

# Agenda

## MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION

WEDNESDAY, OCTOBER 14, 2015 – 6:00 P.M.

MEETING OF THE  
SAN MARCOS COMMUNITY FOUNDATION  
GRANT FUNDING COMMITTEE  
SAN MARCOS ROOM  
1 CIVIC CENTER DRIVE  
SAN MARCOS, CA 92069

**Cell Phones:** As a courtesy to others, please silence your cell phone or pager during the meeting and engage in conversations outside the meeting room.

**Americans with Disabilities Act:** If you need special assistance to participate in this meeting, please contact the Board Secretary at (760) 744-1050, ext. 3121. Notification 48 hours in advance will enable the City to make reasonable arrangements to ensure accessibility to this meeting. Assisted listening devices are available for the hearing impaired. Please see the Board Secretary if you wish to use this device.

**Public Comment:** If you wish to address the Board on any agenda item, please complete a "Request to Speak" form. Be sure to indicate which item number you wish to address. Comments are limited to FIVE minutes.

The Oral Communication segment of the agenda is for the purpose of allowing the public to address the Board on any matter NOT listed on the agenda. The Board is prohibited by state law from taking action on items NOT listed on the Agenda. However, they may refer the matter to staff for a future report and recommendation. If you wish to speak under "Oral Communications," please complete a "Request to Speak" form as noted above.

**Agendas:** Agenda packets are available for public inspection 72 hours prior to scheduled meetings at the Administration Department located on the second floor of City Hall, 1 Civic Center Drive, San Marcos, during normal business hours.

## AGENDA

### CALL TO ORDER

### ROLL CALL

### OLD BUSINESS

#### 1. **GRANT AWARD HISTORY**, FISCAL YEAR 2015-2016

*Recommendation: NOTE & FILE*

### NEW BUSINESS

#### 2. **REGULAR GRANT APPLICATION PROPOSALS** Consider eight (8) Regular Grant proposals by non-profit organizations requesting funds from the Foundation. Recommend Funding to the SMCF Board.

**(A) CANINE COMPANIONS FOR INDEPENDENCE** – Request for funding in the amount of \$5,000 to place one highly-skilled dog with a San Marcos resident who has applied for an assistance dog.

*Recommendation: CONSIDER/RECOMMEND*

**(B) CHARITY WINGS ART & CRAFT CENTER** – Request for funding in the amount of \$4,902 to cover expenses related to the opening of their new location for the Art & Craft Center, as well as 20% of the salary for their part-time Class and Volunteer Coordinator.

*Recommendation: CONSIDER/RECOMMEND*

**(C) FOUNDATION FOR ANIMAL CARE & EDUCATION (FACE)** – Request for funding in the amount of \$3,000 to provide financial assistance to families with pets requiring emergency veterinary care through their Save-A-Life Program.

*Recommendation: CONSIDER/RECOMMEND*

**(D) INTERFAITH COMMUNITY SERVICES, INC.** – Request for funding in the amount of \$10,000 to support their overall personnel costs associated with operating the Senior Services Program.

*Recommendation: CONSIDER/RECOMMEND*

**(E) KID'S COLLEGE** – Request for funding in the amount of \$10,000 to sustain and grow their “Fortissimo” Orchestra Program at Joli Ann Leichtag Elementary School (SMUSD).

*Recommendation: CONSIDER/RECOMMEND*

**(F) MEALS-ON-WHEELS GREATER SAN DIEGO, INC.** – Request for funding in the amount of \$8,000 to help subsidize the cost of rent at its North County Service Center in San Marcos. Funds will help MOWGSD serve homebound seniors in the City of San Marcos.

*Recommendation: CONSIDER/RECOMMEND*

**(G) OCEANSIDE MUSEUM OF ART (OMA)** – Request for funding in the amount of \$8,680 for their Art Quest program which increases exposure to the arts in a museum setting for Title I San Marcos students.

*Recommendation: CONSIDER/RECOMMEND*

**(H) T.E.R.I INC.** – Request for funding in the amount of \$7,560 to purchase signage for T.E.R.I. vans that transport clients throughout the community, increasing recognition of the services T.E.R.I. provides to people with special needs.

*Recommendation: CONSIDER/RECOMMEND*

---

**3. MINI-GRANT APPLICATION PROPOSALS** Consider three (3) Mini-Grant proposals by nonprofit organizations requesting funds from the Foundation. Approve Resolution GFC 2015-04 for funding of Mini-Grants.

(A) **KIWANIS CLUB OF SAN MARCOS FOUNDATION** - Request for funding in the amount of \$1,500 to support the annual San Marcos Holiday Parade.

*Recommendation:* **CONSIDER/APPROVE**

(B) **MIRACLE BABIES** - Request for funding in the amount of \$1,500 to be used toward care packages for parents of critically ill newborns admitted to the Tri-City Hospital and Palomar Hospital neonatal intensive care units in North County.

*Recommendation:* **CONSIDER/APPROVE**

(C) **POSITIVE ACTION COMMUNITY THEATRE (PACT)** - Request for funding in the amount of \$1,500 to support their theatre/life skills workshops for students with autism at The Country School in San Marcos.

*Recommendation:* **CONSIDER/APPROVE**

**4. REQUEST FROM SAN MARCOS HIGH SCHOOL BOOSTERS TO APPLY LAST YEAR'S GRANT TO THIS YEAR'S COSTS.**

*Recommendation:* **CONSIDER/APPROVE**

#### **CONSENT CALENDAR**

**5. WAIVER OF TEXT.** This item is to waive the reading of the text of all Resolutions and Policies adopted at this meeting. Resolutions and Policies shall be adopted by title.

