



COD Foundation Board of Directors Annual Meeting

April 24, 2024 – 2:45 PM

**Desert Willow Golf Resort
Palm Desert CA**

OR

ZOOM (Special Circumstance, Guest, Public Only):

<https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqySJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098>

Meeting ID: 467 251 6547

Passcode: 162621

Dial: +1-669-444-9171 (US Toll)

Public Participation and Public Comment:

In person and remote public participation is allowed and will be accepted in person, by email to codfoundation@collegeofthedesert.edu and submitted for the record during public comment or by using the raise your hand function by joining the Zoom link:

[https://collegeofthedesert-](https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqySJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098)

[edu.zoom.us/j/4672516547?pwd=0Fpr4LqySJ0tTo3B3CefhCEOgXBU8t.1&omn=817733160](https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqySJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098)

[98](https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqySJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098). There is a time limit of three (3) minutes per person. All comments must be submitted

or brought forward prior to the end of the public comments section.

Accommodations for Persons with Disabilities: Persons with disabilities may make a written request for a disability-related modification or accommodation, including auxiliary aids or services, in order to participate in the meeting. All requests should be directed to the COD Foundation office in advance via email to codfoundation@collegeofthedesert.edu.

Agenda



**Wednesday, April 24, 2024
Foundation Board of Directors Annual Meeting**

2:45-5:00pm

Location: Desert Willow Golf Resort

Zoom link: [https://collegeofthedesert-edu.zoom.us/j/4672516547?](https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqvSJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098)

pwd=0Fpr4LqvSJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098. Meeting ID: 467 251 6547.

Passcode: 162621

(Public Comment Only)

-

COLLEGE OF THE DESERT FOUNDATION MISSION: College of the Desert Foundation acts as advocates for the College and secures 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.

-

Persons with disabilities may make a written request for a disability-related modification or accommodation, including for auxiliary aids or services, in order to participate in the Board meeting. Requests should be directed to the Office of the College of the Desert Foundation ("Foundation") as soon in advance of the Board meeting.

1. CALL TO ORDER/ROLL CALL

1.1 Call to order

1.2 Roll Call

2. AGENDA

2.1 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 Foundation Annual Board of Directors Meeting of April 24, 2024 with any additions, corrections, or deletions.

3. MINUTES

3.1 Approval of the March 27, 2024 Foundation Board of Directors Regular Meeting Minutes

4. PUBLIC COMMENTS

4.1 Public Participation and Public Comment: In person and remote public participation is allowed and will be accepted in person, by email to codfoundation@collegeofthedesert.edu and submitted for the record during public comment or by using the raise your hand function by joining the Zoom link <https://collegeofthedesert-edu.zoom.us/j/4672516547?pwd=0Fpr4LqvSJ0tTo3B3CefhCEOgXBU8t.1&omn=81773316098> Meeting ID: 467 251 6547 Passcode: 162621. There is a time limit of three (3) minutes per person. All comments must be submitted or

brought forward prior to the end of the public comments section. Accommodations for Persons with Disabilities: Persons with disabilities may make a written request for a disability-related modification or accommodation, including auxiliary aids or services, in order to participate in the Board meeting. All requests should be directed to the Foundation Office in advance via email to codfoundation@collegeofthedesert.edu.

5. MISSION MOMENT

5.1 Roadrunner Essentials - Jocelyn Vargas, Manager Basic Needs Center, and Val Martinez Garcia, VP Instruction

6. REPORT ITEMS

6.1 Board of Trustee Liaison Report - Ruben Perez

6.2 Vice President Administrative Services Report - Rod Garcia

6.3 Interim Superintendent/President Report - Laura Hope

6.4 Board Chair Report - Diane Rubin

6.5 Executive Director Report - Catherine Abbott

6.6 Directors' Reports (Reports may be submitted by emailing the Foundation at codfoundation@collegeofthedesert.edu)

7. ACTION ITEMS

7.1 Election of New Officers for 2024-25

7.2 Review and Approval of February Financial Statement

7.3 Review and Approval of Gift Sustainability Fee

7.4 Review and Approval of 990 Returns

8. DISCUSSION ITEMS

8.1 Stepping Out Report Co-Chairs

8.2 Foundation Spotlight Revenue Presentation

8.3 Upcoming Events

9. ADJOURNMENT

9.1 Next Meeting: Board of Directors Regular Meeting on Wednesday, May 22, 2024 at 3:00 PM at Multi-Purpose Room, Cravens Student Services Center

9.2 Adjournment



COLLEGE
of the **DESERT**
FOUNDATION

Minutes for Approval

Foundation Board of Directors Regular Meeting (Wednesday, March 27, 2024)

Generated by Dotty Durney on Thursday, April 11, 2024

1. CALL TO ORDER/ROLL CALL

1.1 Call to order

- Meeting was called to order at 3:03pm.

1.2 Roll Call

- Voting members present: Norma Castaneda, Bill Chunowitz, Marge Dodge, Barbara Foster Monachino, Carol Fragen, Barbara Fromm, Ramraghi Fuller, Ed Gubman, Paul Hinkes, Joan Lamb, Jaishri Mehta, Tom Minder, Rob moon, Diane Rubin, Shari Stewart, Jenell VanDenBos, Jake Wuest
- Non-Voting members present: Laura Hope, Rod Garcia, Catherine Abbott
- Guests: Jane Saltonstall (via Zoom), Dale Landon (via Zoom), Matthew Wilson, DPT - COD Physical Therapy
- Staff: Kirstien Renna, Eddie Hernandez, Elena Moiseeva, Mike Hofacre, Amanda McCarthy, Gailya Brown
- Recorder: Dotty Durney

2. AGENDA

2.1 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 Foundation Regular Board of Directors Meeting of March 27, 2024 with any additions, corrections, or deletions.

- Item 8.3 Litigation Update was added. Barbara Fromm moved to make the addition, and Tom Minder seconded the motion. The motion was approved unanimously.

3. MINUTES

3.1 Approval of the February 21, 2024 Foundation Board of Directors Regular Meeting Minutes

- Marge Dodge asked to correct the minutes to show that comments attributed to Ruben Perez had actually been made by Rod Garcia. Jake Wuest made a motion to make the correction and it was seconded by Norma Castaneda. The motion carried unanimously.

4. PUBLIC COMMENTS

4.1 Public Participation and Public Comment: In person and remote public participation is allowed and will be accepted in person, by email to codfoundation@collegeofthedesert.edu and submitted for the record during public comment or by using the raise your hand function by joining the Zoom link <https://collegeofthedesert-edu.zoom.us/j/89409827239?pwd=XaDgwHtXfIDBf5OrQ9Frr3WHA58wGZ.1>; Meeting ID: 894 0982 7239; Passcode: 361267. There is a time limit of three

(3) minutes per person. All comments must be submitted or brought forward prior to the end of the public comments section. Accommodations for Persons with Disabilities: Persons with disabilities may make a written request for a disability-related modification or accommodation, including auxiliary aids or services, in order to participate in the Board meeting. All requests should be directed to the Foundation Office in advance via email to codfoundation@collegeofthedesert.edu.

- There were no comments from the public.

5. MISSION MOMENT

5.1 Physical Therapy Department - Matthew Wilson

- Matthew Wilson gave an overview of physical therapy and introduced some of the students who will be the first to graduate from COD's Physical Therapy Assistant program this spring.

6. REPORT ITEMS

6.1 Board of Trustee Liaison Report - Ruben Perez

- Trustee Perez was not in attendance.

6.2 Vice President Administrative Services - Rod Garcia

- Earlier this month the College finalized the New Market Tax Credit that netted the District approximately \$13 million. Those funds will be used for projects on the Indio campus and will free up funds to be used on other projects.
- Continuing to speak with Jordan Schnitzer regarding the proposed art museum to be built at the corner of Fred Waring and San Pablo. The lot is just shy of 20 acres, and it has not yet been determined how much of that will be used for the museum; the current estimate is that it would be approximately five acres. Schnitzer will cover the total cost of the project, expected to be in the neighborhood of \$30M. In addition to exhibiting his art collection, the structure will include space for classrooms and offices and areas for artists in residence. He will also cover all maintenance costs. Our faculty will have a say in the instructional spaces and the College will ensure everything meets DSA requirements, but Schnitzer will be overseeing all other design aspects. He expects to break ground in October this year. This will be phase one of the project, with phase two being the actual construction.

6.3 Interim Superintendent/President Report - Laura Hope

- The College has hired its first in-house General Counsel, Jacob Knapp. He has many years working in public agencies and will be supporting the College and the Foundation.
- The next innovation she's working on for the College will be an incentive structure for students to encourage behaviors that we know are hallmarks of successful students, such as completing a comprehensive educational plan. They have mapped out six behaviors that are critical to student success, and they'll put out a student survey in April to see

what kind of incentives are most meaningful to them. Rewards would be possibly items such as a T-shirt, discounts, a voucher, or some type of recognition. She expects to launch this program in the fall.

- The College is prototyping a dual-enrollment project with three local school districts: Palm Springs, Desert Sands, and Coachella Valley. The College's commitment with them is to have a team-teaching arrangement at least one site in each of those high school districts. The plan is to have a college instructor team up with a high school instructor in English, history or psychology. The students in these courses will earn simultaneous credit for high school and college. The teams are being built currently and will include about 50 individual courses. They will target students who may not see themselves as "college material."
- The \$5 book rental program has approximately 150 students participating, and she expects to expand the program in the fall.

6.4 Board Chair Report - Diane Rubin

- State of the College was a great success. She thanked Toyota of the Desert for hosting, and the community and Foundation Board members for their support.
- Thanked Board members for their support of Stepping Out - over 80% of the Board has supported the event. Kudos to Norma and Jenell for the hard work - it's paying off with new donors coming in and old donors returning after years of non-participation.
- Discussed new committee assignments for next year. She passed around a new org chart of committee chairs and members.
- Recognized Marge Dodge for receiving the Senior Inspiration Award. Marge's award comes with a \$1,000 grant, which will be going to the Foundation.

6.5 Executive Director Report - Catherine Abbott

- Thanked MAAS for their participation and presentation at State of the College. She thanked all the sponsors and gave kudos to Eddie for all his hard work to sign up so many new sponsors. She acknowledged the work and support of the College's Public Information Office, our marketing partner, Competitive Advantage, and the Foundation staff.
- Stepping Out is just one week away. Clay was on Big 106 radio today and said that he's using this event to kick off his new tour.
- Jordan Schnitzer has committed \$150K over the next three years for our Stepping Out events (\$50K each year).
- Bob and Connie Lurie have committed \$150K over the next three years for the Roadrunner Essentials (transportation, books, COD Pantries, student emergency funds). Jordan Schnitzer has also pledged \$75K over the next three years for Roadrunner Essentials.
- The Berger Foundation awarded us a \$7500 grant to support the textbook rental program, and of course, Friends of the COD Library is also a major contributor to this program as well.
- Gailya Brown is working on a grant from the Coeta Barker Foundation for \$125K per year for the next three years to support Roadrunner Essentials.
- Passed out recent issue of Desert Magazine that includes an article, "Dream Makers," that focuses on the leadership and generosity of this organization.

6.6 Directors' Reports (Reports may be submitted by emailing the Foundation at codfoundation@collegeofthedesert.edu)

6.6.1 Rob Moon, Director of Resource Development and Stewardship

- The second member appreciation event went very well. Gave kudos to President Hope and expressed gratitude for the hard work of the Foundation staff, especially Eddie and Elena.
- The first event next year will be a screening of "Invisible Valley" in the fall.
- At the next Stewardship committee meeting they will discuss new collateral materials for President's Circle.
- This year we focused on growing membership and visibility of the President's Circle, next year we'll continue that focus with new benefits and a renewed spirit. We'll also add a new Business Circle option for local business membership.
- A kick-off meeting for the new format of the President's Circle is scheduled for May 1 at Rob's house. He has lined up Tom and Bill to host events next year and hopes to have three of these events each year.
- Elena Moiseeva reported that six new members joined the President's Circle just in the last two weeks. At this time last year, PC was at \$93K and this year we're at \$143K.

6.6.2. Marge Dodge, Director of Recognition and Outreach

- Spring into Summer luncheon will be 11:30am April 18 at Desert Horizons and she reminded everyone to buy their tickets soon. Two professors from COD's Architecture program will give a presentation on the Tiny House program.
- Foundation's new board member orientation will be held on April 24 at 1:00pm ahead of the full board meeting at Desert Willow Golf Resort. A reception will follow the Board meeting and will be open to all Board members past and present, and President's Circle members.

6.6.3 Jane Saltonstall, Director of Programs/Campus Connections

- Explained to all that Campus Grants is an allotted sum of money that the Foundation uses to support some of the smaller projects on campus that aren't funded through other means. Recipients are required to submit a request explaining their need and how the funds are to be used. Grants are distributed at least twice a year. This time we awarded grants to six separate projects for a total of \$15,000. Many of these grants funded materials and equipment, as well as meal cards for students.
- Officers selected for next year will be voted on at the Annual meeting in April. The selections are as follows: Chair - Diane Rubin; Chair-Elect - Tom Minder; Secretary - Barbara Foster Monachino; Treasurer - Paul Hinkes; Parliamentarian - Barbara Fromm.

6.6.4 Barbara Foster Monachino, Director of Operations and Nominating Committee

- Nothing to report.

