.5%	-	43,500	0.0%		
Independent Contractor - Stewardship	30,000	6,075	20.3%	20,000	37,154	185.8%		
Independent Contractors	205,000	106,279	51.8%	50,000	88,664	177.3%		
Insurance (Foundation Liability)	555	555	100.0%	555	555	100.0%		
Interest Expense - PPP Loan	-	-	0.0%	-	648	0.0%		
Legal/Financial	50,000	26,665	53.3%	25,000	-	0.0%		
Marketing	384,540	255,768	66.5%	380,000	240,255	63.2%		
Marketing - Website/Social Media	20,000	175	0.9%	35,000	9,979	28.5%		
Marketing Annual Report	-	-	0.0%	25,000	-	0.0%		
Marketing for Special Events	50,000	46,397	92.8%	50,000	40,028	80.1%		
Marketing General	50,000	7,799	15.6%	50,000	17,496	35.0%		
Marketing Video	-	-	0.0%	-	-	0.0%		
Marketing/Messaging College - CV Strategies	179,540	177,391	98.8%	135,000	75,523	55.9%		
Marketing/Messaging Foundation- CV Strategies	85,000	24,006	28.2%	85,000	97,229	114.4%		
Membership Dues	4,000	2,735	68.4%	3,500	2,270	64.9%		
Office Supplies & Equipment	15,000	6,173	41.2%	15,000	2,621	17.5%		
Other Investment Expenses (Unrestricted)	50,000	33,787	67.6%	45,000	33,260	73.9%		
Postage	5,000	2,029	40.6%	5,000	2,576	51.5%		
Printing/Design/Graphics	25,000	13,627	54.5%	20,000	2,731	13.7%		
Prospect Research/Screening Services	10,000	-	0.0%	5,000	1,600	32.0%		
Refunds/Reimbursement of Expenses	(179,540)	(179,540)	100.0%	(135,000)	(120,000)	88.9%		
Repairs/Maintenance	1,000	-	0.0%	1,000	-	0.0%		
Service Contracts	12,000	6,502	54.2%	12,000	3,928	32.7%		



the DESERT	F	Y 2019/20 Budget		FY 2020/21 Budget				
FY 20/21 COMBINED OPERATING BUDGET	FY 19/20 OPERATING BUDGET	FY 19/20 Actuals @ 03/31/2020	% of Budget vs Actual @ 03/31/2020	Board Approved FY 20/21 Operating Budget	FY 2020/21 Actuals at 03/31/2021	% of Budget vs Actual		
Staff Mileage Reimbursement	1,200	219	18.3%	1,200	-	0.0%		
Staff Support	5,000	660	13.2%	1,661	50	3.0%		
State of the College	55,000	1,661	3.0%	55,000	-			
Subscriptions/Publications	3,000	1,945	64.8%	2,000	1,815	90.8%		
Telephone	2,000	1,462	73.1%	2,000	635	31.8%		
Travel	5,000	1,087	21.7%	5,000	-	0.0%		
Wages & Benefits	986,450	455,388	46.2%	991,184	694,019	70.0%		
Wages & Benefits Foundation Staff	758,533	307,979	40.6%	742,528	508,170	68.4%		
Wages & Benefits-Accounting Staff	227,917	147,409	64.7%	248,656	185,849	74.7%		
Website Fees	1,200	839	69.9%	1,200	51	4.3%		
Total Operating Expenses:	1,859,105	770,937	41.5%	1,682,800	985,555	58.6%		
Investment Expenses								
Realized Gain/Loss - For Split Interest Agreeements	10,000	56	0.6%	10,000	40	0.4%		
Investment Management Services	385,000	297,989	77.4%	382,000	315,176	82.5%		
Gift Fees	40,000	23,993	60.0%	-	(200)	0.0%		
Other Investment Expenses - Restricted	145,000	87,682	60.5%	100,000	91,154	91.2%		
Investment Expenses:	580,000	409,720	70.6%	492,000	406,170	82.6%		
College Support Expenses								
Contributions to the College	1,511,200	1,168,087	77.3%	1,131,200	1,167,752	103.2%		
College Program Support	720,000	320,642	44.5%	500,000	28,518	5.7%		
Presidents Innovation Fund	-	-	0.0%	-	-	0.0%		
Presidents Discretionary Fund	40,000	12,550		30,000	-			
Scholarships	750,000	834,895	111.3%	600,000	1,138,759	189.8%		
Student Awards	1,200	-	0.0%	1,200	475	39.6%		
Total College Support Expenses:	1,511,200	1,168,087	77.3%	1,131,200	1,167,752	103.2%		
Total Combined Expenditures	4,110,305	2,400,511	58.4%	3,450,000	2,558,479	74.2%		

REPORT OF PROGRAM CONTRIBUTIONS

FY 2020/2021

1st through 3rd Qtr Ended at March 31, 2021

1st through 3rd Qtr Ended at March 31, 2021										
PROGRAM CONTRIBUTIONS	1st Qtr Pro Contribut		2nd Qtr F Contrib			tr Program tributions	Total Progra			
Applied Science & Business					\$	2,849	\$			
Communication & Humanities										
Counseling Services										
Enrollment Services										
General (Non-Program Specific)					\$	5,574	\$			
Health Sciences & Education			\$	10,879	\$	9,216	\$			
Math & Science										
Social Sciences & Arts:										
Total Program Contributions:	\$		\$	10,879	\$	17,640	\$			
PENDING PROGRAM REQUEST SUBMIT	TED				Pro	gram High	lights			
Applied Science & Business	\$	901	Automotive	e Instruction	onal Supp	olies				
Communication & Humanities										
Counseling Services										
Enrollment Services										
General (Non-Program Specific)	\$	407	Honorariu	m gifts for	Flex eve	nt speakers				
Health Sciences & Education	\$	79,263	Nursing sk	ills lab sup	plies, Nu	rsing Profess	orship			
Math & Science										
Social Sciences & Arts:										
Sponsorship Scholarships (Pass Thru)										
Student Emergency Funds										
Total Pending Program Request	\$	80,571								