*Recommendation:* **WAIVE**

**6. APPROVAL OF MINUTES.** SMCF Grant Funding Committee Meeting, September 9, 2015.

*Recommendation:* **CONSIDER/APPROVE**

**7. ORAL COMMUNICATIONS.** Speakers are limited to five minutes. Please complete a "Request to Speak" form and place in basket provided. According to Board policy, FIFTEEN minutes has been established during this portion of the Agenda to allow citizens to speak on any matter NOT listed. The Board is prohibited by state law from taking action on items NOT listed on the Agenda. However, they may refer the matter for a future report and recommendation.

#### **ITEMS FOR THE GOOD OF THE ORDER**

**8. NEXT MEETING DATE.**

The next meeting of the SMCF Board of Directors is scheduled for Tuesday, November 17, 2015. The next meeting of the Grant Funding Committee is scheduled for Thursday, November 12, 2015.

**9. MISCELLANEOUS.**

**10. ADJOURNMENT.**

AFFIDAVIT OF POSTING  
STATE OF CALIFORNIA )  
COUNTY OF SAN DIEGO ) ss.  
CITY OF SAN MARCOS )

I, Wendy Kaserman, Secretary of the San Marcos Community Foundation Grant Funding Committee, hereby certify that I caused the posting of this agenda in the glass display case at the north entrance of City Hall on Thursday, October 8, 2015, at 5:00 pm.

---

Wendy Kaserman, Secretary - SMCF

**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Award History FY2015-2016**

| Sort Name  | Type    | Received    | Date      | Name of Project              | Summary of Project   |
|--|---------|-------------|-----------|------------------------------|--|
| Meals-On-Wheels                                  | Mini    | \$ 1,500.00 | 7/8/2015  | Senior Hunger in San Marcos  | To purchase food and disposable packaging for meals delivered to homebound seniors living in the City of San Marcos. Serves 181 San Marcos residents.  |
| Solutions for Change, Inc.                       | Mini    | \$ 1,500.00 | 7/8/2015  | Solutions Youth Programs     | To help fund their Child Development Specialist who will orchestrate field trips, coordinate childcare, and provide a supportive environment for children from birth through age 18. Serves 24 San Marcos residents. |
| Casa de Amparo                                   | Regular | \$ 5,000.00 | 8/18/2015 | Residential Services Program | To support their Residential Services Program which improves the quality of life for children and teens who have been removed from their homes due to child abuse or neglect. Serves 85 San Marcos residents.        |
| North County Health Services                     | Regular | \$ 3,452.57 | 8/18/2015 | Vaccine Refrigeration        | To replace a vaccine refrigerator at NCHS San Marcos Pediatrics (shared with NCHS QuickCare) that is out of compliance with Centers for Disease Control Standards. Serves 13,325 San Marcos residents.               |
| The Escondido Creek Conservancy                  | Mini    | \$ 1,498.00 | 9/9/2015  | Elfin Forest Docent Program  | To support the costs of uniforms for the organization's volunteer docent program. Serves 28 San Marcos residents.  |
| The Angel's Depot                                | Mini    | \$ 1,500.00 | 9/9/2015  | Senior Emergency Meal Boxes  | To support their continued efforts to feed up to 60 seniors living in poverty in San Marcos.   |
| <b>Total Grants Awarded FY15-16 \$ 14,450.57</b> |         |             |           |                              |  |

## Fall Quarter 2015-Funding Recommendation Worksheet

|   |                   |
|---|-------------------|
| Asset Balance on 6/30/2015:   | \$1,231,488       |
| San Marcos- Now and Forever Funds for Current Grantmaking FY 2015-2016:         | \$400             |
| Available for Distribution for FY15-16:   | \$49,276-\$61,594 |
| Total FY15-16 Distributions Year to Date:                                       | \$14,450.57       |
| Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available: | \$9,321           |
| Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available: | \$12,401          |

| Sort Name                                | Requested Amount | Type        | Name of Project                           | Summary of Project  |
|--|------------------|-------------|---|---|
| Kiwanis Club of San Marcos Foundation    | \$ 1,500.00      | Mini        | Holiday Parade                            | To support the annual San Marcos Holiday Parade. Serves 8,000 San Marcos residents.   |
| Miracle Babies                           | \$ 1,500.00      | Mini        | Miracle Babies' Family Assistance Program | To help provide care packages for parents of critically ill newborns admitted to the Tri-City Hospital and Palomar Hospital neonatal intensive care units in North County. Serves 60 San Marcos residents.      |
| Positive Action Community Theatre (PACT) | \$ 1,500.00      | Mini        | The Country School Theatre Project        | To support their theatre/life skills workshops for students with autism at The Country School in San Marcos. Serves 3 San Marcos residents.   |
| Total Mini Grants Requested              |                  | \$ 4,500.00 |   |   |
| Canine Companions for Independence       | \$ 5,000.00      | Regular     | Graduate Team Training                    | To place one highly-skilled dog with a San Marcos resident who has applied for an assistance dog. Serves 1 San Marcos resident.   |
| Charity Wings Art & Craft Center         | \$ 4,902.00      | Regular     | Charity Wings Art & Craft Center          | To cover expenses related to the opening of their new location for the Art & Craft Center, as well as 20% of the salary for their part-time Class and Volunteer Coordinator. Serves 1,457 San Marcos residents. |