6.6.5 Jake Wuest, Treasurer

Jake's report will be covered under Action Item 7.1 "Review and Approval of Financial reports for Periods Ending December 31, 20-23 and January 31, 2024" and 7.2 "Review and Approval of Proposed Check Signing Policy."

6.6.6 Chris Anderson/Bill Chunowitz, Past Chairs

- Nothing to report.

6.6.7 Barbara Fromm, Secretary

- Nothing to report.

7. ACTION ITEMS

7.1 Review and Approval of Financial Reports for Periods Ending December 31, 2023, and January 31, 2024

- Kirstien Renna reviewed financial reports. Total assets as of January 31, 2024, was \$58,275,903.
- Total unrestricted assets as of January 31, 2024, was \$3,332, 948.
- Total revenue as of January 31, 2024, was \$5,910,168 vs. total expenses of \$2,209,061.
- Total unrestricted revenue as of January 31, 2024, was 1,284,072 vs expenses of \$1,367,042.
- As of as of January 31, 2024, a total of \$638,116 has been given in scholarship support to students, and \$129,764 has been given in program support, for a combined total of \$767,880.
- Kirstien explained that our numbers are down a bit compared to last year mostly due to timing of fundraising events.
- Jake moved to approve the financial reports as presented, and Tom seconded. A rollcall vote was taken, and the motion was approved unanimously.

7.2 Review and Approval of Proposed Check Signing Policy

- The new policy requires two signatures on checks in the amount of \$5,000 or greater. This is up from the current threshold of \$1,000. This updated policy will make it easier for the Foundation staff to make payments, especially during the summer when it's often hard to find two signers. The new policy also adds the Chair-Elect as a possible signer, again, making it easier for the staff to find signers.
- Joan Lamb moved to approve the new policy, and Ed Gubman seconded. A rollcall vote was taken, and the motion was approved unanimously.

7.3 Finance Committee Update

- An ad hoc Finance committee (Joan Lamb, Dale Landon, Tom Minder) conducted interviews with the Foundation's three investment managers regarding investment strategy. Their findings were brought back to the Finance Committee, and it was agreed that a follow-up ad hoc committee (Joan, Dale, and Ed) would look into revising our investment and asset allocation policies going forward, and whether should we do an RFP and possibly change managers. The last RFP we did was in 2017. These findings will be brought to the Finance Committee meeting in April, then to the full board at the April 24 meeting.
- Diane reminded the Board that these committee meetings are open to guests, so if anyone would like to attend, please feel free to join and ask questions.

8. DISCUSSION ITEMS

8.1 Great Alumni Hunt Presentation - Amanda McCarthy

- Amanda gave an in-depth presentation covering the statistical findings from the Great Alumni Hunt.

8.2 Events Update - Norma Castaneda, Jenell VanDenBos, and Eddie Hernandez

- Norma gave an overview of the run of show for the night of the event. Sponsors invited to the pre-event party will be escorted by COD students. The party will be held in the Sunset Suite 6:30-8:00pm.
- Clay Walker was on Big 106 radio show this morning. This event is the kickoff of his new tour and he'll be at Grand Ol' Opry on Fri April 5.
- The committee approached inactive donors and were quite successful in encouraging them to return as donors.
- We've raised \$602K to date and our goal is \$650K.
- Jenell commented on the cultivation of smaller donors and the need to build relationships with them so they can understand how important COD is to the community and overall growth of the Coachella Valley.
- Eddie reported that, thanks to a gracious donor, we have been able to offer complimentary tickets to 80 COD alumni. We've sold 863 tickets for a total of \$602K, leaving us just \$48K to our goal.

8.3 Litigation Update - Tom Minder

- Tom gave an overview of the litigation, explaining that a couple years ago, a couple left their entire \$3.5M estate to the Foundation as the sole beneficiary. Subsequently, the wife's sister filed a suit claiming that she was entitled to the estate citing that undue influence had been put on her sister by her sister's husband. There seems to be very little evidence supporting her claim, so our attorneys are going to file a motion for judgement, which the court should hear in June. In the interim, we have been ordered to mediation again even though we've already done this on a voluntary basis at which time we offered to settle for \$50K. We will know more in April after the offer expires. If we win the case, it is possible that she will be responsible for our attorney and court fees, which are currently at approximately \$85,000-90,000.

9. ADJOURNMENT

9.1 Next Meeting: Annual Board of Directors Meeting on Wednesday, April 24, 2024, at 3:00 PM at Desert Willow

- Diane also reminded the Board that on May 5 the Legacy Leaders committee will be hosting a brunch at the McCallum Theater at the Guys and Dolls performance. All Board members are invited.

9.2 Adjournment

- The meeting was adjourned at 4:56pm



COLLEGE
of the **DESERT**
FOUNDATION

Mission Moment

Directors' Reports

Advancement and Stewardship/President Circle Chair Report

April 24, 2024, COD Foundation Board of Directors Meeting

Special Event for Screening of “Invisible Valley” film produced by Mary Pohlad

Tom Minder, Jane Saltonstall, Rob Moon, Diane Rubin, Catherine Abbott, and Elena Moiseeva met with Mary Pohlad at her home on April 8 at 1:00pm to work on plans for the President Circle event in November, the screening of her film “Invisible Valley” at the Palm Springs Cultural Center (aka Camelot Theater). The tentative date for the event is first week of December 2024. This summer we will work with staff to develop initial plans for the scope and format of this event.

Advancement and Stewardship/President Circle Meetings

Work is progressing on the restructuring of the President Circle vis a vis the Advancement and Stewardship Committee. There is some delay in moving forward with the marketing materials for the President Circle information and benefits, however we anticipate those being developed over the summer in time to be approved as soon as we begin meeting next Fall. The new benefits will be in place for the 2024-2025 season.

We decided to delay the first of the new format President Circle meeting until the first meeting of the new season. Date TBD. This will allow us to finalize and formalize our planned meeting procedures and practices and get our President Circle member marketing material ready to present to our PC Committee attendees at that first meeting.

President Circle Membership Numbers Status

Membership renewals in President Circle continue to grow. As of April 18 our renewals were at \$148,773 vs last year’s \$105,517 in unrestricted funds.

Respectfully submitted,

Robert Moon

Chair, Advancement and Stewardship and President Circle

April 18, 2024

Academic Angels Report
March 27, 2024
Submitted by Marge Dodge

ACADEMIC ANGELS

- Academic Angels Spring into Summer lunch was held on April 18 at Desert Horizons Country Club. Speakers were Laura Hope discussing the Jordan Schnitzer Art Museum and Bert Bitanga and Marina Acosta from the Architecture Department to discuss the Tiny House project. 47 attendees also had the opportunity to view the Tiny House in the parking lot of Desert Horizons Clubhouse.
- Committee members and staff are working on a publicity plan to encourage students to apply for the three funded Learning to Lead positions. Tuition to Leadership Coachella Valley has increased to \$1,500 for the 10-month program. \$1,000 scholarship is provided upon completion of the program.
- Events for the 2024-2025 season will include a Welcome Back Tea in the fall, two mixers and the Spring into Summer lunch in spring of 2025.
- Watch for the April issue of The Roundup Newsletter.



COLLEGE
of the **DESERT**
FOUNDATION

Election of New Officers 2024-2025



Election of Officers for 2024-2025

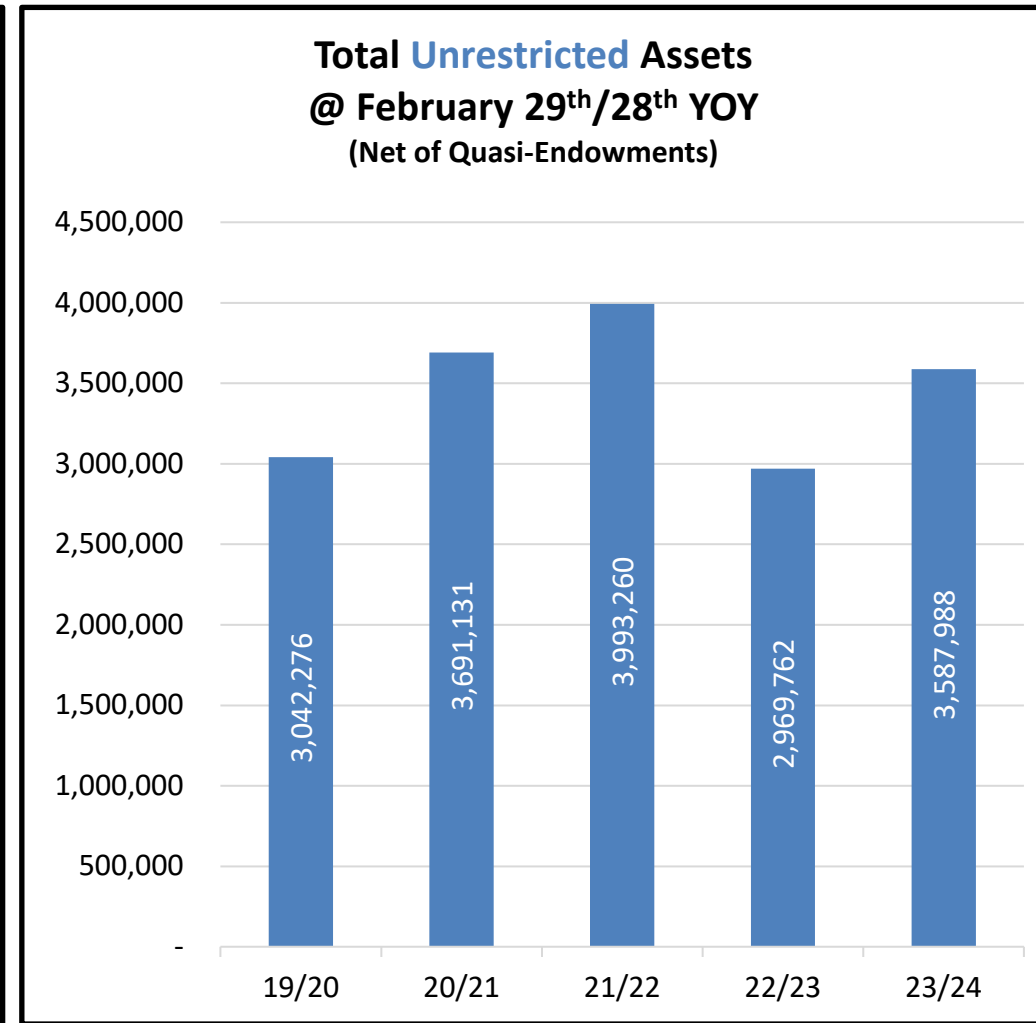
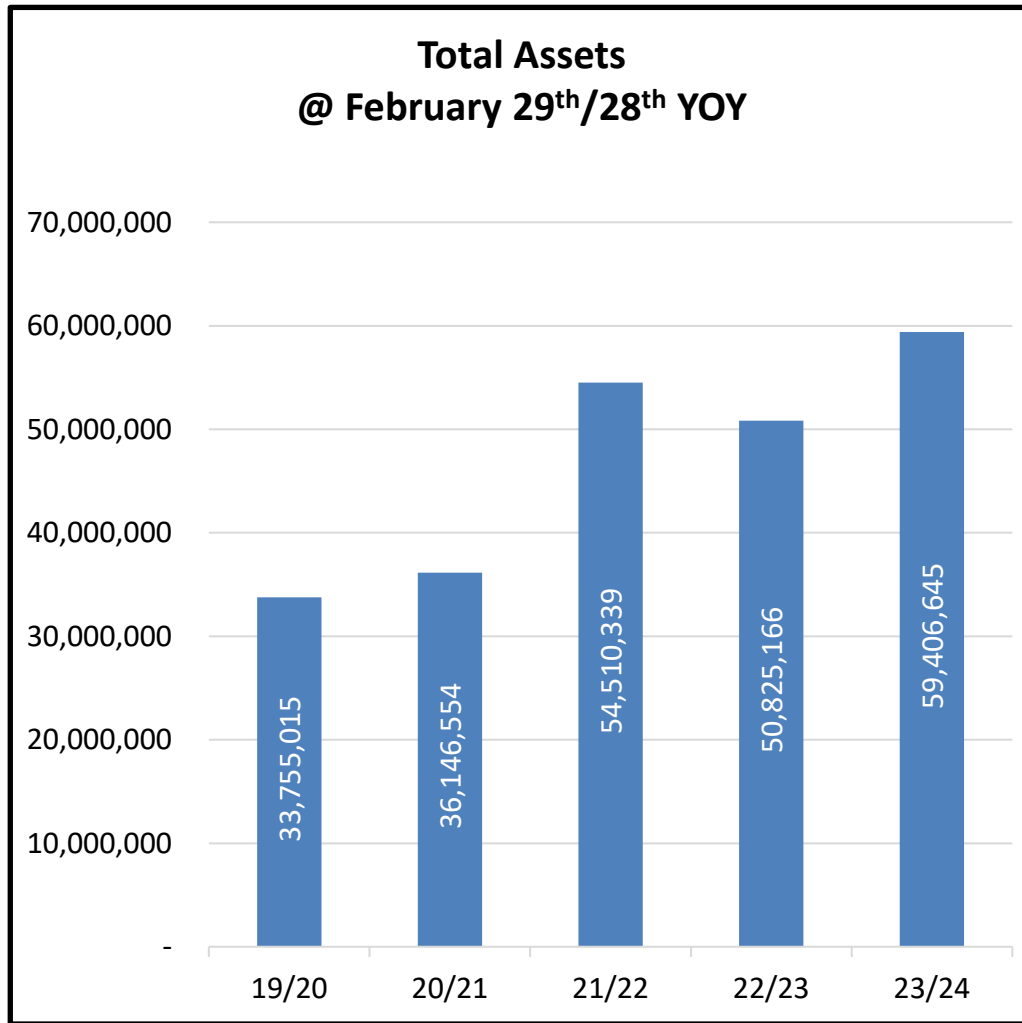
Chair:	Diane Rubin
Chair-Elect:	Tom Minder
Treasurer:	Paul Hinkes
Secretary:	Barbara Foster Monachino
Parliamentarian:	Barbara Fromm