REPORT OF SCHOLARSHIPS AWARDED

FY 2020/2021

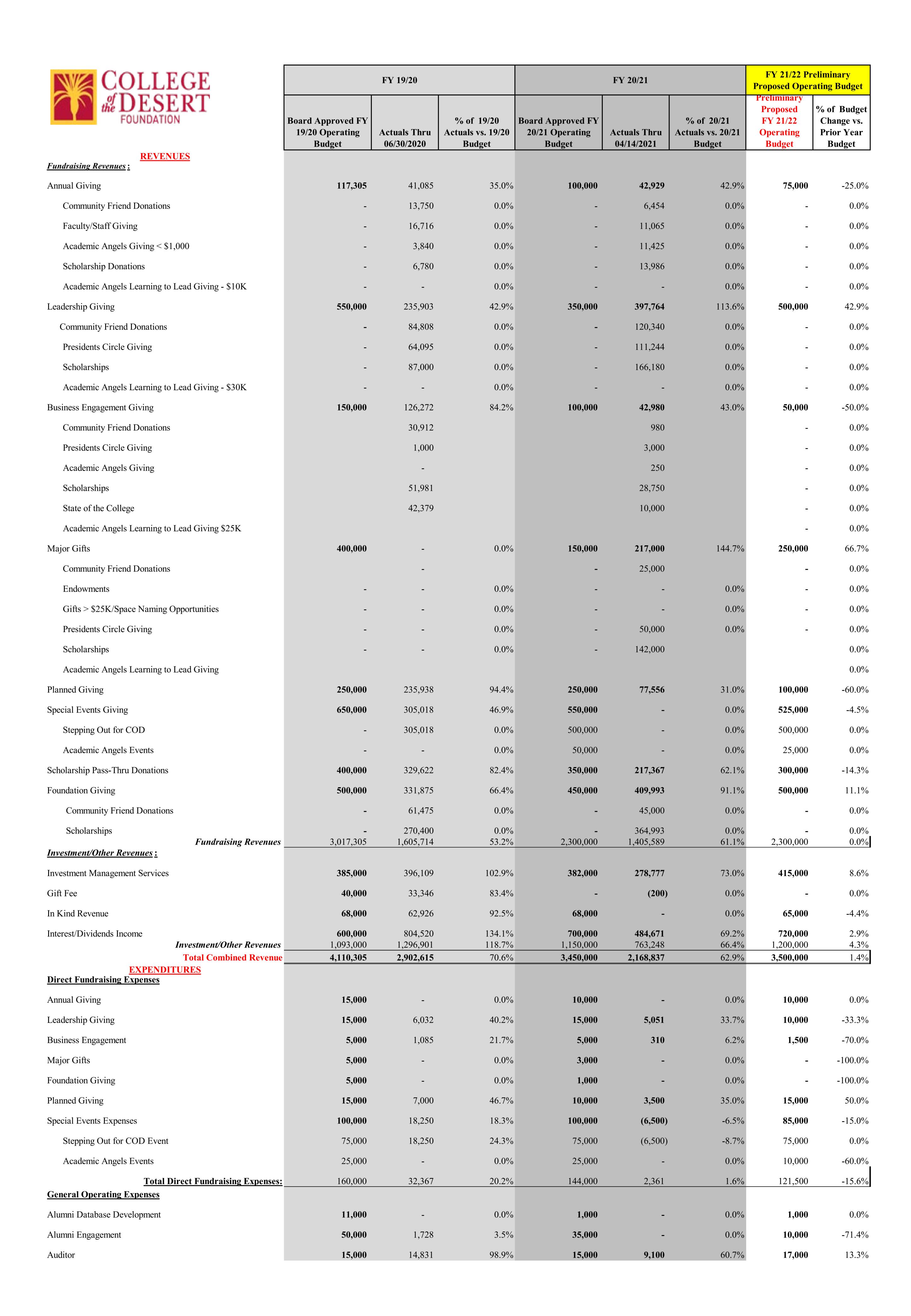
1st through 3rd Qtr Ended at March 31, 2021

SCHOLARSHIPS AWARDED	1st Qtr Number of Scholarships Awarded	1st Qtr Scholarships Paid	2nd Qtr Number of Scholarships Awarded	2nd Qtr Scholarships Paid				3rd Qtr cholarships Paid	FY 2020/2021 Total Number of Scholarships Issued	otal Scholarships Awarded YTD
Applied Science & Business (ASB)			84	\$ 61,3	367.00	28	\$	21,500.00	112	\$ 82,867
Communication & Humanities (CH)										\$
Counseling Services (CS)	22	\$ 21,582.00	6	\$ 6,9	903.00	85	\$	40,840.62	113	\$ 69,326
Enrollment Services (ES)						700	\$	99,400.00	700	\$ 99,400
General Scholarships (Non-Program Specific)	86	\$ 52,128.11	66	\$ 56,9	900.00	170	\$	155,636.00	322	\$ 264,664
Health Sciences & Education (HSE)			6	\$ 5,8	352.06	50	\$	99,400.00	56	\$ 105,252
Math & Science (MS)	1	\$ 190.00				24	\$	11,400.00	25	\$ 11,590
Social Sciences & Arts (SSA)	8	\$ 5,450.00	37	\$ 37,0	00.00	36	\$	34,500.00	81	\$ 76,950
Sponsorship Scholarships (Pass Thru)	23	\$ 23,526.00	91	\$ 123,6	588.05	31	\$	51,328.05	145	\$ 198,542
Student Emergency Funds	56	\$ 69,055.96	95	\$ 89,0)36.75	80	\$	72,075.00	231	\$ 230,168
Total Scholarships Awarded:	196	171,932	385	380	,747	1,204		586,080	1,785	\$ 1,138,759