|   |                     |         |                                    |  |
|---|---------------------|---------|------------------------------------|--|
| Foundation for Animal Care & Education (FACE) | \$ 3,000.00         | Regular | Save-A-Life Program                | To provide financial assistance to families with pets requiring emergency veterinary care. Serves 15 San Marcos residents.   |
| Interfaith Community Services                 | \$ 10,000.00        | Regular | Senior Services                    | To support their overall personnel costs associated with operating the Senior Services Program. Serves 300 San Marcos residents.   |
| Kid's College                                 | \$ 10,000.00        | Regular | Fortissimo Orchestra Program SMUSD | To sustain and grow their Fortissimo Orchestra Program at Joli Ann Leichtag Elementary School (SMUSD). Serves 100 San Marcos residents.  |
| Meals-On-Wheels                               | \$ 8,000.00         | Regular | Senior Hunger                      | To help subsidize the cost of rent at their North County Service Center in San Marcos. Serves 165 San Marcos residents.  |
| Oceanside Museum of Art (OMA)                 | \$ 8,680.00         | Regular | ArtQuest                           | To provide assistance to their Art Quest Program which increases exposure to the arts in a museum setting for Title I San Marcos students. Serves 250 San Marcos residents.                                    |
| TERI, Inc.                                    | \$ 7,560.00         | Regular | Signage for Vans                   | To purchase signage for T.E.R.I. vans that transport clients throughout the community, increasing recognition of the services T.E.R.I. provides to people with special needs. Serves 137 San Marcos residents. |
| <b>Total Regular Grants Requested</b>         | <b>\$ 57,142.00</b> |         |                                    |  |
| <b>Total Grants Requested</b>                 | <b>\$ 61,642.00</b> |         |                                    |  |



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

(Choose one)  MINI-GRANT (Choose one)  REGULAR GRANT

|   |   |                               |
|---|---|-------------------------------|
| Project Name: Graduate Team Training<br>Date Submitted: October 7, 2015 | Total # of people served: Impacts the entire community<br>Total # of San Marcos residents served: One Graduate Team | Amount Requested: \$ 5,000.00 |
|---|---|-------------------------------|

|  |  |
|--|--|
| Non-Profit Organization Name and Address, Website<br>Canine Companions for Independence<br>124 Rancho Del Oro, PO Box 4568<br>Oceanside, CA. 92052<br><a href="http://www.cci.org">www.cci.org</a> | Contact Person – Name, Title & Phone, email<br>Margaux Dinerman, Development Associate<br>PO Box 4568<br>Oceanside, CA 92052<br>760-901-4306<br><a href="mailto:mdinerman@cci.org">mdinerman@cci.org</a> |
|--|--|

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):  
Canine Companions for Independence is a non-profit organization that enhances the lives of people with disabilities by providing highly trained assistance dogs and ongoing support to ensure quality partnerships. We respectfully are seeking support to place one highly skilled dog with a resident from San Marcos who has applied for an assistance dog.

Briefly describe the significance of your request to the San Marcos community:  
By pairing a Canine Companion to a person with disabilities, the San Marcos Foundation will profoundly change the life of a person with disabilities. Imagine not being able to turn on a light, pick up dropped objects off the floor, or hear an alarm when it sounds. Canine Companion service dogs are trained in over 40 commands that assist a person with disabilities to live a fuller, more independent life. The impact not only serves the person with disabilities, but also impacts the community at large. People with disabilities find that their canine companion assists them in the ability to function more independently at home and when out in the community and serves as a bridge in social settings. Each team raises awareness in the community that people with disabilities can lead productive lives. Through awareness, the community learns tolerance and understanding.

|  |   |
|--|---|
| Please attach the following items.<br><b>Both Mini-Grant &amp; Regular:</b><br>1. Budget for request (use SMCF Budget Worksheet)<br>2. Annual Operating budget for the organization or unit<br>3. Federal & State Tax ID numbers<br>4. Board of Directors listing with affiliations<br><b>5. Regular Grants Only:</b><br>a. 1-2 page narrative<br>b. First 2 pages of Federal 990<br>c. Most recent year-end Statement or Audit including any management letters associated with Audit.<br>d. Signature of President or Authorized Officer on Application<br>e. Optional: letters of support | Expected date project will begin/end: January 1-December 31, 2016<br><br>Date by which funds will be expended: any time<br><br>Signature of President or Authorized Officer<br><u>Barbara Barrow</u> October 6, 2015<br>Name, Title<br>Barbara Barrow, Executive Director<br><br>Submit Via Mail, In Person or Via Email to:<br>San Marcos Community Foundation<br>c/o City of San Marcos<br>1 Civic Center Drive<br>San Marcos, CA 92069<br>Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a> |
|--|---|

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

Provide an itemized list of expenses for this project:  
(Example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

## PROGRAM SERVICES

|                               |                    |
|-------------------------------|--------------------|
| Breeding and Puppy Raising    | \$ 729.00          |
| Training and Follow up        | \$ 1,974.00        |
| Public Information            | \$ 751.50          |
| Veterinary Care               | \$ 541.50          |
| <b>Total Program Services</b> | <b>\$ 3,906.00</b> |

## SUPPORT SERVICES

|                               |                    |
|-------------------------------|--------------------|
| Fund Development              | \$ 900.00          |
| General Administration        | \$ 194.00          |
| <b>Total Support Services</b> | <b>\$ 1,094.00</b> |

**Total budget for this PROJECT: \$500,000.00**

**Grant Request Amount:** **\$ 5,000.00**

*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No Could it be? No

Please list any other funding sources for this project.

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P)