COLLEGE
of the **DESERT**
FOUNDATION

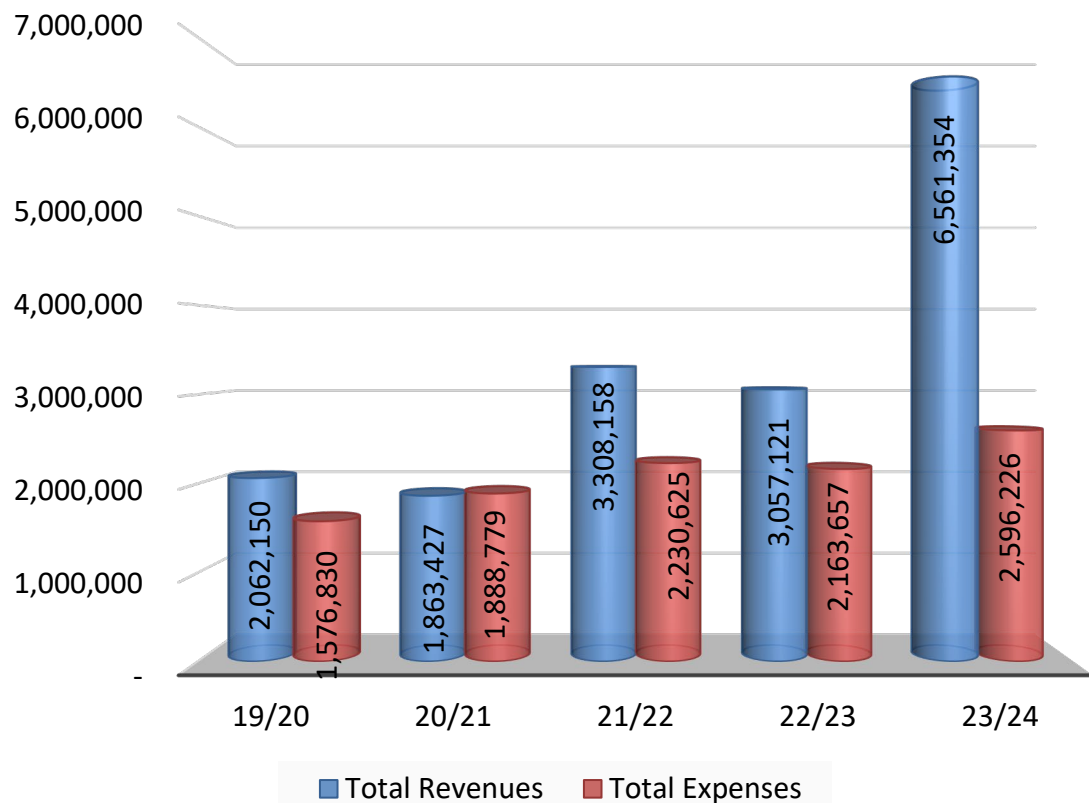
Financial Statements for Period Ending February 29, 2024

KEY PERFORMANCE INDICATORS

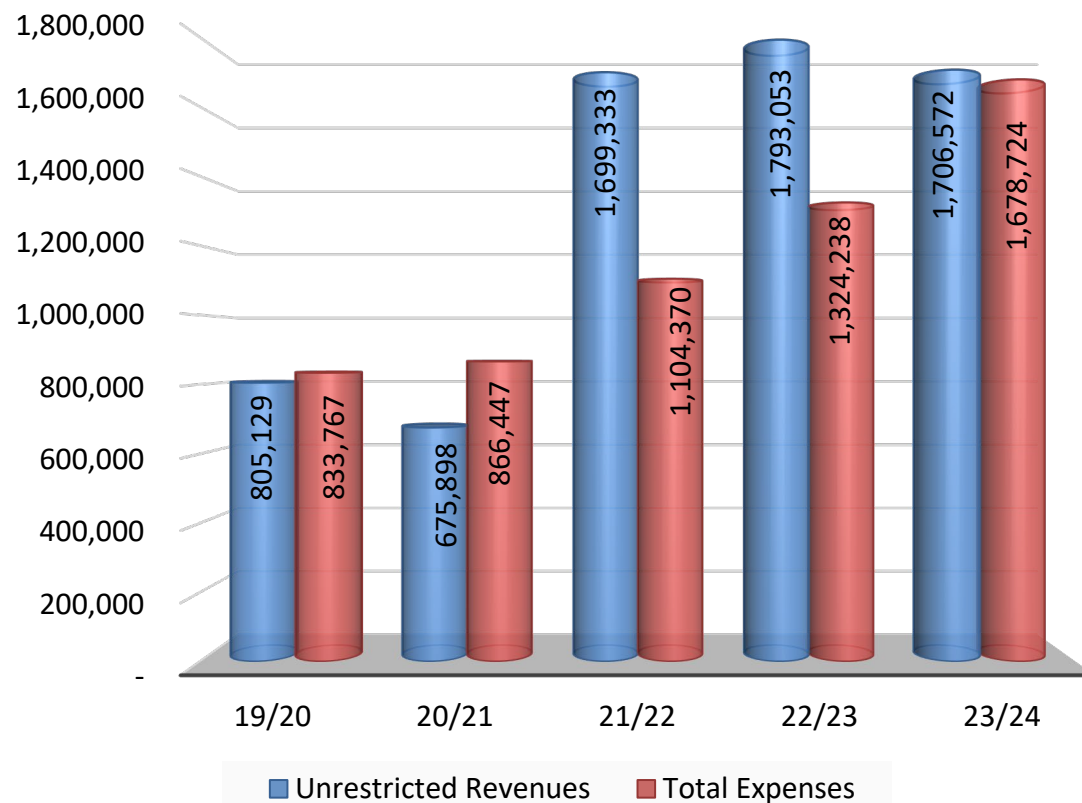


KEY PERFORMANCE INDICATORS

**Total Revenue vs. Expenses Comparison
@ February 29th/28th YOY**
(Not Incl. Outlier \$18.6M QE Gifts in FY 20/21)



Total **Unrestricted Revenue vs. Expenses
Comparison @ February 29th/28th YOY**
(Not Incl. Outlier \$18.6M QE Gifts in FY 20/21)



TOTAL FUNDRAISING REVENUE HIGHLIGHTS

February 29, 2024 Fundraising Revenues \$468,108 & YTD \$5,030,904

Revenue Highlights as of February 29, 2024

Notable Donations – Current Period

- \$ 75,000 Gifts in support of Stepping Out
- \$150,000 Three Year Pledge in Support of Innovative Programs
- \$106,316 Estate Gift from the Harmon Family Trust - Unrestricted
- \$ 20,000 Gifts in support of State of the College
- \$ 10,000 In support of the Roadrunner Student Experience Fund

Subsequent Notable Donations - Through April 9, 2024

- \$ 65,000 Gifts in support of Stepping Out
- \$ 25,000 New endowed scholarship supporting Working Parents plus additional \$10,000 for current use
- \$ 20,000 In support of purchasing iPads for Nursing Students
- \$ 25,000 The Dumont Foundation in support of scholarships
- \$ 25,000 Amazon in support of State of the College
- \$ 12,000 In support of the Roadrunner Student Experience Fund

Special Event Revenue through 2/29/24

Great Alumni Hunt	\$ 86,141
State of the College	\$ 54,420
Stepping Out for COD	\$ 239,698
Academic Angels	\$ 3,000

Membership Revenue through 2/29/24

Presidents Circle	\$ 138,795
Academic Angels	\$ 7,100

As of April 9, 2024, Total Fundraising Revenues \$5,330,443 (\$3,500,00.00 Endowed Gift from the Estate of Peggy Cravens)

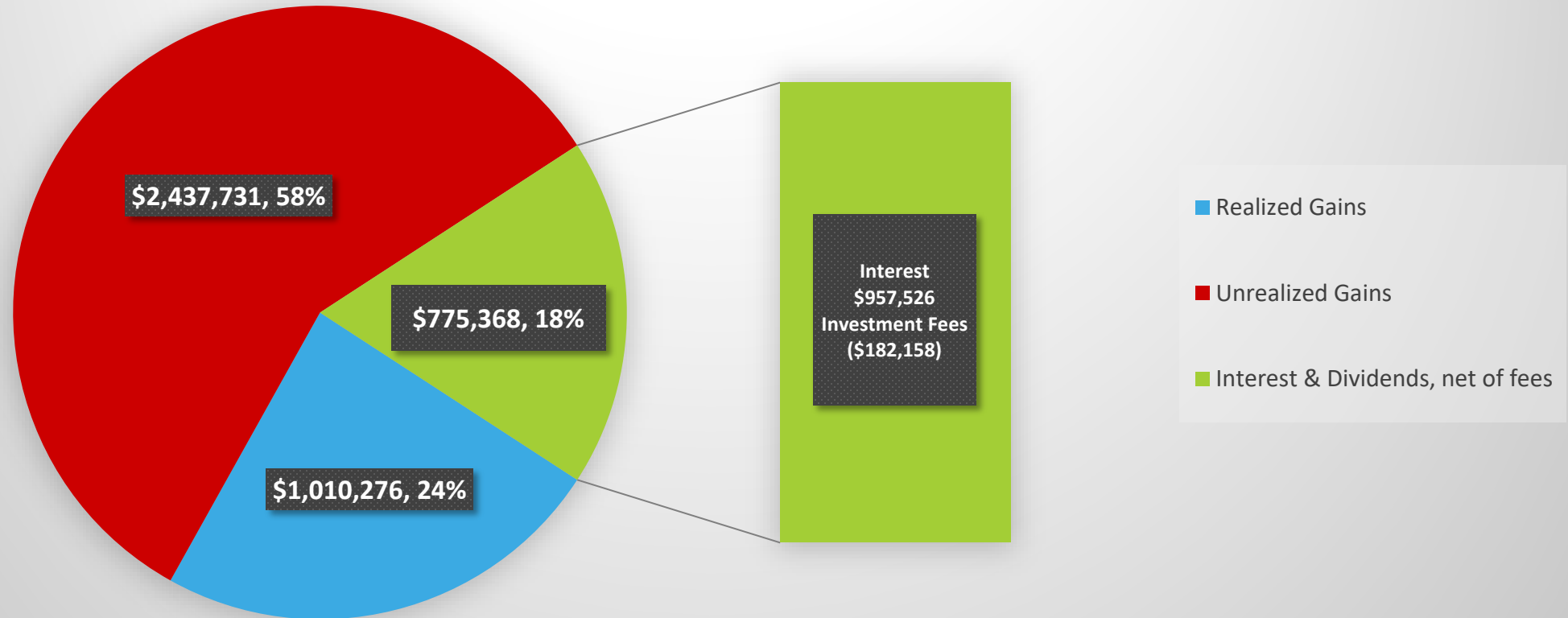
TOTAL UR REVENUE/EXPENDITURE BUDGET VS. ACTUALS

• Annual Giving			
• Budgeted:	\$ 30,000		
• Actual:	\$ 17,185	57.3%	
• Leadership Giving			
• Budgeted:	\$170,000		
• Actual:	\$132,528	78.0%	
• Business Engagement Giving			
• Budgeted:	\$ 23,000		
• Actual:	\$ 2,500	10.9%	
• Major Gifts			
• Budgeted:	\$ 50,000		
• Actual:	\$ 0.00	0.00%	
• Planned Giving			
• Budgeted:	\$400,000		
• Actual:	\$157,536	39.4%	
• Special Event Giving *See Breakdown below.			
• Budgeted:	\$835,000		
• Actual:	\$365,759	43.8%	
• Total FY 2023/24 UR Fundraising Budget	\$1,508,000		
• Actual UR FR Revenue Realized	\$ 675,508	44.8%	
• Investment/Other Revenues			
• Budgeted:	\$1,495,000		
• Actual:	\$1,031,064	69.0%	
• Total Budgeted Revenues	\$3,003,000		
• Actual Total UR Revenues Realized	\$1,706,572	56.8%	

• Fundraising Expenditures			
• Budgeted:	\$ 409,223		
• Actual:	\$ 232,626	56.8%	
• General Operating Expenditures			
• Budgeted:	\$2,194,777		
• Actual:	\$1,349,327	61.5%	
• Investment Expenses			
• Budgeted:	\$ 156,000		
• Actual:	\$ 87,409	56.0%	
• College Support Expenditures			
• Budgeted:	\$ 233,000		
• Actual:	\$ 9,364	4.0%	
• Board Reserve			
• Budgeted:	\$ 10,000		
• Actual:	\$ -	0.0%	
• Total FY 2023/24 UR Expenditure Budget	\$3,003,000		
• Actual Unrestricted Expenditures Realized	\$1, 678,726	55.9%	