ge 67 of 96



Preliminary Budget for 2021-22 for Approval



Bad Debt	_	_	0.0%	_	_	0.0%	_	0.0%
Bank Charges	4,500	3,075	68.3%	6,000	2,419	40.3%	4,000	-33.3%
Board/Staff Training	15,000	5,602	37.3%	15,000	6,817	45.4%	15,000	0.0%
Community Relations	10,000	5,935	59.4%	5,000	1,300	26.0%	5,000	0.0%
Depreciation Expense	200	1,744	872.0%	-	- -	0.0%	-	0.0%
Donor Cultivation	10,000	(410)	-4.1%	15,000	-	0.0%	10,000	-33.3%
Donor Recognition	10,000	4,346	43.5%	15,000	1,322	8.8%	5,000	-66.7%
Donor/Scholarship Reception Expenses	12,000	93	0.8%	12,000	-	0.0%	10,000	-16.7%
Equipment Lease	8,000	7,711	96.4%	8,000	3,870	48.4%	8,000	0.0%
Furniture & Equipment	4,000	-	0.0%	1,500	1,500	100.0%	3,200	113.3%
In Kind Expense	68,000	62,926	92.5%	68,000	-	0.0%	65,000	-4.4%
Independent Contractor - Annual Giving	, _	_	0.0%	- -	_	0.0%	- -	0.0%
Independent Contractor - Business Engagement	<u>_</u>	_	0.0%	_	_	0.0%	_	0.0%
Independent Contractor - Leadership Giving	75,000	68,750	91.7%	30,000	_	0.0%	_	-100.0%
Independent Contractor - Major Gifts	50,000	29,389	58.8%	_	8,010	0.0%	_	0.0%
Independent Contractor - Planned Giving	50,000	41,725	83.5%	_	43,500	0.0%	45,000	0.0%
Independent Contractor - Stewardship	30,000	21,488	71.6%	20,000	37,154	185.8%	35,200	76.0%
Independent Contractors Independent Contractors	205,000	161,352	78.7%	50,000	88,664	177.3%	80,200	60.4%
Insurance (Foundation Liability)	555	555	100.0%	50,000	555	177.3%	555	0.0%
Legal/Financial Marketing	50,000	26,815	53.6%	25,000	100 150	0.0%	25,000	0.0%
Marketing Madating	384,540	340,496	88.5%	380,000	199,159	52.4%	280,000	-26.3%
Marketing - Website/Social Media	20,000	3,461	17.3%	35,000	9,979	28.5%	5,000	-85.7%
Marketing Annual Report	50,000	40.415	0.0%	25,000	20.022	0.0%	40.000	0.0%
Marketing for Special Events	50,000	48,415	96.8%	50,000	28,933	57.9%	40,000	-20.0%
Marketing General	50,000	14,236	28.5%	50,000	17,496	35.0%	40,000	-20.0%
Marketing Video	170.540	216.070	0.0%	127.000	70.220	0.0%	120.000	0.0%
Marketing Services - College	179,540	216,858	120.8%	135,000	79,229	58.7%	120,000	-11.1%
Marketing Services - Foundation	85,000	57,526	67.7%	85,000	63,523	74.7%	75,000	-11.8%
Membership Dues	4,000	2,735	68.4%	3,500	2,270	64.9%	3,000	-14.3%
Office Supplies & Equipment	15,000	6,870	45.8%	15,000	2,375	15.8%	10,000	-33.3%
Other Investment Expenses - Operating	50,000	45,205	90.4%	45,000	30,796	68.4%	45,000	0.0%
Postage	5,000	2,066	41.3%	5,000	2,384	47.7%	5,000	0.0%
Printing/Design/Graphics	25,000	13,627	54.5%	20,000	2,718	13.6%	10,000	-50.0%
Prospect Research/Screening Services	10,000	-	0.0%	5,000	1,600	32.0%	5,000	0.0%
Refunds/Reimbursement of Expenses	(179,540)	(224,540)	125.1%	(135,000)	(120,000)	88.9%	(120,000)	-11.1%
Repairs/Maintenance	1,000	-	0.0%	1,000	-	0.0%	1,000	0.0%
Service Contracts	12,000	9,660	80.5%	12,000	3,928	32.7%	14,000	16.7%
Staff Mileage Reimbursement	1,200	219	18.3%	1,200	-	0.0%	2,500	108.3%
Staff Support	5,000	660	13.2%	1,661	50	3.0%	678	-59.2%
State of the College	55,000	109,573	199.2%	55,000	-	0.0%	75,000	36.4%
Subscriptions/Publications	3,000	2,209	73.6%	2,000	1,690	84.5%	2,000	0.0%
Telephone	2,000	1,942	97.1%	2,000	635	31.8%	6,300	215.0%
Travel	5,000	1,087	21.7%	5,000	_	0.0%	3,000	-40.0%
Wages & Benefits	986,450	627,633	63.6%	991,184	606,826	61.2%	1,117,267	12.7%
Wages & Benefits Foundation Staff	758,533	420,705	55.5%	742,528	442,456	59.6%	850,972	14.6%
Wages & Benefits-Accounting	227,917	206,928	90.8%	248,656	164,370	66.1%	266,295	7.1%
Website Fees	1,200	1,021	85.1%	1,200	351	29.3%	1,200	0.0%
Total Operating Expenses:	1,859,105	1,236,766	66.5%	1,682,800	850,329	50.5%	1,719,900	2.2%
Investment Expenses								
Realized Gain/Loss - For Split Interest Agreeements	10,000	18,725	187.3%	10,000	40	0.4%	10,000	0.0%
Investment Management Services	385,000	396,109	102.9%	382,000	278,777	73.0%	415,000	8.6%
Gift Fees	40,000	33,346	83.4%	-	(200)	0.0%	-	0.0%
Other Investment Expenses	145,000	117,523	81.1%	100,000	83,979	84.0%	100,000	0.0%
Investment Expenses:	580,000	565,703	97.5%	492,000	362,596	73.7%	525,000	6.7%
College Support Expenses								
Contributions to the College	1,511,200	1,719,434	113.8%	1,131,200	1,159,331	102.5%	1,133,600	0.2%
College Program Support	720,000	440,474	61.2%	500,000	24,597	4.9%	407,400	-18.5%
Presidents Fund	40,000	12,698	31.7%	30,000	-	0.0%	25,000	-16.7%
		12,000		<u> </u>			•	

Student Awards	1,200	400	33.3%	1,200	475	39.6%	1,200	0.0%
Total College Support Expenses:	1,511,200	1,719,434	113.8%	1,131,200	1,159,331	102.5%	1,133,600	0.2%
Total Combined Expenditures	4,110,305	3,554,270	86.5%	3,450,000	2,374,617	68.8%	3,500,000	1.4%

Strategic Investment Budget								
*Note: Original Strategic Budget was approved for \$500,000. Board of Directors Approved \$250K of this original budget to be moved to the plEDGE Scholarship Program Fund in FY 2020/21								
Database Selection & Implementation Consulting Services	-	-	0.00%	-	-	0.00%	75,000	100%
Alumni, Fundraising & Financial Database Packages	-		0.00%			0.00%	175,000	100%
Total Stategic Investment Budget	-	-	0.00%	_	-	0.00%	250,000	100%



Budget Adjustment Request for Cell Phone Reimbursement for 2020-21

College of the Desert Foundation

Budget Transfer Request
Fiscal Year 2020/2021
May 2021

Request for Budget Transfer

Request for Budget Transfer of \$4,335 from the unused portion of the Salaries & Benefits budgeted line item to the Telephone budgeted line item.