| Indicate if funds are committed (C), conditional (CD), or pending (P). |   |                                |
|--|---|--------------------------------|
| \$10,000.00  | Thomas C. Ackerman Foundation                   | (C)                            |
| \$ 2,500.00  | Youth Development Foundation                    | (C)                            |
| \$ 1,000.00  | WD-40 Company Foundation                        | (C)                            |
| \$ 1,000.00  | R&L Donner Foundation                           | (C)                            |
| \$ 2,500.00  | Joanne Marie and Marcel George Foundation       | (C)                            |
| \$ 2,500.00  | Gary and Mary West Foundation                   | (C)                            |
| \$ 2,500.00  | Swift Memorial Healthcare Foundation            | (CD) (Ventura County Resident) |
| \$50,000.00  | The Charitable Foundation/Pickford Realty Cares | (C)                            |
| \$50,000.00  | Disney VolunteARS                               | (C)                            |
| \$ 3,000.00  | Sony Entertainment                              | (C)                            |
| \$ 2,500.00  | Connect the Dots                                | (C)                            |
| \$ 1,000.00  | San Diego County Credit Union                   | (C)                            |
| \$10,700.00  | National Auto Dealers Charitable Foundation     | (C)                            |
| \$12,500.00  | Boing Global Corporate Citizenship              | (C)                            |
| \$50,000.00  | Linden Root Dickenson Foundation                | (C)                            |
| \$ 1,000.00  | CR Bard Foundation                              | (C)                            |
| \$ 2,000.00  | Henry Bull Foundation                           | (C)                            |
| \$ 5,000.00  | William Gillespie Foundation                    | (C)                            |
| \$10,000.00  | David Copley Foundation                         | (C)                            |
| \$ 5,000.00  | El Cajon Lions Club                             | (C)                            |
| \$ 1,000.00  | WD (Western Digital) Foundation                 | (C)                            |
| \$ 1,000.00  | The Gold Diggers                                | (C)                            |



## Canine Companions for Independence® Southwest Regional Center

### 2015 Operating Budget

#### Income

|                                   |                     |
|-----------------------------------|---------------------|
| Major Gifts/Solicited Individuals | \$ 1,517,000        |
| Special Events                    | \$ 420,000          |
| Foundation Grants                 | \$ 550,000          |
| Business/Corporate Gifts          | \$ 288,500          |
| Direct Marketing (online/mail)    | \$ 520,500          |
| United Way/Organizations/Clubs    | \$ 160,800          |
| Fees/Proceeds                     | \$ 500,000          |
| <hr/>                             |                     |
| <i>Total Operating Income</i>     | <i>\$ 3,956,800</i> |

#### Expenses

|                                 |                     |
|---------------------------------|---------------------|
| Advertising                     | \$ 1,500            |
| Dues/Subscriptions              | \$ 3,500            |
| Personnel                       | \$ 2,003,000        |
| Equipment                       | \$ 37,000           |
| Insurance                       | \$ 19,700           |
| Occupancy                       | \$ 177,000          |
| Postage & Shipping              | \$ 86,900           |
| Professional Fees               | \$ 331,200          |
| Marketing                       | \$ 21,200           |
| Supplies                        | \$ 120,000          |
| Taxes and Fees                  | \$ 2,500            |
| Data/Voice Communications       | \$ 33,000           |
| Travel & Meeting Expenses       | \$ 160,000          |
| National Support Services       | \$ 960,300          |
| <hr/>                           |                     |
| <i>Total Operating Expenses</i> | <i>\$ 3,956,800</i> |

**IRS** Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248344558  
May 18, 2015 LTR 416BC 0  
94-2494324 000000 00  
00019040  
BODC; TE

CANINE COMPANIONS FOR INDEPENDENCE  
2965 DUTTON AVE  
SANTA ROSA CA 95407

Employer Identification Number: 94-2494324  
Person to Contact: Mr. Burns  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your May 07, 2015, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in February 1979.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248344558  
May 18, 2015 LTR 4168C 0  
94-2494324 000000 00  
00019041

CANINE COMPANIONS FOR INDEPENDENCE  
2965 DUTTON AVE  
SANTA ROSA CA 95407

If you have any questions, please call us at the telephone number  
shown in the heading of this letter.

Sincerely yours,

*Susan M. O'Neill*  
Susan M. O'Neill, Department Mgr.  
Accounts Management Operations

STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
SACRAMENTO, CALIFORNIA 95867



November 30, 1978

In reply refer to  
344:GWH:bv:g

Canine Companions for Independence, Inc.  
4945 Grange Road  
Santa Rosa, CA 95404

Purpose : Charitable  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number :

On the basis of the information submitted and provided your present operations continue unchanged or conform to those proposed in your application, you are exempt from state franchise or income tax under Section 23701d, Revenue and Taxation Code. Any change in operation, character or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address also must be reported.

You are required to file Form 199 (Exempt Organization Annual Information Return) or Form 199B (Exempt Organization Annual Information Statement) on or before the 15th day of the 5th month (4 1/2 months) after the close of your accounting period. See annual instructions with forms for requirements.

You are not required to file state franchise or income tax returns unless you have income subject to the unrelated business income tax under Section 23731 of the Code. In this event, you are required to file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 3rd month (2 1/2 months) after the close of your annual accounting period.

If the organization is incorporating, this approval will expire unless incorporation is completed with the Secretary of State within 60 days.

Exemption from federal income or other taxes and other state taxes requires separate applications.

*A. Scott*

Anderson Scott, Manager  
Exempt Organization Section  
Telephone (800) 852-0370

cc: J. K. Derham  
Secretary of State  
Registrar of Charitable Trusts

FTB 4206-ATS (12/77)