INVESTMENT ACTIVITIES

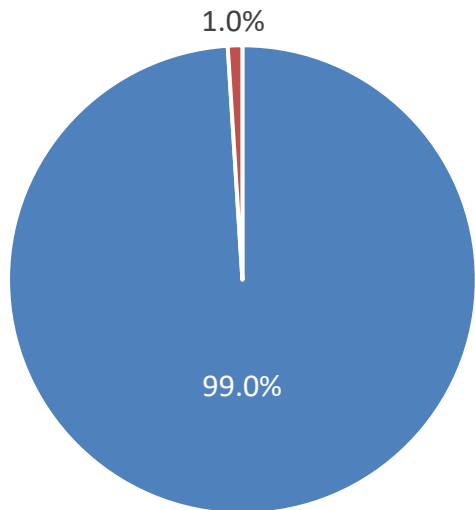
Total Other Investment Activity Income for the period ended February 29, 2024 is \$1,125,211 including Interest of \$108,075 and \$4,223,375 YTD including Interest of \$957,526



INVESTMENT ASSET ALLOCATION AS OF FEBRUARY 29, 2024

First Republic Wealth

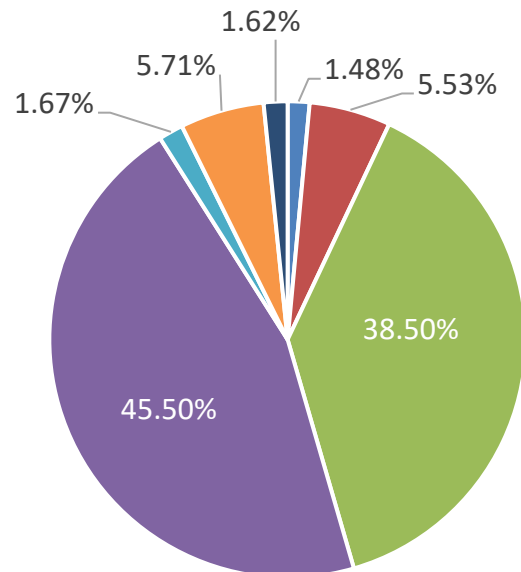
UR/TR Funds \$ 6,697,733.66



- Fixed Income
- Cash, Money Funds and Bank Deposit

Cerity Partners

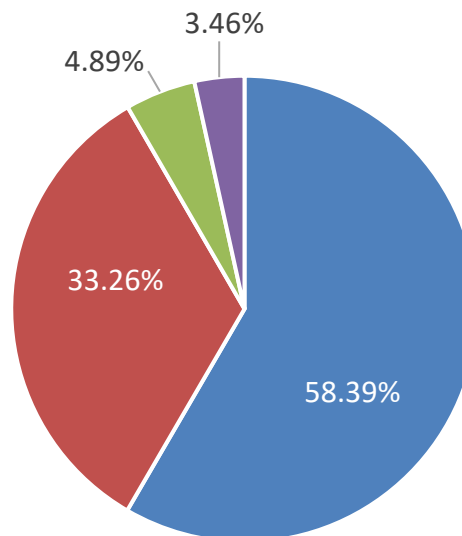
Endowed Funds \$25,594,652.45



- Cash and Bank Sweep
- Money Market Funds (Non-Sweep)
- Fixed Income
- Equities
- Equity Funds
- Exchange Traded Funds
- Other Assets

Merrill Lynch

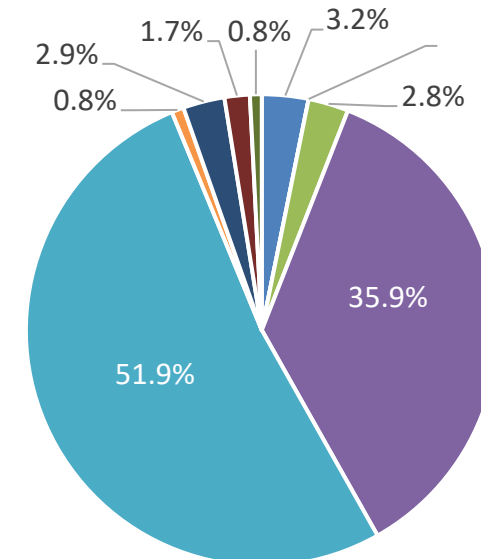
Endowed Funds \$25,607,399.94



- Equities
- Fixed Income
- Cash/Money Accounts
- Alternative Investments

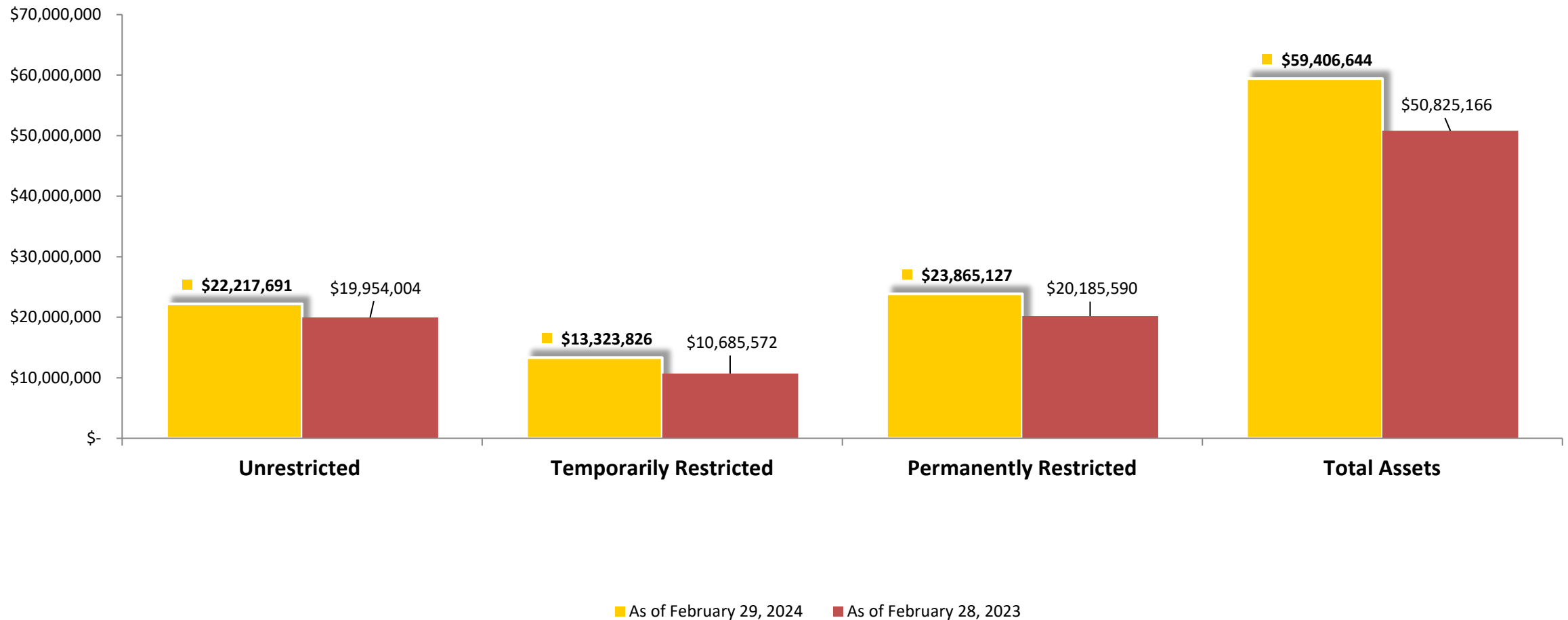
Combined (END)

Endowed Funds \$51,202,052.39



- Cash & Bank Sweep
- Mutual Funds
- Money Market Funds (Non-Sweep)
- Fixed Income
- Equities
- Equity Funds
- Exchange Traded Funds
- Alternative Investments
- Other Assets

Change in Net Assets as of February 29, 2024



- Unrestricted Funds: Includes \$500,000 Board Designated Reserve, \$250,000 Board Designated Funds for Pledge Program, Quasi-Endowment for EDGE/pLEDGE Forever Program and Quasi-Endowment for Campus Grants Program.
- Temporarily Restricted Funds: Restricted per Donor Criteria
- Permanently Restricted Funds: Endowments held by the Foundation in Perpetuity.

ACCOMPLISHING OUR MISSION

AS OF FEBRUARY 29, 2024

\$683,836 GIVEN IN SCHOLARSHIP SUPPORT TO STUDENTS

\$134,798 IN PROGRAM SUPPORT

TOTAL COMBINED SUPPORT \$ 818,359

ADDITIONAL \$ 492,862 IN PENDING PROGRAM SUPPORT

Questions?

Thank you!



FINANCIAL SUMMARY

February 29, 2024



STATEMENT OF FINANCIAL POSITION FEBRUARY 29, 2024
WITH COMPARATIVE TOTALS FOR FEBRUARY 28, 2023

	Operating & Restricted Asset Funds		Endowed Asset Funds	Totals	
	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	2023-2024	2022-2023
				Fiscal Year	Prior Fiscal Year
ASSETS					
Current Assets					
1 Cash and cash equivalents	834,634	6,616	3,048,046	3,889,296	3,218,830
2 Investments	20,706,743	13,021,539	20,450,368	54,178,650	46,271,249
3 Investments - Board Reserve	500,000	-	-	500,000	500,000
4 Investments related to deferred gifts - Split Interest Agreements	-	72,332	-	72,332	103,327
5 Unconditional promises to give (Pledges)	32,813	15,000	25,000	72,813	58,386
6 Allowance for Doubtful Accounts	-	-	-	-	-
7 Accounts Receivable	5,090	-	-	5,090	5,300
8 Accounts Receivable - Related Party	4,348	-	-	4,348	4,337
9 Accrued interest receivable	106,302	30,086	5,164	141,552	131,965
10 Student Emergency Funds held at College	5,000	-	-	5,000	5,000
11 Other Assets - Prepaid Expense	15,760	-	-	15,760	-
12 Total Current Assets	22,210,690	13,145,573	23,528,578	58,884,841	50,298,394
Noncurrent Assets					
Beneficial interest in assets held by the					
13 Foundation for California Community Colleges - Osher Foundation	-	64,751	336,549	401,300	384,519
14 Unconditional promises to give (Pledges)- Net amortized Discount	4,501	113,503	-	118,004	139,752
15 Equipment (net of accumulated depreciation)	2,500	-	-	2,500	2,500
16 Total Noncurrent Assets	7,001	178,254	336,549	521,804	526,771
17 TOTAL ASSETS	22,217,691	13,323,826	23,865,127	59,406,645	50,825,166
LIABILITIES					
Current Liabilities					
18 Accounts payable	35,541	976	-	36,517	55,281
19 Accounts Payable - By JV (Related Party)	-	-	-	-	-
20 Accounts Payable - Related Party	146,406	40,545	-	186,951	94,186
21 Accrued Payroll - Related Party	43,258	-	-	43,258	40,791
22 PPP Loan Payable	-	-	-	-	-
23 Deferred Contribution Income	-	-	-	-	-
24 Total Current Liabilities	225,205	41,521	-	266,726	190,259
NET ASSETS, beginning					
Unrestricted:					
25 Undesignated	2,332,082	-	-	2,332,082	18,603,003
26 Board designated	18,287,632	-	-	18,287,632	750,000
27 Temporarily restricted	-	11,330,269	-	11,330,269	10,478,980
28 Permanently restricted	-	-	20,349,725	20,349,725	20,001,586
29 TOTAL NET ASSETS, beginning	20,619,714	11,330,269	20,349,725	52,299,708	49,833,569
30 Net Activity	1,372,772	1,952,036	3,515,402	6,840,211	801,338
31 NET ASSETS	21,992,486	13,282,305	23,865,127	59,139,919	50,634,907
32 TOTAL LIABILITIES AND NET ASSETS	22,217,691	13,323,826	23,865,127	59,406,645	50,825,166



**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR ONE MONTH ENDED FEBRUARY 29, 2024
WITH COMPARATIVE TOTALS FOR FEBRUARY 28, 2023**