Need

To cover the reimbursement expense of \$75/per month for each Foundation staff members cellphone, due to the need for staff to use their personal cellphones for Foundation business during the current fiscal year. (See breakdown attached)

Additional Information

The Foundation Wages & Benefits were budgeted for the full cost of staffing for the fiscal year, however, due to a delay in the hiring process, not all of these funds will be used. There is a current projected variance in the budgeted Salaries & Benefits line item of (\$40,909.91) through the end of FY 2020/21. The current budget for Telephone expense in 2020/21 is \$2,000 and the remaining budget as of May 13, 2021 is \$1,365. \$635.00 has been expended in the current fiscal year for the remainder of the Verizon Wireless contract for the prior Executive Directors cellphone. We are requesting a budget transfer of \$4,335 to cover the unforeseen additional telephone expenses.

Unrestricted Fund for Student Success (Fund 1110)	Decrease	Increase
82800 Wages & Benefits	4,335	
82600 Telephone		4,335
Total Budget Expenditure Transfer	\$ 4,335	\$ 4,335

	2020/21 Proposed Budget for Foundation Staff Cellphone Reimbursement												
Staff Member	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Totals
Catherine Abbott	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Matthew Durkan	-	-	-	-	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	600.00
Eve Dehondt	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Juli Maxwell	-	-	-	-	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	600.00
Mike Rodriguez	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Amanda McCarthy	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Kirstien Renna	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
	375.00	375.00	375.00	375.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	5,700.00



Board Manual Updates Memo Documents



2020-21 Foundation Board Manual Changes Memo – updates as of May 26, 2021

Updates:

Directories

No Change since April 2021:

Articles of Incorporation
Master Agreement
Bylaws
Brown Act
Donor Bill of Rights
IRS Letter
Role of Foundation Board Members
Organizational Chart
Role of Foundation Staff

Committees

Calendars

Policies & Forms

Financial Statements

COD Information



BOARD ROSTER

Christine "Chris" Anderson, Ed.D.

52 Oakmont Drive Rancho Mirage, CA 92270 714-858-1645 Mobile

christinejanderson@gmail.com

Academic Angels Committee Nominating Committee Stepping Up for COD Committee Co-Chair

(Spouse: Tony Anderson)

Jeff Baker

760-773-2510 COD jebaker@collegeofthedesert.edu Interim College Superintendent/President Executive Committee

Norma Castaneda

4 Calle Lantana Palm Desert, CA 92260 760-272-5683 909-289-2726 Mobile

norma@hradvantageconsultants.com

Academic Angel Committee Nominating Committee

Bill S. Chunowitz

131 Waterford Circle Rancho Mirage, CA 92270 760-328-0838 847-804-2909 Mobile

bchunowitz1940@gmail.com Board President

Executive Committee
Chair

(**Spouse**: Joanne Chunowitz)

Peggy Cravens

899 Island Drive #213
Rancho Mirage, CA 92270
760-324-8899
760-567-2585 Mobile
pcravens@dc.rr.com
Legacy Leader Committee Co-Chair

Carol Bell Dean

49785 Canyon View Drive Palm Desert, CA 92260 760-636-1950 206-930-6332 Mobile carolbell44@icloud.com Development Committee PC Advisory Committee Chair Legacy Committee Co-Chair

Marge Dodge

(Spouse: Ed Dean)

79305 Toronja La Quinta, CA 92253 760-564-9329 760-333-0733 Mobile margedodge1@aol.com

Board Secretary
Academic Angels Committee Chair
Executive Committee
Nominating Committee
Stepping Up for COD Committee
(Spouse: Norman Dodge)

Kim Dozier

74255 Goleta Avenue Palm Desert, CA 92260 760-776-7208 COD 760-449-8649 Mobile kdozier@collegeofthedesert.edu Academic Senate President

Carol Fragen

64893 Saragossa Drive Palm Springs, CA 92234 <u>carol@thefragens.com</u> 760- 327-1173 760-408-2212 Mobile

Barbara Fromm

909 Mission Creek Drive Palm Desert, CA 92211 760-772-3330 610-823-7979 Mobile bgfromm@gmail.com Foundation Board Vice Po

Foundation Board Vice President Finance & Investment Committee Business Outreach Advisory Committee

(Spouse: Bernie Fromm)

James "Jim" Greene

6 Cromwell Court Rancho Mirage, CA 92270 917-696-9584 212-476-5600 Mobile

erica.gerzog@nb.com

Annual Report Council Advisory

Committee Chair Audit Committee

Development Committee (Spouse: Jessica Greene)

Paul Hinkes, M.D.