**Canine Companions for Independence  
2015 Southwest Regional Board**

|  |  |
|--|--|
| <i>Baice, Bill</i><br>Philanthropist<br>Rancho Santa Fe, California  | <i>Moeller, Joe</i><br>Major League Baseball Scout<br>San Clemente, CA                             |
| <i>Cartin, Robert, DVM</i><br>Business Owner<br>Oceanside, California  | <i>Peluso, Jack</i><br>Financial Advisor<br>San Diego, California                                  |
| <i>Conlin, Col. Christopher C., USMC (Ret.)</i><br>Business Professional<br>San Diego, California                      | <i>Small, Stephanie, LLC</i><br>Business Owner<br>Phoenix, AZ                                      |
| <i>Gackstetter, Tim</i><br>Program Manager/Engineer<br>Canine Companion Graduate<br>San Diego, California              | <i>Street, Bob</i><br>National Board Member<br>Business Owner/Civic Leader<br>Colorado Springs, CO |
| <i>Gregos, Glen</i><br>Retired Banker<br>Canine Companions Graduate<br><i>Woodland Hills, CA</i>                       | <i>Thiederman, Sondra, PhD.</i><br>Business Owner<br>San Diego, CA                                 |
| <i>Haydel, Kim</i><br>Vice President, Sales<br>Canine Companions Graduate<br>Gardena, California                       | <i>Ward, Mark</i><br>Customer Programs Policy Advisor,<br>Utilities Industry<br>Poway, California  |
| <i>Hennessy, Leslie</i><br>National Board Member<br>Business Executive, Industry Council<br>Colorado Springs, Colorado | <i>Weir, Lance, USMC Reserve Veteran</i><br>Canine Companions Graduate<br>Carlsbad, California     |
| <i>Hollenstein, Tommy</i><br>Artist, Canine Companions Graduate<br>Canoga Park, California                             | <i>Wilson, Margaret</i><br>Retired Occupational Therapist<br>Coronado, California                  |
| <i>Miley, Cynthia</i><br>Business Executive<br>Hailey, Idaho   |  |

*It is Canine Companions' policy not to disclose individual board member addresses or telephone numbers.  
If you would like to contact a board member, we would be happy to facilitate the communication. Our board meets four times a year.*



October 6, 2015

San Marcos Community Foundation  
One Civic Center Drive  
San Marcos, CA 92069

Dear Ms. Kaserman:

On behalf of Canine Companions for Independence, we are grateful for the opportunity to present this proposal for the **Quarterly Funding Cycle** to the San Marcos Community Foundation. Canine Companions respectfully requests funding in the amount of **\$5,000.00 to support the training and placement of a new Canine Companion for a person with a disability residing in San Marcos, California.** The Canine Companions for Independence Program Manager in Oceanside has confirmed that a San Marcos resident has been selected for the Graduate Team Training Program for the 2015-16 year.

Founded in 1975, CCI pioneered the concept of training assistance dogs to help people with disabilities other than blindness and remains the respected leader in this rapidly growing field. For 40 years, our work has been guided by our valuable mission: ***to enhance the lives of people with disabilities by providing highly trained assistance dogs and ongoing support to ensure quality partnerships.***

A grant from the San Marcos Community Foundation would cover the direct costs involved in breeding, raising and training one dog for placement with a local resident of San Marcos with a disability, and providing follow-up services to the team. The generosity of donors like the San Marcos Foundation and the efficiency of our program enable us to provide our assistance dogs, training and ongoing support services free of charge to the recipients.

We hope you will look favorably on our request and partner with us to dramatically change the life of someone with a disability in San Marcos. Together, we can provide a future graduate the gift of companionship, love, hope and independence. If you should have questions or require additional information, please feel free to contact me directly at (760) 901-4306.

Kind regards,

Margaux Dinerman  
SW Region Development Associate  
Canine Companions for Independence

**2015 Grant Proposal**  
**San Marcos Community Foundation**

Canine Companions for Independence respectfully requests your support to fund the cost of one graduate team from San Marcos for Team Training--a critical component in the process that prepares and provides persons with disabilities a skilled assistance dog. The two-week Team Training takes place at the Southwest Regional Campus in the neighboring community of Oceanside. Once a graduate completes the program, they will return to San Marcos and impact the entire community by living a fuller and more independent life. While our mission is to focus on the individuals with disabilities, the graduate team acts as an ambassador and helps build tolerance, understanding and acceptance within a community. Each time a team is out in public, there is an opportunity for teachable moments; to touch people, educate people both young and old and bring people together in a positive and impactful way. A community that supports all of their citizens through tolerance and understanding is healthier and more cohesive community and by supporting a graduate team from San Marcos is a visible reminder that taking care of its citizens makes communities better and stronger.

**About Canine Companions for Independence:** Canine Companions pioneered the concept of training dogs to assist adults and children living with physical and developmental disabilities. Founded in 1975, our work is driven by an important mission: *to enhance the lives of people with disabilities by providing highly trained assistance dogs and ongoing support to ensure quality partnerships.* Effective, quality services has earned Canine Companions its reputation as the leader and gold standard in the growing assistance dog industry. We are thrilled to be celebrating our 40<sup>th</sup> Year Anniversary.

The essence of Canine Companions' program involves:

- Breeding, raising and training assistance dogs.
- Strategically matching the dogs with qualified applicants during a two week training program.
- Providing long-term and life time support services to ensure success of every human-canine team.
- Provide a dog free of charge to the graduate.

**Need:** 11.9% of the civilian non-institutionalized population of the United States has been diagnosed with at least one disability. This includes 10% of adults from ages 18-64, and 4% of children under 18. (2010 US Census) Persons with developmental and physical disabilities often deal with limited mobility and social ostracism. Simple tasks that a non-disabled person may take for granted such as opening a door or picking up a dropped object, for example, can be impossible for some individuals with limited mobility. Moreover, people with disabilities are frequently left behind by a society that averts its eyes from those it finds different. Assistance dogs make an impactful difference in the well-being of children and adults with disabilities through their aptitude to aid with tasks of daily living and improving the emotional quality of the individual's life.

**Project purpose:** Funding from the San Marcos Community Foundation will enable Canine Companions to provide one highly trained assistance dog for one resident from San Marcos with disability free of charge, thereby making an immediate, tangible and dramatic impact in the quality of life on this underserved population. Additionally, while the funds we seek only directly impact one team from San Marcos, our goal is to educate residents about the important role that service dogs play in the lives of an individual with a disability. A person who receives a dog from our program gains more confidence and lives a much more independent life. While out in the community of San Marcos, the dog acts as an ice breaker to those who may have little to no direct contact with a person with a disability. Children who may feel uncomfortable seeing a person in a wheelchair is immediately put at ease by seeing a service dog. Once that barrier is broken, the community at large is impacted because they learn tolerance, acceptance and understanding. There is a strong ripple effect from the canine human team that is felt throughout the entire community and each team acts as ambassadors to create a more cohesive and close knit community. Studies indicate that recipients of assistance dogs report that more people approached them (100%), their social interactions increased (87%), and that their number of friends expanded (59%) [Fairman & Huebner, 2001]. Overall, they describe a greater sense of belonging and they feel more socially accepted.