	Operating & Restricted Asset Funds		Restricted Asset Funds	Totals	
	Unrestricted Funds	Temporarily Restricted Funds	Permanently Restricted Funds (Endowments)	2023/2024	2022/2023
				Fiscal Year	Prior Fiscal Year
REVENUE AND SUPPORT					
1 Interest	\$ 50,653	\$ 57,422	\$ -	108,075	\$ 96,404
2 Annual Giving	1,964	2,255	-	4,219	6,308
3 Annual Giving - Great Alumni Hunt	-	-	-	-	-
4 Annual Giving - State of the College	990	-	-	990	-
5 Annual Giving - Stepping Out Event	-	-	-	-	1,210
6 Annual Giving - Academic Angels	-	-	-	-	-
7 Leadership Giving	24,811	15,491	-	40,302	15,029
8 Leadership Giving - Great Alumni Hunt	-	-	-	-	-
9 Leadership Giving - State of the College	10,000	-	-	10,000	-
10 Leadership Giving - Stepping Out Event	42,813	-	-	42,813	53,800
11 Leadership Giving - Academic Angels	-	-	-	-	-
12 Business Engagement Giving	-	1,000	-	1,000	-
13 Business Engagement Giving - Great Alumni Hunt	-	-	-	-	-
14 Business Engagemetn Giving - State of the College	28,950	-	-	28,950	-
15 Business Engagement Giving -Stepping Out for COD	50,000	-	-	50,000	5,000
16 Major Gifts	-	150,000	-	150,000	-
17 Major Gifts - Great Alumni Hunt	-	-	-	-	-
18 Major Gifts - State of the College	-	-	-	-	-
19 Major Gifts - Stepping Out Event	25,000	-	-	25,000	-
20 Planned Giving	112,317	-	17	112,334	6,000
21 Management Services	75,003	-	-	75,003	65,329
22 Grants	-	-	-	-	-
23 Scholarship Pass-thru	-	2,500	-	2,500	-
24 In Kind Revenue	-	-	-	-	-
25 TOTAL REVENUE AND SUPPORT	422,500	228,668	17	651,186	249,080
EXPENDITURES					
26 Contributions to college	2,728	2,306	-	5,034	19,576
27 Other Contributions	-	-	-	-	-
28 Interfund transfers	-	-	-	-	-
29 Operating expenses	240,606	-	-	240,606	139,500
30 Special Events Expenses	53,888	-	-	53,888	39,567
31 Donor/Scholarship Reception Expenses	-	-	-	-	-
32 Student Awards	-	275	-	275	-
33 Refunds / Reimbursement of Expenses	-	-	-	-	-
34 Scholarships	1,500	43,945	-	45,445	12,625
35 TOTAL EXPENDITURES	298,722	46,526	-	345,248	211,268
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
36 OTHER INCOME AND EXPENSES	123,778	182,143	17	305,938	37,811
OTHER INCOME AND EXPENSES					
37 Realized Gain/(Loss)	473,255	536,757	-	1,010,012	47,587
38 Osher Realized Gain/(Loss)	-	-	-	-	-
39 Management Services	(31,164)	(43,839)	-	(75,003)	(65,329)
40 Gift Fee	-	-	-	-	-
41 Other Investment Expenses	(19,358)	(21,956)	-	(41,315)	(10,197)
TOTAL OTHER INCOME AND EXPENSES -NOT INCLUDING					
42 UNREALIZED GAIN/LOSS	422,733	470,962	-	893,695	(27,939)
43 Unrealized Gain/(Loss)	22,696	25,742	-	48,438	(1,062,815)
44 INCREASE (DECREASE) IN NET ASSETS	\$ 569,208	\$ 678,846	\$ 17	\$ 1,248,071	\$ (1,052,943)



STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
YTD ENDED FEBRUARY 29, 2024

WITH COMPARATIVE TOTALS FOR YTD ENDED FEBRUARY 28, 2023

	Operating & Restricted Asset Funds		Restricted Asset Funds	Totals	
	Unrestricted Funds	Temporarily Restricted Funds	Permanently Restricted Funds (Endowments)	2023/2024	2022/2023
				Fiscal Year	Prior Fiscal Year
REVENUE AND SUPPORT					
1 Interest	\$ 458,140	\$ 499,386	\$ -	957,526	\$ 791,186
2 Annual Giving	17,185	30,421	-	47,607	40,534
3 Annual Giving - Great Alumni Hunt	600	-	-	600	-
4 Annual Giving - State of the College	2,250	-	-	2,250	4,975
5 Annual Giving - Stepping Out Event	650	-	-	650	2,007
6 Annual Giving - Academic Angels Event	-	-	-	-	-
7 Leadership Giving	132,528	72,483	-	205,011	263,438
8 Leadership Giving - Great Alumni Hunt	1,041	7,000	-	8,041	-
9 Leadership Giving - State of the College	10,000	-	-	10,000	11,000
10 Leadership Giving - Stepping Out Event	85,548	-	-	85,548	130,353
11 Leadership Giving - Academic Angels Event	2,500	-	-	2,500	5,000
12 Business Engagement Giving	2,500	32,650	-	35,150	13,951
13 Business Engagement Giving - Great Alumni Hunt	42,500	10,000	-	52,500	-
14 Business Engagement Giving - State of the College	42,170	-	-	42,170	122,055
15 Business Engagement Giving -Stepping Out for COD	53,500	-	-	53,500	22,750
16 Business Engagement Giving -Academic Angels Event	-	500	-	500	-
17 Major Gifts	-	260,000	-	260,000	180,000
18 Major Gifts - Great Alumni Hunt	25,000	-	-	25,000	-
19 Major Gifts - State of the College	-	-	-	-	-
20 Major Gifts - Stepping Out Event	100,000	-	-	100,000	164,000
21 Planned Giving	157,536	60,000	3,515,402	3,732,938	364,979
22 Management Services	572,924	-	-	572,924	521,840
23 Grants	-	357,440	-	357,440	306,200
24 Scholarship Pass-thru	-	9,500	-	9,500	112,855
25 In Kind Revenue	-	-	-	-	-
26 TOTAL REVENUE AND SUPPORT	1,706,572	1,339,380	3,515,402	6,561,354	3,057,121
EXPENDITURES					
27 Contributions to college	5,891	128,907	-	134,798	146,639
28 Other Contributions	-	-	-	-	-
29 Interfund transfers	(16,631)	16,631	-	-	-
30 Operating expenses	1,474,040	13,267	-	1,487,307	1,166,805
31 Special Events Expenses	108,127	-	-	108,127	54,267
32 Donor/Scholarship Reception Expenses	-	-	-	-	-
33 Student Awards	-	275	-	275	-
34 Refunds / Reimbursement of Expenses	-	-	-	-	-
35 Scholarships	3,373	680,188	-	683,561	625,677
36 TOTAL EXPENDITURES	1,574,800	839,267	-	2,414,067	1,993,388
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
37 OTHER INCOME AND EXPENSES	131,772	500,112	3,515,402	4,147,287	1,063,733
OTHER INCOME AND EXPENSES					
38 Realized Gain/(Loss)	462,665	527,311	-	989,976	(206,107)
39 Osher Realized Gain/(Loss)	-	20,300	-	20,300	26,650
40 Management Services	(248,618)	(324,306)	-	(572,924)	(521,840)
41 Gift Fee	-	-	-	-	-
42 Other Investment Expenses	(87,293)	(94,865)	-	(182,158)	(170,270)
TOTAL OTHER INCOME AND EXPENSES -NOT					
43 INCLUDING UNREALIZED GAIN/LOSS	126,753	128,440	-	255,194	(871,567)
44 Unrealized Gain/(Loss)	1,114,248	1,323,483	-	2,437,731	609,172
45 INCREASE (DECREASE) IN NET ASSETS	\$ 1,372,773	\$ 1,952,036	\$ 3,515,402	\$ 6,840,211	\$ 801,338



FY 23/24 OPERATING BUDGET WITH PRIOR YEAR COMPARISON

REVENUES

Fundraising Revenues :

	FY 2022/2023 Budget			FY 2023/2024 Budget		
	FY 2022/23 OPERATING BUDGET	FY 22/23 Actuals @ 02/28/2023	% of Budget vs Actual	Board Approved FY 2023/2024 Operating Budget	FY 2023/2024 Actuals @ 02/29/2024	% of Budget vs Actual
Annual Giving	30,000	16,375	54.6%	30,000	17,185	57.3%
Leadership Giving	200,000	91,167	45.6%	170,000	132,528	78.0%
Business Engagement Giving	45,000	10,968	24.4%	23,000	2,500	10.9%
Major Gifts	100,000	-	0.0%	50,000	-	0.0%
Planned Giving	100,000	299,979	300.0%	400,000	157,536	39.4%
Special Events Giving	750,000	454,140	60.6%	835,000	365,759	43.8%
State of the College	200,000	138,030	69.0%	100,000	54,420	54.4%
Great Alumni Hunt	-	-	0.0%	70,000	69,141	
Stepping Out for COD	550,000	311,110	56.6%	650,000	239,698	36.9%
Stepping Out for COD - In Kind Revenue	-	-	0.0%	-	-	0.0%
Academic Angels Events	-	5,000	0.0%	15,000	2,500	16.7%
Fundraising Revenues	1,225,000	872,629	71.2%	1,508,000	675,508	44.8%

Investment/Other Revenues :

Investment Management Services	815,000	521,840	64.0%	815,000	572,924	70.3%
Gift Fee	-	-	0.0%	-	-	0.0%
In Kind Revenue - Office	40,000	-	0.0%	55,000	-	0.0%
Interest/Dividends Income	609,000	398,584	65.4%	625,000	458,140	73.3%
Investment/Other Revenues	1,464,000	920,424	62.9%	1,495,000	1,031,064	69.0%
Total Combined Revenue	2,689,000	1,793,053	66.7%	3,003,000	1,706,572	56.8%



FY 23/24 OPERATING BUDGET WITH PRIOR YEAR COMPARISON

EXPENDITURES

Fundraising Expenses

	FY 2022/2023 Budget			FY 2023/2024 Budget		
	FY 2022/23 OPERATING BUDGET	FY 22/23 Actuals @ 02/28/2023	% of Budget vs Actual	Board Approved FY 2023/2024 Operating Budget	FY 2023/2024 Actuals @ 02/29/2024	% of Budget vs Actual
Annual Giving	22,050	13,678	62.0%	11,000	7,747	70.4%
Academic Angels Membership Development		1,296	0.0%	4,500	3,011	66.9%
Faculty/Staff Giving Campaign		6,083	0.0%	5,000	4,735	94.7%
Giving Tuesday Campaign		6,299	0.0%	-	-	0.0%
Year End Appeal		-	0.0%	1,500	-	0.0%
Leadership Giving	20,000	8,850	44.3%	18,255	12,017	65.8%
President's Circle Event #1 Cheeseburgers in Paradise		7,154		7,105	7,105	100.0%
President's Circle Event #2 Pizza & Putters		-		8,150	2,030	24.9%
Campus Tours		1,696		3,000	2,881	96.0%
Business Engagement	2,500	-	0.0%	1,500	-	0.0%
Major Gifts	5,000	-	0.0%	-	-	0.0%
Foundation Giving	9,000	-	0.0%	-	-	0.0%
Planned Giving	16,900	2,704	16.0%	9,970	3,470	34.8%
Crescendo Software for Planned Giving		-		-	-	0.0%
Legacy Leaders Development Event #1 (Cusitot)		2,704		3,470	3,470	100.0%
Legacy Leaders Development Event #2		-		3,000	-	0.0%
Legacy Leaders Development Event #3 (Charitable Gift Planners)		-		3,500	-	0.0%
Special Events Expenses	120,000	57,967	48.3%	283,498	108,127	38.1%
Stepping Out for COD Event	120,000	54,267	45.2%	250,000	77,192	30.9%
Stepping Out for COD - In Kind Expense	-	-	0.0%	-	-	0.0%
Great Alumni Hunt		-	0.0%	31,000	30,936	99.8%
Academic Angels Events		3,700	0.0%	2,498	-	0.0%
State of the College	106,300	110,854	104.3%	85,000	101,266	119.1%
Total Fundraising Expenses:	301,750	194,053	64.3%	409,223	232,626	56.8%

General Operating Expenses



FY 23/24 OPERATING BUDGET WITH PRIOR YEAR COMPARISON

	FY 2022/2023 Budget			FY 2023/2024 Budget		
	FY 2022/23 OPERATING BUDGET	FY 22/23 Actuals @ 02/28/2023	% of Budget vs Actual	Board Approved FY 2023/2024 Operating Budget	FY 2023/2024 Actuals @ 02/29/2024	% of Budget vs Actual
Auditor	18,500	13,800	74.6%	20,200	12,300	60.9%
Bad Debt	-	-	0.0%	-	-	0.0%
Bank Charges	5,000	5,032	100.6%	3,000	2,559	85.3%
Board/Staff Training	30,000	12,511	41.7%	25,000	15,866	63.5%
Community Relations	5,000	1,351	27.0%	3,500	2,827	80.8%
Depreciation Expense	8,000	-	0.0%	-	-	0.0%
Donor Cultivation	21,000	581	2.8%	8,000	2,665	33.3%
Donor Recognition	5,000	2,025	40.5%	7,000	6,838	97.7%
Donor/Scholarship Reception Expenses	-	-	0.0%	-	-	0.0%
Equipment Lease	8,000	5,805	72.6%	9,000	3,212	35.7%
Furniture & Equipment	3,500	-	0.0%	-	-	0.0%
In Kind Expense - Foundation Office	40,000	-	0.0%	-	-	0.0%
Independent Contractor - Leadership Giving	42,000	17,750	42.3%	5,500	-	0.0%
Independent Contractor - Major Gifts	-	-	0.0%	-	-	0.0%
Independent Contractor - Philanthropic Advisor Contract Services	72,000	46,545	64.6%	54,000	36,000	66.7%
Independent Contractor - Stewardship	-	-	0.0%	54,000	35,635	66.0%
Independent Contractors - Total	114,000	64,295	56.4%	113,500	71,635	63.1%
Insurance (Foundation Liability)	610	555	91.0%	555	555	100.0%
Legal/Financial	50,000	23,440	46.9%	100,000	36,566	36.6%
Marketing	180,000	88,748	49.3%	188,500	107,085	56.8%
Marketing - Website/Social Media	40,000	17,800	44.5%	20,000	17,750	88.8%
Marketing Annual Report	20,000	11,061	55.3%	10,000	5,224	52.2%
Marketing for ALL Special Event (190) (Ad buys/TV/Newsprint, e	20,000	6,742	33.7%	20,000	2,640	13.2%
Marketing Design/Development for Great Alumni Hunt	-	-	0.0%	36,000	35,729	99.2%
Marketing General (Account 80405 excluding Event 190 and 200)	10,000	7,012	70.1%	20,000	6,175	30.9%
Marketing Supplies (SWAG)	-	4,822	0.0%	10,000	5,367	53.7%
Marketing Video (General)	18,000	945	5.3%	2,500	2,500	100.0%