686 Mesa Grande Drive Palm Desert, CA 92211 818-348-6263 818-422-1360 Mobile

preemys@msn.com

(Spouse: Gerri Hinkes)

Finance & Investment Committee

Peggy Jacobs

507 Mesquite Hills Palm Desert, CA 92260 peggyjacobs@me.com 760-341-1551

312-649-0212 Mobile (Spouse: Bob Howard)

James "Jim" B. Johnson

1717 Sandpiper Street Palm Desert, CA 92260 503-260-8074 Mobile jbj911c4@icloud.com Audit Committee Business Outreach Council Advisory Committee Chair Development Committee (Spouse: Shirley Miller)

Robert "Rob" Kincaid

201 Via Las Palmas Palm Springs, CA 92262 760-778-7831 760-333-3300 Mobile robkincaidemail@gmail.com Development Committee Nominating Committee Stepping Up for COD Committee (Spouse: Rick Hutcheson)

Dale Landon

49630 Canyon View Drive Palm Desert, CA 92260 DCLandon2@yahoo.com 760-989-0777 760- 340-4340 Mobile

(Spouse: Carole Landon)

Donna MacMillan

74695 Wren Drive Indian Wells, CA 92210 760-773-5491 612-812-9161 Mobile doncarmac@aol.com

Thomas "Tom" Minder

41777 Rancho Manana Rancho Mirage, CA 92270 916-996-6965 Mobile tgm@mx2law.com Foundation Treasurer Finance & Investment Committee Chair Executive Committee

Nominating Committee (Spouse: Duke Kulas)

Joanne Mintz

80821 Vista Lazo La Quinta, CA 92253 760-771-0402 760-408-2623 Mobile JoanneMintz@gmail.com Development Committee Chair Executive Committee PC Advisory Committee Stepping Up for COD Committee (Spouse: Myron Mintz)

Barbara Foster Monachino

8 Ledgestone Ln. Rancho Mirage, CA 92270 760-202-3950 917-861-8317 Mobile barb.foster@att.net Finance & Investment Committee Development Committee PC Advisory Committee (Spouse: Michael Monachino)

John P. Monahan

1550 Avenida Sevilla Palm Springs, CA 92264 760-656-0202 818-917-7395 Mobile johnpmonahan@aol.com Audit Committee Nominating Committee

Robert Moon

101 Iris Lane Rancho Mirage, CA 92270 robmoonranchomirage@gm ail.com 760-323-2070

(Spouse: Bob Hammack)

Marlene O'Sullivan

70761 Hope Circle Rancho Mirage, CA 92270-2312 818-370-9997 Mobile marleneosullivan1@gmail.co m

Development Committee PC Advisory Committee Stepping Up for COD Committee

John Ramont

41580 Ashford Place Indio, CA 92203 760-674-7625 760-776-7452 COD 760-200-6012 Mobile

jramont@collegeofthedesert.edu

Vice President Administrative Services Audit Committee Executive Committee Finance & Investment Committee

(Spouse: Pamela Ramont)

Bonnie Stefan. Ph.D.

bstefan@collegeofthedesert.edu 760-773-2500 COD Board of Trustees Representative Executive Committee

Jim Williams

34 Merlot Rancho Mirage, CA 92270 408-505-1605 Mobile jimwilliamsis007@me.com (Spouse: Cynthia Williams) Campus Tours/Donor Outreach Council Advisory Committee Chair Development Committee Finance & Investment Committee

Diane Rubin

40380 Desert Creek Lane Rancho Mirage, CA 92270 415-312-1105 Mobile diane.m.rubin@gmail.com Executive Committee Audit Committee Chair Nominating Committee

(Spouse: Lenny Eber)

Jane Saltonstall, Ed.D.

10 Barnard Court Springs Country Club Rancho Mirage, CA 92270 760-321-9021 941-685-6771 Mobile jsalton44@aol.com Academic Angels Committee Development Committee Executive Committee Nominating Committee Chair Stepping Up for COD Co-Chair

Leslie Usow

143 Waterford Circle Rancho Mirage, CA 92270 262-227-4061 Mobile leslieusow@aol.com

(Spouse: Barry Usow)

Jake Wuest

First Bank - California 73 Highway 111 Palm Desert, CA, 92260 jake.wuest@efirstbank.com 760-836-3522



Appendices

Committee Meetings Minutes



Foundation Academic Angels Committee Meeting Minutes for Tuesday, April 13, 2021 2:00PM

Meeting Participants

Committee Members Present

Marge Dodge (Chair), Christine Anderson and Jane Saltonstall

Non-Voting Committee Members Present

Linda Weakley

Committee Members NOT Present

Norma Castaneda, Cynthia Cottrell and Nancy Harris

Guest(s)

Catherine Abbott and Gailya Brown

Recorder

Eve-Marie Dehondt

Meeting Minutes

1. Call to Order/Roll Call

1.1 Roll Call

The meeting was called to order at 2:03PM.

2. Action Items

2.1 Approval of Agenda: Foundation Academic Angels Committee Meeting of April 13, 2021 Agenda: Pursuant to Government Code Section 54954.2(b)(2), the Committee may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take immediate

action and that the need for action came to the attention of the local agency subsequent to the agenda being posted as specified in subdivision (a).

2.1 Confirmation of Agenda: Approval of Agenda for the Academic Angels Committee Meeting of April 13, 2021 with any addition, correction or deletions.

2.1 Conclusion

Christine Anderson moved to approve the agenda as presented, Jane Saltonstall seconded. Motion carried.

2.1 Follow-up Items

2.1 Task of

2.1 Due by

None	None	None

3. Minutes

3.1 Approval of the Academic Angels Committee Meeting Minutes of March 9, 2021.

The minutes were approved as presented.

4. Comments from the Public

4. 1 Comments From The Public: Comments from the Public: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until April 12, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

There were no comments received from the public.

5. Discussion Items

5.1 March 11 Virtual Event Review

Marge Dodge reported that there are 43 current Academic Angels members as several members joined after the March 11 Virtual Event.

The Committee commented that they were pleased with the March 11 Event as it was an informative and successful event. The timing was well paced, which helped with keeping people's interest and the Learning to Lead program initiative presentation brought motivation to participants.

The Committee discussed whether they should run another virtual event in the summer and agreed to focus on the newsletter and the Learning to Lead program for the moment.

5.1 Follow-up Items	5.1 Task of	5.1 Due by		
None	None	None		

5.2 Learning to Lead Program Update

Gailya Brown indicated that the Foundation is working on a Memorandum of Understanding with Leadership Coachella Valley. The Bank of America grant has been submitted and the Foundation is waiting to hear back on whether they will be awarded.

The Committee agreed to invite Shawn Abramowitz to attend the April 28, 2021 Board of Directors meeting as a Mission Moment, to present on the Learning to Lead Program. In case he is not available, his recorded presentation from the March 11 event could be played during the meeting instead. Cathy Abbott will contact him and verify his availability.