**Project:** A Graduate Sponsorship supports one student from San Marcos to reside at the Southwest Training Facility in Oceanside during an intensive two week period known as Team Training. During the two week program, students meet six days a week to learn about canine behavior and care, dog handling skills, and the commands that their

future partners already know. Each class is led by Canine Companions professional instructors. The student and his or her family member(s) are taught how to work in partnership with their assistance dog through seminars, quizzes, hands-on instruction, and practice, both at the regional center and with frequent field trips to locations such as shopping malls and restaurants. Staff members match each student with the assistance dog that best meets his or her needs, a skill that receives awed feedback from recipients who can't believe what an apt companion has joined their lives.

**The Skilled Companion Graduate Sponsorship includes:**

- Two weeks of thorough, professional instruction, monitoring and evaluation.
- Training manuals.
- Training equipment- leashes, collars, assistance dog vests etc.
- Field trips.
- Hands-on training with a dog.
- Private room and accessible bath for each student plus community kitchen and laundry facilities and meals at our Southwest Campus.
- 24-hour caretaker and security.
- "Going home" packet which includes grooming supplies, food bowls, toys and a limited food supply.
- Assistance Dogs International public access certification (upon successful completion of written and practical exams).

The students are administered written and practical tests to measure their level of knowledge and ability to be successful at home with their new assistance dog. In order to receive temporary home and public access with their canine companion, they must pass both tests. Six weeks after they have passed the Team Training, graduates return to the Canine Companions campus for their formal public access tests and certification using the standards of Assistance Dogs International. In total, students will learn the 40 + commands, experience 100+ classroom hours, 17 hours of lectures, 50 practice sessions, 10-12 hours on field trips, 25 hours outside the classroom for study and testing and 1.5 days of final evaluations.

**Intended results:** With the successful placement of an assistance dog with one person with a disability, Canine Companions intended results include:

- The team will gain enhanced self-confidence, loving companionship, hope, self-esteem and independence.
- The team will be able to take advantage of new opportunities that may not have been feasible prior to receiving an assistance dog.
- The team and family will gain an important new sense of responsibility in providing care and a safe, loving home for their dog.
- The team will make important new social connections with his/her peers and community that result in greater inclusion and disability awareness.
- General awareness of Canine Companions will grow, building a greater community understanding of assistance dogs and of the challenges faced by people with disabilities.

**Monitoring and Reporting Progress; Measuring Project Success:** Success will be determined by the following monitoring and evaluation tools, used at every stage of the process:

- ✓ Annual veterinary report.
- ✓ Thorough instruction, monitoring and evaluation throughout Team Training.
- ✓ Certification testing 45 days post-graduation and every one to three years thereafter.
- ✓ Regular reports, visits, workshops, phone calls and emails throughout the lifetime of the partnership to ensure ongoing success.

**Timeline:** This grant would provide a Canine Companions assistance dog for one person from San Marcos on Canine Companions' waiting list who has already passed through the extensive application and interview process. Following successful completion of Team Training, the new teams will graduate in a special public ceremony. The team will return to the Southwest Center 45 days later for public recertification testing and provide regular progress reports as required by Canine Companions. Home visits, workshops, seminars, special events, testing and reunions will be continually offered in addition to phone and email support to enable the team's long-term success. Each team that graduates will remain together between eight to ten years. Imagine the impact this team will have on the countless people they will touch in San Marcos over time. The ripple affects are endless.

Form 990

Department of the Treasury  
Internal Revenue Service

## \*\* PUBLIC DISCLOSURE COPY \*\*

## Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public.

► Information about Form 990 and Its Instructions is at [www.irs.gov/form990](http://www.irs.gov/form990)

OMB No 1545-0047

2014  
Open to Public  
Inspection

A For the 2014 calendar year, or tax year beginning \_\_\_\_\_ and ending \_\_\_\_\_

|  |   |  |   |
|--|---|--|---|
| B Check if applicable  | C Name of organization<br><b>CANINE COMPANIONS FOR INDEPENDENCE, INC.</b> |  | D Employer identification number<br><b>94-2494324</b> |
| Doing business as<br><b>P.O. BOX 446</b>   |   | E Telephone number<br><b>(707) 577-1700</b>  |   |
| Number and street (or P.O. box if mail is not delivered to street address) Room/suite<br><b>SANTA ROSA, CA 95402-0446</b>  |   | F City or town, state or province, country, and ZIP or foreign postal code<br><b>SANTA ROSA, CA 95402-0446</b> |   |
| G Gross receipts \$ <b>33,544,919.</b>   |   |  |   |
| H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No  |   |  |   |
| H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No   |   |  |   |
| H(c) Group exemption number ►  |   |  |   |
| I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c)( ) (Insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 |   |  |   |
| J Website: ► <a href="http://WWW.CCI.ORG">WWW.CCI.ORG</a>  |   |  |   |
| K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ►           |   |  |   |
| L Year of formation: <b>1975</b> M State of legal domicile: <b>CA</b>  |   |  |   |