FY 23/24 OPERATING BUDGET WITH PRIOR YEAR COMPARISON

	FY 2022/2023 Budget			FY 2023/2024 Budget		
	FY 2022/23 OPERATING BUDGET	FY 22/23 Actuals @ 02/28/2023	% of Budget vs Actual	Board Approved FY 2023/2024 Operating Budget	FY 2023/2024 Actuals @ 02/29/2024	% of Budget vs Actual
Marketing/Messaging Foundation (Account 80407 excluding Special Events)	20,000	33,480	167.4%	50,000	29,000	58.0%
Marketing/Messaging Foundation (Account 80407 - 190)	52,000	6,885	13.2%	20,000	2,700	13.5%
Membership Dues	5,000	2,340	46.8%	4,000	2,000	50.0%
Office Supplies & Equipment	6,000	6,467	107.8%	8,000	5,092	63.7%
Postage	10,000	2,582	25.8%	1,000	1,255	125.5%
Printing/Design/Graphics	25,000	20,636	82.5%	5,000	710	14.2%
Prospect Research/Screening Services	-	-	0.0%	19,095	2,500	13.1%
Refunds/Reimbursement of Expenses	-	-	0.0%	-	-	0.0%
Repairs/Maintenance	1,000	191	19.1%	1,000	943	94.3%
Service Contracts	16,000	4,195	26.2%	20,000	8,663	43.3%
Staff Mileage Reimbursement	2,500	608	24.3%	1,500	618	41.2%
Staff Support	1,844	1,026	55.6%	4,000	3,566	89.2%
Subscriptions/Publications	2,500	1,554	62.2%	2,000	1,192	59.6%
Telephone	2,000	1,712	85.6%	600	360	60.0%
Travel	5,000	744	14.9%	7,385	5,474	74.1%
Wages & Benefits	1,323,217	754,470	57.0%	1,641,442	1,054,280	64.2%
Website Fees	2,000	359	17.9%	1,500	566	37.8%
Total Operating Expenses:	1,890,671	1,015,026	53.7%	2,194,777	1,349,327	61.5%
<u>Investment Expenses</u>						
Realized Gain/Loss	-	-	0.0%	-	116	0.0%
Other Investment Expenses	170,000	85,803	50.5%	156,000	87,293	56.0%
Investment Expenses:	170,000	85,803	50.5%	156,000	87,409	56.0%
<u>College Support Expenses</u>						
College Program Support & Student Scholarships	181,579	13,946	7.7%	170,000	3,166	1.9%
Executive Director Discretionary Funding	-	1,918	0.0%	13,000	443	3.4%
Campus Grants (Fall & Spring)	30,000	1,500	5.0%	40,000	5,655	14.1%
Presidents Discretionary Fund	30,000	11,993	40.0%	10,000	100	1.0%



FY 23/24 OPERATING BUDGET WITH PRIOR YEAR COMPARISON

	FY 2022/2023 Budget			FY 2023/2024 Budget		
	FY 2022/23 OPERATING BUDGET	FY 22/23 Actuals @ 02/28/2023	% of Budget vs Actual	Board Approved FY 2023/2024 Operating Budget	FY 2023/2024 Actuals @ 02/29/2024	% of Budget vs Actual
Total College Support Expenses:	241,579	29,357	12.2%	233,000	9,364	4.0%
Board Reserve 23/24	-	-	0.0%	10,000	-	0.0%
Total Combined Expenditures	2,604,000	1,324,239	50.9%	3,003,000	1,678,726	55.9%



**COLLEGE
of the
DESERT**
FOUNDATION

Review and Approval Gift Sustainability Fee

COLLEGE OF THE DESERT FOUNDATION

Sustainability Gift Fee & Endowment Management Fee Policy

BACKGROUND

As the Foundation most often receives restricted gifts for specific programs and scholarships, the Foundation must also raise funds for the Unrestricted Fund for Student Success, which supports additional request from the college that are not covered by other restricted funds and supports the fundraising and administrative activities of the Foundation.

As the request from the Fund for Student Success (unrestricted fund) and operational costs continue to increase, the Foundation has found it necessary to offset these costs by implementing a graduating sustainability gift fee.

This graduating sustainability gift fee and endowment management fees will help the Foundation continue its mission of serving the students and programs at the college.

Donation Type	Minimum Donation for Named Fund	Graduating Sustainability Fee/Endowment Management Fee	Notes
Fund for Student Success (Unrestricted Fund)	None	None	These funds are used to support requests from the college that are not covered by any other restricted fund and used to support the fundraising and administrative activities of the Foundation's operations.
Existing Temporary Restricted Scholarship Funds	None	None	The Foundation manages many existing institutional and named scholarship funds. Anyone is welcome to give a donation to an existing scholarship fund.
Named Temporary Restricted Scholarship Funds	\$25,000	None	Named Scholarship funds require a minimum initial donation of \$25,000 to establish fund.
Existing Temporary Restricted Program Funds	None	5% on first \$250,000 3% on next \$250,000 2% on next \$500,000 1% on funds over the first \$1,000,000	The Foundation manages many existing institutional and named Program funds. Anyone is welcome to give a donation to an existing program fund.
Named Temporary Restricted Program Funds	\$25,000	5% on first \$250,000 3% on next \$250,000 2% on next \$500,000 1% on funds over the first \$1,000,000	Named Program funds require a minimum initial donation of \$25,000 to establish fund.
Institutional Endowments	None	2% Annually	Anyone is welcome to donate to an institutional endowed fund. The Foundation per its Endowment Spending Policy takes an annual 2% management fee to offset the cost of managing these funds in perpetuity.
Named Endowments	\$50,000	2% Annually	Named Endowed funds require a minimum initial donation of \$50,000 to establish. The Foundation per its Endowment Spending Policy takes an annual 2% management fee to offset the cost of managing these funds in perpetuity.

Board Approved Policy – Pending Board Approval



COLLEGE
of the **DESERT**
FOUNDATION

Review and Approval of 990 Returns

***This presentation to be
sent to you separately***



COLLEGE
of the **DESERT**
FOUNDATION

Foundation Spotlight Revenue Presentation

Topics Covered

- Business Engagement
- Legacy Leaders
- Grants
- Campus Tours
- President's Circle
- FY23 vs. FY24 Giving



Business Engagement

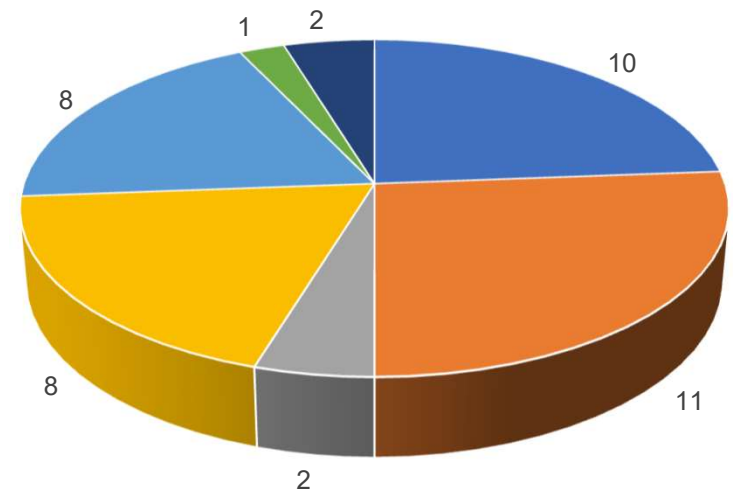


Business Donations

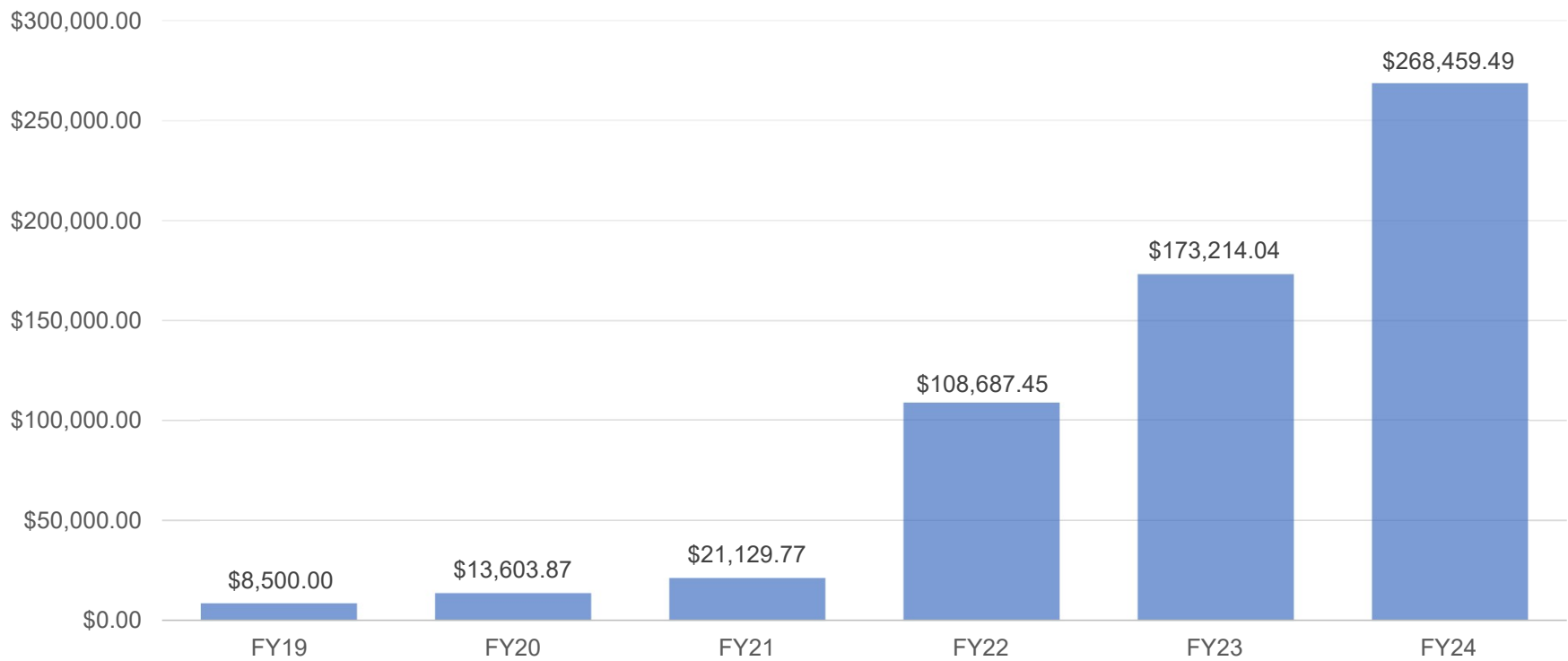
- 42 businesses have made gifts to the Foundation so far for the 2024 fiscal year and the next 2 slides look at their giving history from 2019 to date
- The 3rd slide of this section looks at the FY totals for all business donations made from 2019 to date
- All data relates to **recorded** gifts (physically received) and does not include gifts that have been pledged for both State of the College and Stepping Out, which we expect to receive before the end of the fiscal year

Business Gifts – (42 Donors)

- 10 of the 42 have consistently given over the past 5 years
- 11 of the 42 are **NEW** business donors for **FY24** – and have donated \$36,160 so far
- 2 of the 42 returned in **FY24** after a 2-year absence and increased their donations from FY21 by \$29,000
- 8 of the 42 started giving in **FY23** and have increased their donations in FY24 by an additional \$8,799.16
- 8 of the 42 returned in **FY23** after a 4-year absence and increased their donations in FY24 by \$8,790
- 1 of the 42 returned in **FY23** after a 3-year absence making a \$25,000 donation in **FY23**, increasing it to a \$65,000 donation in **FY24**
- 2 donors returned in **FY22** after a 3-year absence and have made donations in each of the 22/23 & 24 fiscal years, totaling \$112,082.05 for the 3-year period