Gailya Brown mentioned that Leadership Coachella Valley will host a virtual Commencement sometimes in June and the Committee agreed that if possible, Board Members and Academic Angels should be invited to attend the ceremony, as this would be inspiring to them.

Marge Dodge noted that an article was published in the Desert Sun regarding Cindy Burreson who was recently promoted as the Executive Director of the Children's Discovery Museum. In that article, she reported that she was a graduate of Leadership Coachella Valley, and Marge Dodge suggested that Cindy might be interested in sharing her experience with Leadership Coachella Valley and provide input on how it affected her career.

5.2 Follow-up Items	5.2 Task of	5.2 Due by
Shawn Abramowitz will be invited to attend	Cathy Abbott	April 15, 2021
the April 28, 2021 Board of Directors		
meeting to present on the Learning to Lead		
Program.		

5.3 Academic Angels Newsletter

An Ad-Hoc Committee meeting is scheduled on April 14, 2021 to discuss and start working on the newsletter. The Ad-Hoc Committee will brainstorm for find a name for the newsletter.

Marge Dodge suggested creating a Member profile for each edition of the newsletter. Cathy Abbott suggested adding a section on the Learning to Lead program, a section on background of the Academic Angels, and a section on events. Matt Durkan had suggested indicating the number of current Academic Members on each edition, however, the committee agreed to hold off on that idea until the number of members grows. Linda Weakley suggested adding a section on fascinating facts, which would include statistics on students and on the College.

The newsletter will be drafted quarterly and sent to current Academic Angels members, lapsed members, lifetime members, Board Members and President's Circle members.

The Committee agreed not to select any additional Academic Angels Committee member until the beginning of the new season in the Fall. Gailya Brown will keep the Committee members informed on any useful information regarding the Learning to Lead program and the program's graduation for this year.

5.3 Follow-up Items	5.3 Task of	5.3 Due by
None	None	None

5.4 Schedule the next Academic Angels Committee meetings

The Committee agreed to schedule their next meeting on May 18, 2021 at 2PM. The next meeting after May will take place in September 2021.

5.4 Follow-up Items	5.4 Task of	5.4 Due by
None	None	None

6. Other discussions

Marge Dodge informed the Committee that due to liability implications of the Foundation and the College when organizing in-person events, no in-person event will be planned until the Campus reopens. The Committee will revisit planning an in-person event in the Fall.

7. Adjournment

The Committee Chair adjourned the meeting at 2:27 PM.

Next Meeting: Tuesday, May 18, 2021 at 2PM



Foundation Finance & Investment Committee Meeting Minutes for Monday, April 19, 2021 3:00PM

Zoom Video:

https://cccconfer.zoom.us/rec/share/IBDXfTt2Zh6EqxTvj_gt8LWrbkSrxLqNW8OztP0-8mu5EiPJPNIOYVQnovfXS_b.RoWRoxaEOm4cRqrc

Meeting Participants

Committee Members Present

Tom Minder (Chair), Barbara Foster Monachino, Paul Hinkes, Barbara Fromm, Jim Williams

Committee Members Absent:

Non-Voting Committee Members Absent

John Ramont

Guest(s)

Bill Chunowitz, Catherine Abbott, Kirstien Renna and Mike Rodriguez, Matthew Durkan

Recorder

Juli Maxwell

Meeting Minutes

1. Call to Order/Roll Call

The meeting was called to order at 3:01 pm.

2. Action Items

2.1Approval of Agenda: Regular Foundation Finance & Investment Committee Meeting of April 19, 2021 Agenda: Pursuant to Government Code Section 54954.2(b)(2), the Committee may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take

immediate action and that the need for action came to the attention of the local agency subsequent to the agenda being posted as specified in subdivision (a).

2.2 Confirmation of Agenda: Approval of Agenda for the Regular Finance & Investment Committee Meeting of April 19, 2021 with any addition, correction or deletions.

Kirstien Renna asked to pull item 6.4 Endowment Discussion, off of the agenda.

Barbara Fromm moved to remove the agenda item, second Paul Hinkus seconded.

Barbara Monachino moved to approve the agenda, with changes. Jim Williams seconded.

Motion carried.

3. Minutes

3.1 Approval of regular Finance & Investment Committee Meeting Minutes – March 17, 2021.

The minutes were approved as presented.

4. Comments from the Public

4. 1 Comments From The Public: Comments from the Public: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until April 16, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

There were no comments from the public received.

5. Investment Portfolio Update – Rod Olea, First Republic

Prior to Rod joining the meeting, Tom Minder shared his knowledge that other charitable foundations are invested more in equities than fixed income and suggested that we ask the Rod from FRB for his opinion in this regard. Bill Chunowitz commented that First Republic was given the investment percentages by the Board of Directors of the college along with the Finance Committee. Barbara Foster Monachino added that First Republic just deals with fixed income to ensure that the Foundation has access to operating funds easily and readily, with very little risk of loss of capital. Kirstien Renna stated that First Republic is the one that manages those current use type funds, and they are managed differently than endowments.

Rod joined the meeting at 3:17 pm. Tom welcomed Rob to the meeting and posed the question "should we raise equities in the Foundation's investment portfolio with First Republic?" Rod shared that there was pool of money's in the amount of \$10 million in fixed income, and at one time it was in the one-to-five-year maturity space, and we were to just invest cash flows as they matured. This was the thought process from the committee at the time First Republic first pitched the portfolio number.

Rod shared that First Republic has been charging the Foundation less than the fee agreement, he has been changing them behind the scenes to about \$1000 less last quarter, than the assigned fee agreement. He will do it again this quarter. Rod shared that the endowment side where it's supposed to grow, was awarded to other managers. Rod shared that the goal for First Republic was to minimize principal volatility for these restricted funds component.

Barbara Fromm suggested that the committee designate 2 members to review the investment portfolios to update our goals. Tom Minder asked that the committee postpone doing this until the July meeting and review then when the committee has more members.

6. Discussion Items

6.1 Review the Financial Statements for the period ended February 28, 2021.

Kirstien presented the financial statements to the committee.