## Part I Summary

|                             |   |                                |
|-----------------------------|---|--------------------------------|
| Activities & Governance     | 1 Briefly describe the organization's mission or most significant activities: <b>TO PROVIDE TRAINED DOGS TO DISABLED PEOPLE.</b>            |                                |
|                             | 2 Check this box ► <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets. |                                |
|                             | 3 Number of voting members of the governing body (Part VI, line 1a) <b>3</b>  |                                |
|                             | 4 Number of independent voting members of the governing body (Part VI, line 1b) <b>4</b>  |                                |
|                             | 5 Total number of individuals employed in calendar year 2014 (Part V, line 2a) <b>5</b>   |                                |
|                             | 6 Total number of volunteers (estimate if necessary) <b>226</b>   |                                |
|                             | 7a Total unrelated business revenue from Part VIII, column (C), line 12 <b>3000</b>   |                                |
|                             | b Net unrelated business taxable income from Form 990-T, line 34 <b>0.</b>  |                                |
| Revenue                     | 8 Contributions and grants (Part VIII, line 1h) <b>18,410,352.</b>  |                                |
|                             | 9 Program service revenue (Part VIII, line 2g) <b>244,872.</b>  |                                |
|                             | 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) <b>456,885.</b>  |                                |
|                             | 11 Other revenue (Part VIII, column (A), lines 5, 8d, 8c, 9c, 10c, and 11e) <b>38,612.</b>  |                                |
|                             | 12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) <b>19,150,721.</b>                                    |                                |
| Expenses                    | 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3) <b>0.</b>   |                                |
|                             | 14 Benefits paid to or for members (Part IX, column (A), line 4) <b>0.</b>  |                                |
|                             | 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) <b>10,334,767.</b>                                     |                                |
|                             | 16a Professional fundraising fees (Part IX, column (A), line 11e) <b>176,908.</b>   |                                |
|                             | b Total fundraising expenses (Part IX, column (D), line 25) ► <b>4,684,071.</b>   |                                |
|                             | 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) <b>6,393,393.</b>   |                                |
|                             | 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) <b>16,905,068.</b>   |                                |
|                             | 19 Revenue less expenses. Subtract line 18 from line 12 <b>2,245,653.</b>   |                                |
| Net Assets or Fund Balances | Beginning of Current Year <b>50,424,902.</b>  | End of Year <b>55,113,246.</b> |
|                             | 20 Total assets (Part X, line 16) <b>1,841,065.</b>   | <b>2,773,804.</b>              |
|                             | 21 Total liabilities (Part X, line 26) <b>48,583,837.</b>   | <b>52,339,442.</b>             |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|           |  |  |
|-----------|--|--|
| Sign Here | ► Signature of officer<br><br><b>MR. ALAN FEINNE, CHIEF FINANCIAL OFFICER</b> | Date <b>6/29/15</b>  |
| Paid      | Print/Type preparer's name<br><b>MAGA E. KISRIEV</b>   | Preparer's signature  |
| Preparer  | Firm's name ► <b>HOOD &amp; STRONG LLP</b>   | Date <b>6/26/15</b> Check <input type="checkbox"/> if self-employed PTIN <b>P01008919</b>                |
| Use Only  | Firm's address ► <b>100 FIRST STREET, 14TH FLOOR<br/>SAN FRANCISCO, CA 94105</b>   | Firm's EIN ► <b>94-1254756</b>   |
|           |  | Phone no. <b>415.781.0793</b>  |

May the IRS discuss this return with the preparer shown above? (see instructions)

432001 11-07-14 LHA For Paperwork Reduction Act Notice, see the separate instructions.

Form 990 (2014)

## Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III  X1 Briefly describe the organization's mission:

**CANINE COMPANIONS FOR INDEPENDENCE IS A NON-PROFIT ORGANIZATION THAT ENHANCES THE LIVES OF PEOPLE WITH DISABILITIES BY PROVIDING HIGHLY TRAINED ASSISTANCE DOGS AND ONGOING SUPPORT TO ENSURE QUALITY PARTNERSHIPS.**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  X No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  X No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:   ) (Expenses \$ 6,290,281. including grants of \$   ) (Revenue \$   )  
**HELP IS A FOUR-LEGGED WORD**  
**TRAINING**

PROFESSIONAL CANINE COMPANIONS INSTRUCTORS SPEND SIX TO NINE MONTHS TEACHING THE DOG TO MASTER MORE THAN 40 COMMANDS, BEFORE THE DOG CAN GO THROUGH TEAM TRAINING AND BE MATCHED WITH AN ADULT OR CHILD WHO HAS A DISABILITY, OR A PROFESSIONAL ASSISTING PEOPLE WITH DISABILITIES. WE TRAIN FOUR TYPES OF ASSISTANCE DOGS TO BEST SERVE OUR CLIENTS:

\* SERVICE DOGS - ASSIST ADULTS WITH PHYSICAL DISABILITIES BY PERFORMING DAILY TASKS, SUCH AS PICKING UP DROPPED ITEMS.

\* SKILLED COMPANIONS - ENHANCE INDEPENDENCE FOR CHILDREN AND ADULTS

4b (Code:   ) (Expenses \$ 2,823,652. including grants of \$   ) (Revenue \$   )  
**RAISING PUPPIES, CHANGING LIVES**  
**BREEDING AND PUPPY RAISING PROGRAMS**

OVER THE PAST 39 YEARS, CANINE COMPANIONS HAS DEVELOPED A PROVEN FORMULA FOR BREEDING, RAISING AND TRAINING ASSISTANCE DOGS.

CANINE COMPANIONS BREEDS LABRADOR RETRIEVERS, GOLDEN RETRIEVERS AND A CROSS OF THE TWO TO BE ASSISTANCE DOGS.

VOLUNTEER BREEDER CARETAKERS CARE FOR OUR BREEDER DOGS AND NURTURE NEWBORN PUPPIES FOR EIGHT WEEKS.