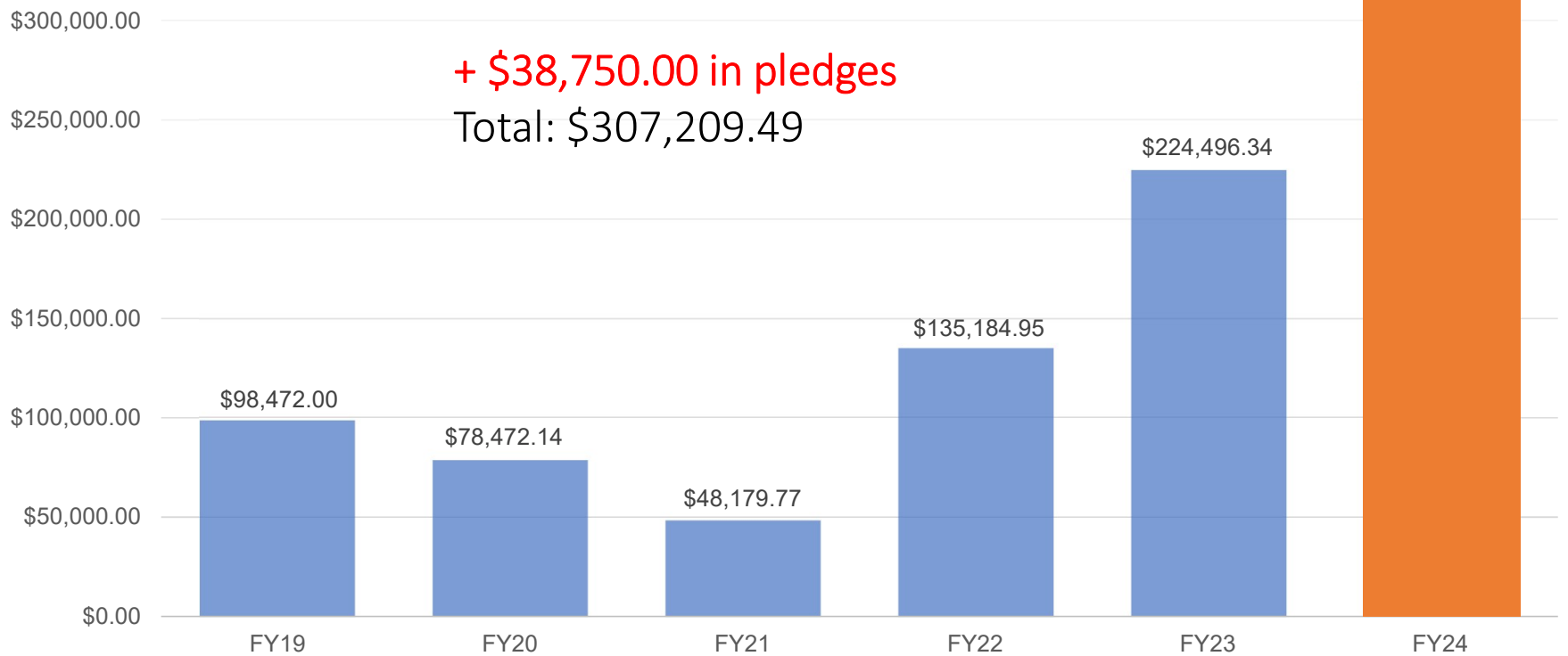
FY Totals from Our 42 Business Donors



All Business Donations over the Past 5 Years Plus FY24

just our 42 sample)

(not





Legacy Leaders



Legacy Leaders

- Planned Giving revenue totals \$166,536 with more than \$200,000 pending as estates are settled
- 5 New Legacy Leaders have been added with 6 more donors working with us as they finalize their legacies
- We have 36 active Legacy Leaders with promised gifts totaling well over \$7 Million

However, 19 of those Leaders have never shared the amount of their promised gifts, so it's possible that this amount could be upwards of \$15 Million

Legacy Leaders

- Stewardship is ongoing, cards and calls to everyone – updated materials about the College are sent throughout the year
- Formal recognition is provided with personally engraved prisms – 5 prisms awarded this year and 3 presentations are pending
- 40 people attended last November’s Legacy Leaders recognition reception, held on the Terrace at Cuistot
- Sunday May 5, our Annual Spring Champagne Reception for Legacy Members and their guests will be held at 12:30pm in the Founders Room of the McCallum – following which is COD’s spring performance of Guys and Dolls

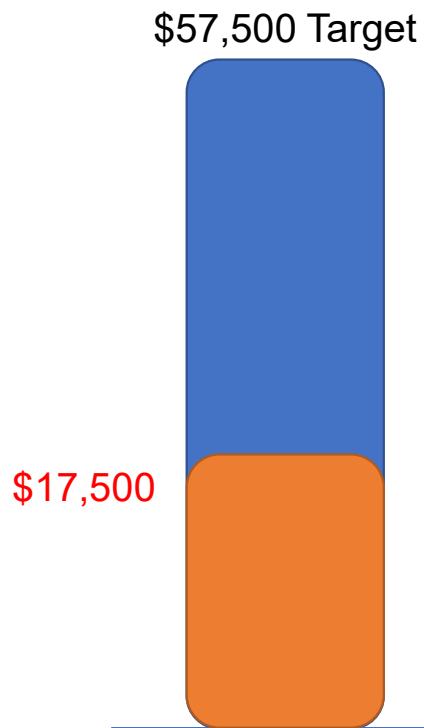
Seats are filling up fast, do you have yours?



Grants



Grants Submitted for Consideration & Results



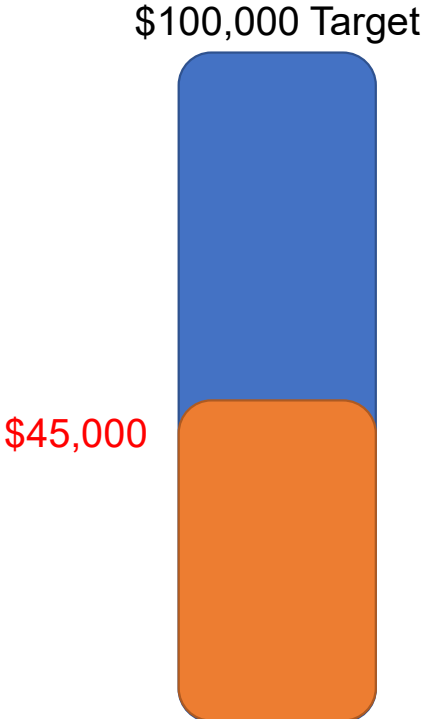
Grants Submitted for Roadrunner Essentials

(Central Food Pantries, Textbooks)

Organization	Requested	Received	Pending
H.N. & Frances Berger Foundation	\$7,500	\$7,500	N/A
BIGHORN Cares	\$50,000	\$10,000	N/A

Organization	Requested	Received	Pending
Coeta & Donald Barker Foundation	\$375,000	N/A	\$375,000

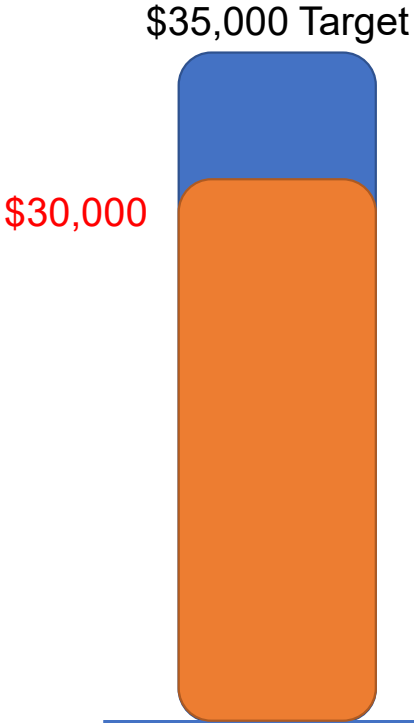
Grants Submitted for Consideration & Results



Grants Submitted for Nursing

Organization	Requested	Received	Pending
The Auen Foundation	\$25,000	\$25,000	N/A
Schlinger Chrisman Foundation	\$75,000	\$20,000	N/A

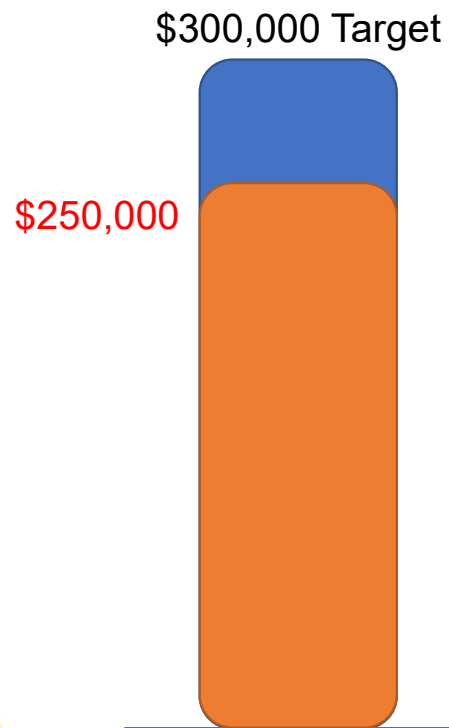
Grants Submitted for Consideration & Results



Grants Submitted for Stepping Out

Organization	Requested	Received	Pending
Agua Caliente Band of Cahuilla Indians	\$10,000	\$5,000	N/A
Eisenhower Health	\$25,000	\$25,000	N/A

Grants Submitted for Consideration & Results



Grants Submitted for pLEDGE

Organization	Requested	Received	Pending
San Manuel Band of Mission Indians	\$100,000	\$50,000	N/A
Richard Brooke Foundation	\$200,000	\$200,000	N/A

Grants Submitted for Consideration & Results

\$17,500 Target



Grants Submitted for State of The College

Organization	Requested	Received	Pending
City of Cathedral City	\$2,500	\$2,500	N/A
City of Indio	\$2,500	\$2,500	N/A
City of Palm Desert	\$2,500	\$2,500	N/A
City of Palm Springs	\$2,500	\$2,500	N/A
County of Riverside	\$2,500	\$2,500	N/A
Eisenhower Health	\$5,000	\$5,000	N/A

Grants Submitted for Consideration & Results

\$83,905 Target

Plus \$25,000 Pending
from Bank of America
Foundation for Rising
Scholars

Grants Submitted for Other Programs

(Anderson Children's Foundation Community Garden – The Great Alumni Hunt - Hope & Inspiration Scholarships - JoAnn McGrath Women's Empowerment Fund - STEM)

Organization	Requested	Received	Pending
Anderson Children's Foundation	\$14,640	\$14,640	N/A
Eisenhower Health	\$25,000	\$25,000	N/A
The Annexstad Family Foundation	\$9,265	\$9,265	N/A
The Highland Street Foundation	\$10,000	\$10,000	N/A
SoCal Edison	\$25,000	\$25,000	N/A



Campus Tours



Campus Tours

- 95 guests have attended campus tours this season
- We have received the following donations as a direct result of our tours
 - 2 Academic Angels memberships
 - 5 President's Circle memberships
 - 1 sponsor for Learning to Lead @ \$1,000
 - \$70,000 for various scholarships
- Campus Tours have fostered improved relationships with: McCallum, our cities, KESQ, Indian Ridge Country Club, Desert Horizons Women's Club, The Girlfriend Factor, Variety: Children's Charity, BIGHORN, and Eisenhower

Plus we have showcased our campus to new and existing board members, College employees and alumni

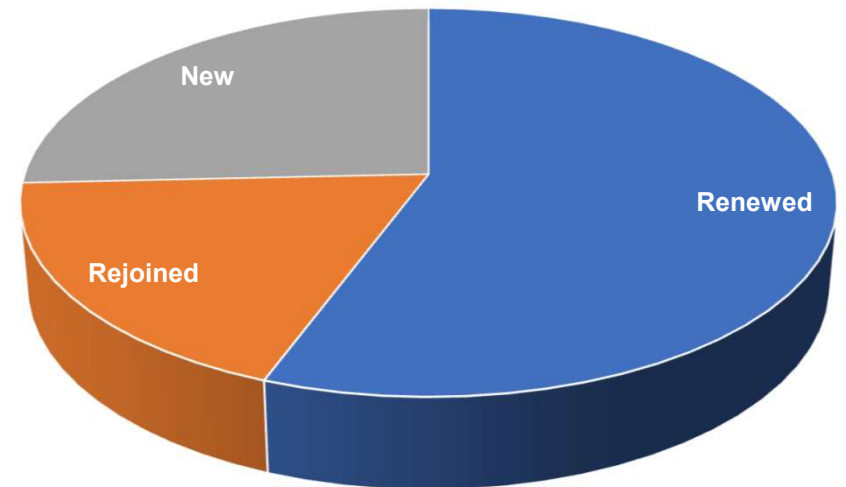


President's Circle



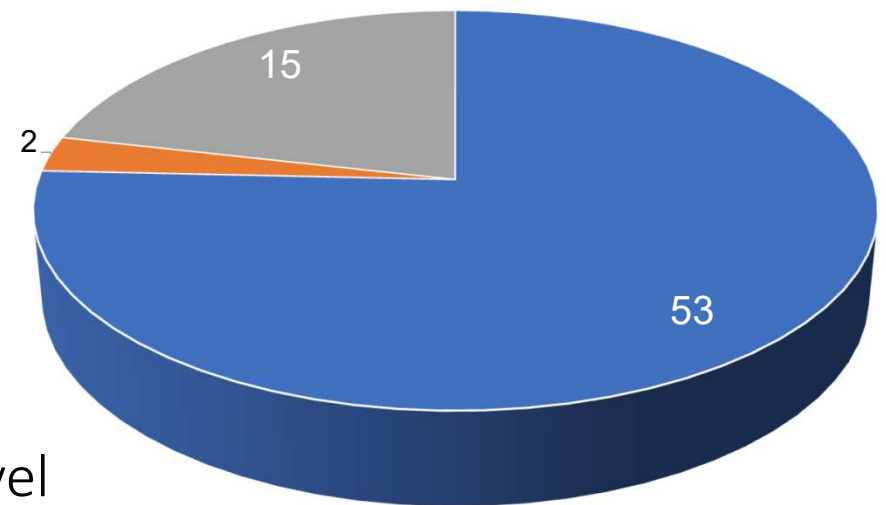
President's Circle Memberships – 70 Members

- 39 renewed in 2024
- 13 rejoined in 2024 after an absence
- 18 new members joined in 2024