6.2 Draft of Budget

Kirstien presented the draft of the budget to the committee. Tom asked if the Foundation is getting a return on the money with the consultant that is paid for planned giving. Catherine Abbott stated that it is absolutely a great return. Liz has about \$8M in her legacy gifts and has been very successful in the last year working on her legacy gifts. We have an estate that will be settled this or next month, that was Liz' doing. She also has a 2-million-dollar scholarship coming in. Tom Minder suggested that once a year show what has been booked in terms of line items, not just one number. Catherine stated that she will do a sketch on the planned gifts that are being brought in and said she will get a presentation from Liz on this and will present to the group. Tom stated that it would be very good to do this at the annual meeting. Kirstien Renna added that in the process of these estate planning, she also gets other gifts from individuals specifically the

\$100,000 5-year pledge from one of Liz's Legacy Leaders.

Academic Angels question from Tom Minder. Doesn't seem like this is a good ROI for staff time. Catherine shared that Learning to Lead program will be under the Academic Angels which budgeted at \$65K in revenue.

6.2 Follow-up Items

6.2 Task of

6.2 Due by

Presentation on Planned Gifts

Catherine Abbott

Annual Meeting

6.3 Review 990 Returns

Paul Hinkes asked about the 990 regarding Political Activities. Kirstien Renna explained that about 4 years ago the District asked the Foundation to participate in the Bond measure that they were going after in the community. This was a one-time activity that was allowed. The Foundation reached out to attorneys and auditing firms, and to support the district's bond measure, the Foundation had to have this election form. There were no expenses this year to this entity. Kirsten shared that she has reached out the tax accountant in the Auditors office (Eide Bailly) to see what has to be done to eliminate this election moving forward. At this time Kirstien has not heard back, but will follow up again

6.4 Pledge Endowment (Removed from Agenda)

6.5 Student Emergency Requests

Tom Minder showed three examples of the Student Emergency Fund applications submitted by students applying for these funds. He explained that he wanted the committee to see examples of applications which he felt could be guestioned. Catherine explained that some students may be taking vocational courses that are non-credit courses. Catherine shared that this fund exists with or without a pandemic and the fund is for students that are having problems staying in school. Catherine expressed that a student's circumstances do not have to be academically related, and that the fund is not public knowledge, and students are referred by their counselors or professors. Barbara Foster Monachino asked if the Foundation has an approval process after the student requests are sent. Catherine shared that the applications are signed off by the college before she receives them. Once received, Catherine looks over the applications to make sure applicants are current students but does not hold the responsibility to accept or deny the application. Kirstien Renna shared that each request is sent with the email string showing the paper trail and is

accompanied with at least 3 signatures.

6.6 Request to apply for PPP – 2nd Round

Kirstien Renna shared that the Foundation was approved for the first loan and received \$97,545, but does not know if the Foundation must repay the loan at this time. The second round is coming up, and the Foundation needs direction as to whether or not to apply for the funding again. The first round of PPP was spent on payroll salary expenses. The Foundation has applied for forgiveness but have not yet heard whether it would be granted. Committee approved taking this item to the board for approval to apply for the 2nd round of PPP.

6.6 Follow-up Items

6.6	Task	of
-----	------	----

6.6 Due by

Add "Request to apply for 2 nd round of PPP to	Eve Dehondt	May 26, 2021
next board agenda.		

6.7 Invoice from Momentous State of the College

Kirstien Renna shared the most recent invoice from Momentous, \$12,828, which is well below the budgeted amount of \$55,000. This is so far the only invoice the Foundation has received for State of the College and have not heard from the college regarding the invoice from CV Strategies, which still may come. Committee felt this new invoice was very honorable, and the check will be sent.

6.8 Dates for May and June Meetings

Kirstien Renna expressed that May 19 and June 23 are the dates proposed. Tom Minder suggested that committee not have a June meeting because committee members will be unavailable. Committee decided to wait until the May meeting to set the date for the next meeting. Kirsten to schedule Covington Capital for May 19 and will hold off on scheduling Merrill Lynch.

7.0 Action Items

7.1 Approve the Financial Statements for January 31, 2021.

Jim Williams moved to approve the Financial Statements for February 28, 2021. Paul Hinkes seconded.

Motion carried.

7.2 990 Returns - Approve moving to the board for final approval

Barbara Fromm moved to approve moving the 990 returns to the board for final approval. Barbara Foster Monachino seconded.

Motion carried.

8.0 Adjournment

The Committee Chair adjourned the meeting at 4:59 pm.

Next Meeting: May 19, 2021 at 3pm via ZOOM



Foundation Stepping Up for COD Committee Meeting Minutes for Tuesday, May 4, 2021 2:00PM

Meeting Recording:

https://cccconfer.zoom.us/rec/play/HDkSPRmgxUz8PtUECxbadVNW7iVy0N2A 1LFnP0yjiEEXJhrGVpOsStHPDy88g7V dKtMY hQS9zXiSX1.iHfN3Az9k8XPmjXi?autoplay=true&startTime=1620161689000

Meeting Participants

Voting Committee Members Present:

Christine Anderson (Co-Chair), Jane Saltonstall (Co-Chair), Barbara Foster Monachino, Joanne Mintz, Marlene O'Sullivan, Marge Dodge

Voting Committee Members Absent:

Rob Kincaid

Guests:

Catherine Abbott, Kirstien Renna, Matt Durkan, Bill Chunowitz

Recorder

Juli Maxwell

Meeting Minutes

1. Call to Order/Roll Call

The meeting was called to order at 2:02 PM.

2. Action Items

2.1 Approval of Agenda: Regular Foundation Stepping Up for COD Committee Meeting of May 4, 2021 Agenda: Pursuant to Government Code Section 54954.2(b)(2), the Committee may take action on items of business not appearing on the posted agenda, upon a determination by a two-thirds vote of the members of the legislative body present at the meeting, or, if less than two-thirds of the members are present, a unanimous vote of those members present, that there is a need to take immediate action and that the need for action came to the attention of the local agency subsequent to the agenda being posted as specified in subdivision (a).

2.2 Confirmation of Agenda: Approval of Agenda for the Regular Stepping Up for COD Committee Meeting of May 4, 2021 with any addition, correction or deletions.