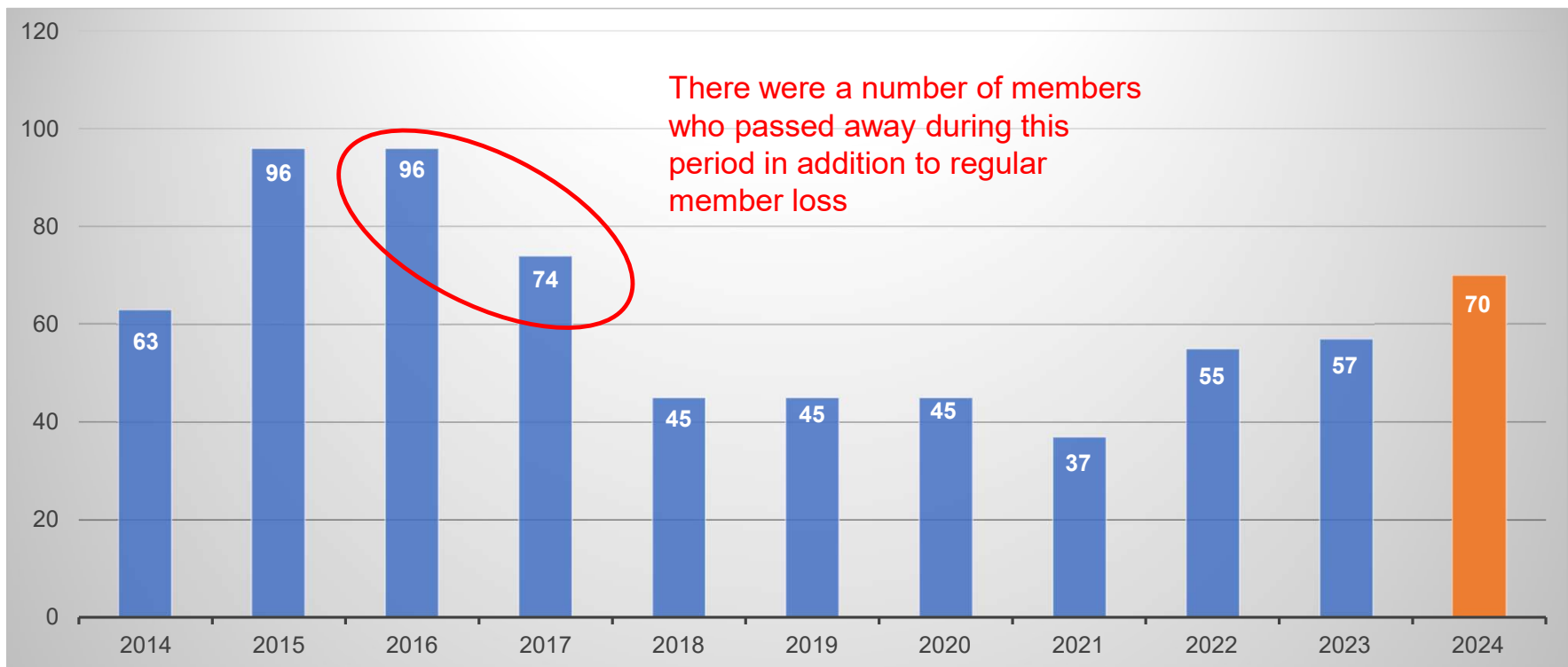


President's Circle Members – Membership Levels

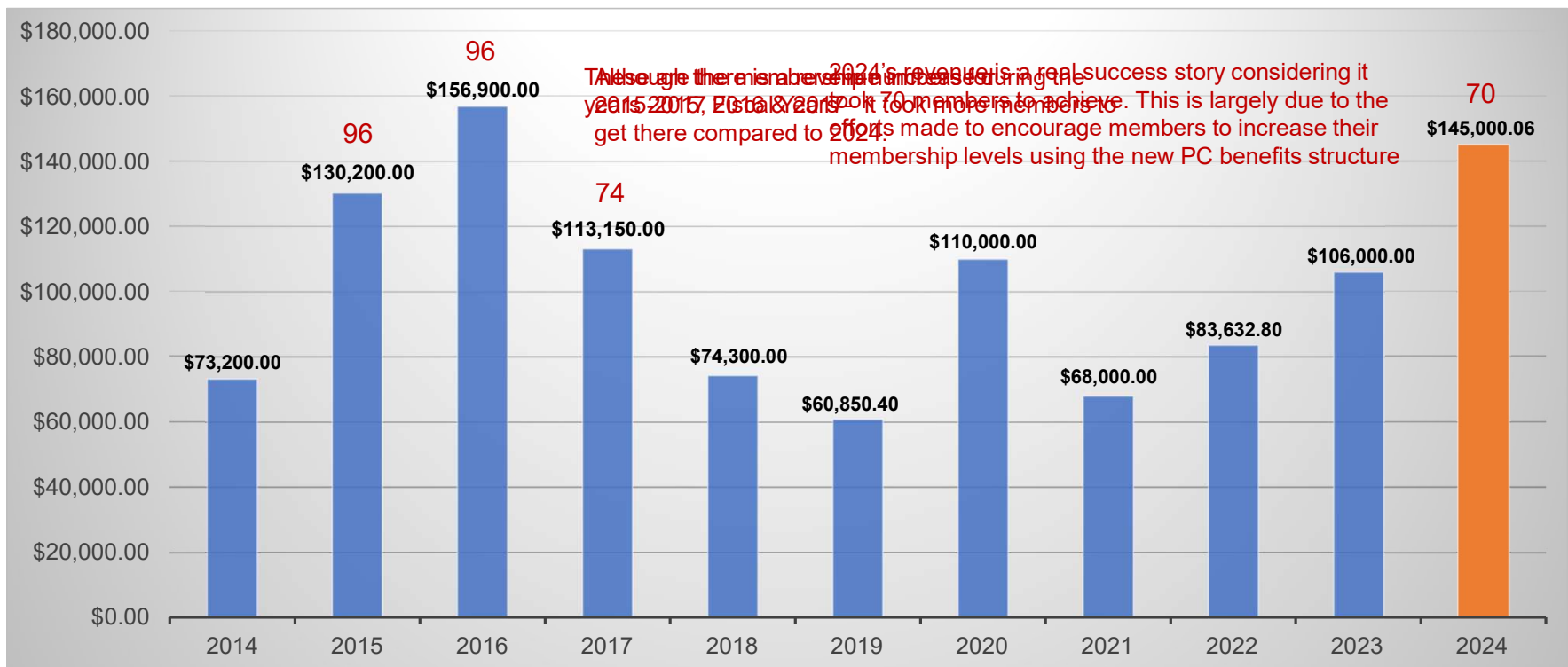
- 53 have memberships at the same level
- 2 have memberships at a lower level
- 15 have memberships at a higher level



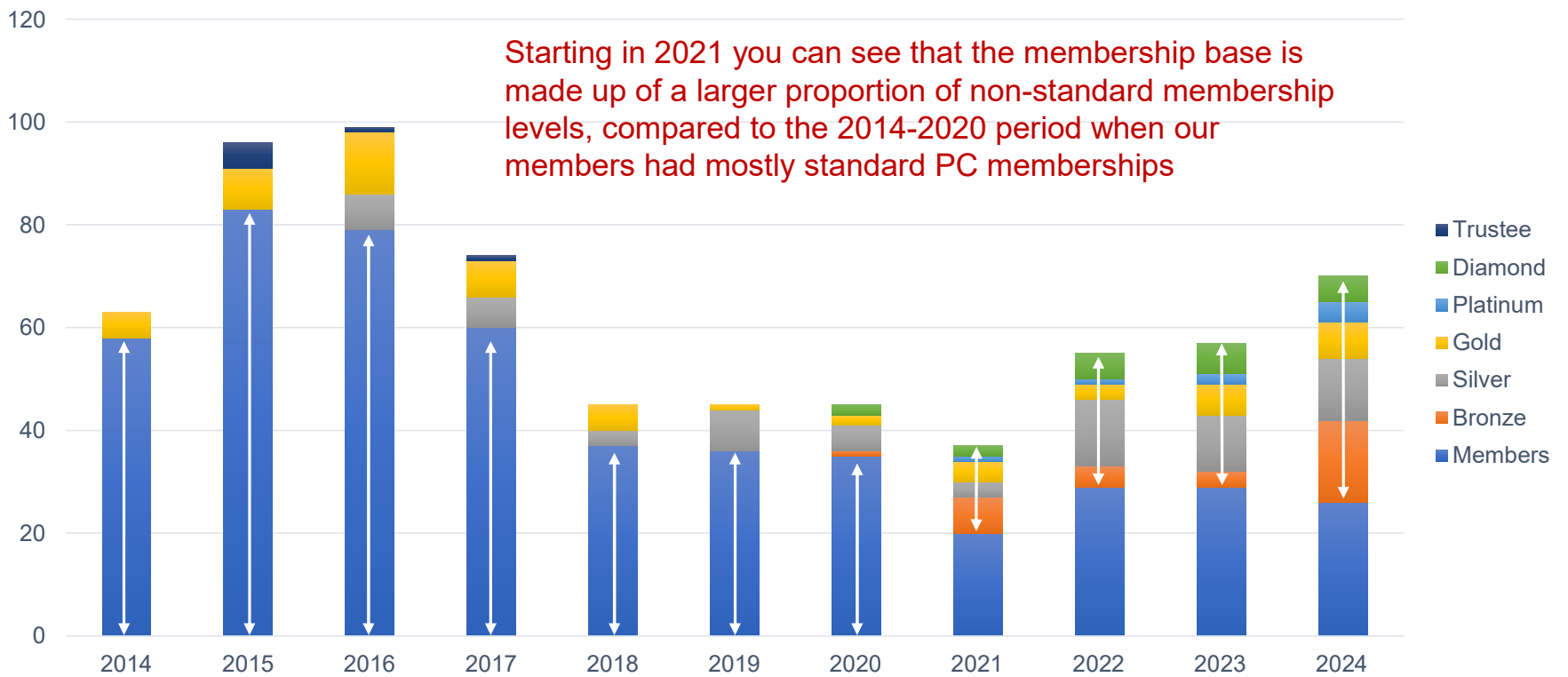
PC Membership # of Members - 10 Year + Current YTD



PC Membership Total Revenue - 10 Year + Current YTD



PC Membership Type Breakdown - 10 Year + Current YTD




Other Memberships

The prior slides do not include Payroll Deduction PC Members which are broken down as follows:-


- 20 Payroll Members
 - 15 - President's Circle Members
 - 4 - President's Circle Bronze Members
 - 1 – President's Circle Silver Member

- These memberships generate an additional **\$23,500** in revenue

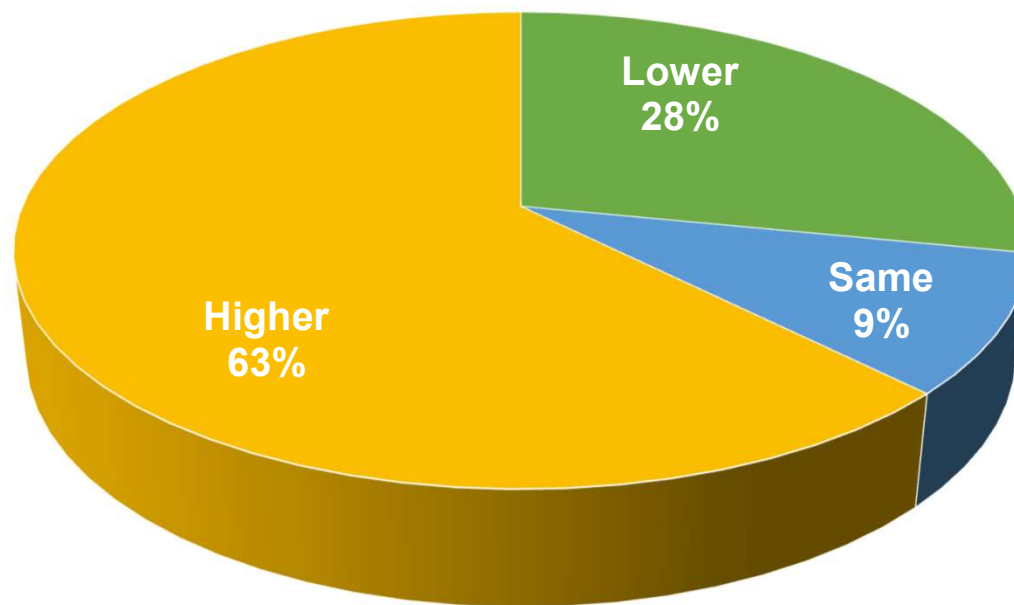
In addition to the \$145,000.00 from the prior slide brings us to a total revenue of \$168,500 for our President's Circle giving



FY23 vs. FY24 Total Giving



FY23 vs. FY24 Giving Comparison (417 Donors)



FY23 vs. FY24 Gift Totals





COLLEGE
of the DESERT

Thank You

Eddie Hernandez – Director of Development



COLLEGE
of the **DESERT**
FOUNDATION

Upcoming Events



UPCOMING EVENTS

- Sunday May 5 at 3:00pm
Legacy Leaders Brunch plus "Guys & Dolls"
McCallum Theater, Palm Desert
- Tuesday May 7 at 4:00pm
Student Speaker Forum
Pollock Theatre, COD Palm Desert campus
- Tuesday May 21 at 4:00pm
College of the Desert Graduation
Acrisure Arena, Palm Desert



INVITES YOU TO THE

Student Speaker **FORUM**

MAY 7, 2024 AT 4:00 P.M.

POLLOCK THEATER

43500 MONTEREY AVE. | PALM DESERT, CA 92211



COLLEGE
of the **DESERT**
FOUNDATION

Adjournment