Jane Saltonstall moved to approve the agenda. Marlene O'Sullivan seconded. Motion carried.

2.2 Follow-up Items

2.2 Task of

2.2 Due by

None

None

None

3. Minutes

3.1 Approval of regular Foundation Stepping Up for COD Committee Meeting Minutes – April 6, 2020.

Barbara Foster Monochino moved to approve, and Joanne Mintz seconded. The minutes were approved.

3.1 Follow-up Items

3.1 Task of

3.1 Due by

None

None

None

4. Comments from the Public

4.1 Comments From The Public: Comments from the Public: In accordance with Executive Order N-25-20 and guidance from the California Department of Public Health on gatherings, remote public participation is allowed and will be accepted by email until May 3, 2021 at 5PM to codfoundation@collegeofthedesert.edu and read into the record during public comment.

There were no comments from the public received.

5. Discussion Items

5.1 Stepping Up for COD Budget Review - Kristien Renna

Chris Anderson suggested to change the name of this agenda item to "Campaign Goal Review." Kirstien Renna presented the budget to the committee.

Page 93 of 96

5.1 Follow-up Items

5.1 Task of

5.1 Due by

5.2 Marketing Display Update – Catherine Abbott

Catherine Abbott shared that the Foundation is still in negotiations with Town's End Fabrication as to how to deal with this structure that was not delivered on time. Catherine shared the invoice with the committee as requested during the April meeting. In addition to the \$7,100 down payment the Foundation submitted, the fabrication company would like an additional \$3,422.48 to cover their expenses. Catherine shared that she is not willing to pay this since the product was never delivered according to the agreement. Negotiations continue. Joanne suggested that this may be a very expensive lesson, when purchasing something over a certain amount, there should be a written contract with due dates. Barbara stated that the Foundation has paid them \$7100.00 to date, and they have expended time and materials, and this will probably not be reimbursed, and suggest the Foundation may want to just settle for this loss.

5.2 Follow-up Items	5.2 Task of	5.2 Due by

5.3 Additional Fundraising Event – Catherine Abbott

5.3.1 Kinnamon retirement party

Catherine Abbot stated that Pam Hunter and herself, have had a couple of meetings with Joel Kinnnamon regarding the party. As of today, Catherine has not had any further conversations with Joel to confirm any of the details. The date has not been finalized but will most likely take place in June. Event will include an MC welcoming everybody, tributes to Joel, then attendees will go into Zoom chat rooms with different topics, and Joel can join these Zoom Rooms to spend quality time with the attendees. Content is ready to go and now waiting on Joel to confirm details.

5.3 Follow-up Items	5.3 Task of	5.3 Due by

5.4 2021 Sponsorship Follow-Up Support – Christine Anderson /Matthew Durkan

Chris Anderson shared with the committee that Matthew Durkan has found a spreadsheet from last year, that is an in-house master list for that was used for Stepping Out in 2019 that is basically a mailing list for sponsors of the event. Total mailing from the office was 382 people, and 161 of those packets were personalized and sent out. The Stepping Out committee from 2020 were the people that personalized these. This spreadsheet lists the persons that contacted each of these sponsors. Chris asked the committee if they felt it would be helpful to use this data to contact people via phone or email and ask for donations to the campaign or is it too late to do this. Joanne Mintz agreed that this would be useful to do phone calls, since it is very late in the campaign, with a script outline detailing what is being asked of them. Jane Saltonstall added

that the timing for asking for money, is very bad with taxes being due later this year. Marlene O'Sullivan suggested that people can make a pledge or a "promise-to-pay" and pay the money later in the year. Matthew Durkan remarked that some of these people on the list have been called by him recently, and some have already donated. If people make a pledge to pay later, the monies are included in the current fiscal year. Group is willing to look at the list, and Chris suggested that the committee each choose 10 people to call, then she will reach out to other board members to ask them to make calls also. By Friday, Matthew will share the list with the committee and Chris and Matthew would like responses from the committee members as to whom they are willing to call. Matthew will do an outline of a script of what to say on these calls.

5.4 Follow-up Items

5.4	Task	of
-----	-------------	----

5.4 Due by

Send list of potential donors to committee members	Matthew Durkan	May 7, 2021
Put together a script of how a solicitation call should go and share with committee.	Matthew Durkan	May 7, 2021

5.5 November 5th Event Update – Catherine Abbott

Catherine shared that now that we have more confidence that Stepping Out will be live in 2022 as the McCallum is currently booking for 2022, Catherine feels that the Foundation does not need to do the November 5th televised event, and committee should focus on Stepping Out for 2022. Jane Saltonstall asked if there are any events that could take place prior to the Stepping Out event, as there are a few exciting events that are on the table. Catherine stated that both events, the architecture event and CV Repertory event are President's Circle events and can take place. Campus tours will probably be coming back also. Chris asked for ideas as to whom to book for the next Stepping Out for COD event. Marlene O'Sullivan shared that her son-in-law is in the music industry and may have names of artists that would be a good fit. Marlene will speak with him this weekend. Jane suggested we work with Debbie Green to help with the headliner and the event, as Debbie is the person that got Matthew Morrison for the 2019 event. Committee felt that the event needs to come back with a big splash, meaning a well-known headliner. Kirstien Renna shared that she has a connection with The Righteous Brothers and may be able to acquire them for the event. Patty Labelle was paid \$100,000 not including incidentals. Ticket sales for Patty Labelle were very good, although the performance was marginal. Sponsorship packets need to go out in the fall for the event. Chris asked committee to think of ideas/names that may be exciting as a headliner for Catherine to pitch to the McCallum and possibly Debbie Green. Thursday, March 31, 2022, is the date of the event.

5.5 Follow-up Items

5.5	Task	of
-----	------	----

	Dua	h.
3.3	Due	DV

Committee to provide names of possible	Committee	June 8, 2021
headliner for Stepping Out for COD 2022		

5.6 Stepping Out 2022 Planning – Catherine Abbott (Discussed in 5.5)

5.6 Follow-up Items	5.6 Task of	5.6 Due by

6. Future Agenda Items

7. Adjournment

The Committee Chair adjourned the meeting at 3:06 PM.

Next Meetings: Tuesday, June 8, 2021, at 2:00 pm