4c (Code:   ) (Expenses \$ 2,704,637. including grants of \$   ) (Revenue \$   )  
**SERVING NATIONALLY, ACTING LOCALLY**  
**PUBLIC INFORMATION AND LOCAL PRESENCE**

CANINE COMPANIONS FOR INDEPENDENCE TAKES A PROACTIVE STANCE IN RAISING AWARENESS OF ASSISTANCE DOGS AND CHALLENGES FACED BY PEOPLE WITH DISABILITIES. OUR EFFORTS HAVE PRODUCED MANY ARTICLES IN NATIONAL AND REGIONAL NEWSPAPERS, MAGAZINES, NEWSLETTERS AND ONLINE. CANINE COMPANIONS HAS WORKED WITH NATIONAL AND REGIONAL WEB, RADIO AND TELEVISION BROADCASTS TO BRING AWARENESS OF OUR PROGRAM TO MILLIONS.

TO KEEP SUPPORTERS INFORMED OF NATIONAL, REGIONAL AND LOCAL ACTIVITIES, CANINE COMPANIONS FOR INDEPENDENCE DISTRIBUTES A PRINT NEWSLETTER, THE

4d Other program services (Describe in Schedule O.)

(Expenses \$ 1,987,903. including grants of \$   ) (Revenue \$ 668,410.)

4e Total program service expenses ► 13,806,473.



**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**

(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|  |  |  |
|--|--|--|
| Project Name: Charity Wings Art & Crafts Center<br><br>Date Submitted: 10/6/15   | Total # of people served: 2,350<br><br>Total # of San Marcos residents served: 1,457 (62%) | Amount Requested: \$4,902  |
| Non-Profit Organization Name and Address, Website<br><br>Charity Wings Art & Craft Center<br>251 North City Drive, Suite 127<br>San Marcos, CA 92078<br><a href="http://www.charitywings.org">www.charitywings.org</a> |  | Contact Person – Name, Title & Phone, email<br><br>Elena Lai Etcheverry, Founder/Executive Director<br><a href="mailto:elena@charitywings.org">elena@charitywings.org</a><br>Office: 760-591-3010<br>Mobile 619-850-3777 |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):  
Charity Wings is requesting funding to cover expenses related to the opening of our new location for the Art & Craft Center, as well as 20% of the salary for our part-time Class and Volunteer Coordinator. Specifically:

|   |                   |
|---|-------------------|
| Gallery Rails, Cables & Clips for art exhibition displays | \$1,859.00        |
| Liability Insurance for Staff & Volunteers                | \$ 963.00         |
| 20% Class & Volunteer Coordinator Salary                  | \$2,080.00        |
| <b>Total:</b>   | <b>\$4,902.00</b> |

Briefly describe the significance of your request to the San Marcos community:

Charity Wings Art & Craft Center provides free therapeutic art services and field trips to many local charities including Wounded Warriors, Scout Troops, San Marcos Unified School District, San Marcos Boys and Girls Club, San Marcos Senior Center, CSUSM, local cancer support groups, migrant workers, San Marcos ARC and other adults with disabilities, Fraternity House, Inc., military families, and more! In addition, the general public can take classes or stop in to work on a project.

April 2016 marks our 10 year anniversary here in San Marcos. For our new Art & Craft Center location, we chose a home that makes us part of the growing CSUSM campus. (We are now a storefront under the newest dorms.) Our projects, events and classes range from ceramics, pottery, metalsmithing, jewelry making, sewing, knitting/crochet, scrapbooking, to poetry, mixed media, painting (oil and acrylic), and home décor. Help us keep art classes accessible to all. Art transcends all boundaries. Race, gender, culture, socioeconomic status, age, ability. We believe Art and creativity are the foundation of all we do as human beings and that the most therapeutic thing people can do is exercise their imagination.

|  |  |
|--|--|
| Please attach the following items.<br><br><b>Both Mini-Grant &amp; Regular:</b><br>1. Budget for request (use SMCF Budget Worksheet)<br>2. Annual Operating budget for the organization or unit<br>3. Federal & State Tax ID numbers<br>4. Board of Directors listing with affiliations<br><br><b>5. Regular Grants Only:</b><br>a. 1-2 page narrative<br>b. First 2 pages of Federal 990<br>c. Most recent year-end Statement or Audit including any management letters associated with Audit.<br>d. Signature of President or Authorized Officer on Application<br>e. Optional: letters of support | Expected date project will begin/end: Ongoing<br><br>Date by which funds will be expended: 6/30/16   |
|  | Signature of President or Authorized Officer<br>Elena Lai Etcheverry,<br>Founder/Executive Director 10/6/15  |
|  | Name, Title  Date   |
|  | Submit Via Mail, In Person or Via Email to:<br>San Marcos Community Foundation<br>c/o City of San Marcos<br>1 Civic Center Drive<br>San Marcos, CA 92069<br>Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a> |

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

**CHARITY WINGS**

Provide an itemized list of expenses for this project:

(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|  |                  |
|--|------------------|
| <u>1 set of gallery rails with 100 cables and clips for hanging art on every wall and the big windows at Charity Wings Art Center.</u> | <u>\$ 1,859</u>  |
| <u>1 Liability Insurance Policy covering building, staff and volunteers</u>  | <u>\$ 963</u>    |
| <u>1 Class &amp; Volunteer Coordinator's Salary (PT 20 hrs/week @\$10/hr)</u>  | <u>\$ 10,400</u> |
| <u>Payroll Taxes/Benefits/Workers Comp for Coordinator(@22%)</u>   | <u>\$ 2,288</u>  |
|  | <u>\$</u>        |
|  | <u>\$</u>        |
|  | <u>\$</u>        |
|  | <u>\$</u>        |

**Total budget for this PROJECT:** **\$ 15,510**

**Grant Request Amount:** **\$ 4,902**

*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

**Is this a challenge grant? Yes, partly Could it be?**

We are asking donors and other foundations to match the San Marcos Community Foundation by each contributing 20% of the Class & Volunteer Coordinator's salary.

The rest of our request will help us get up and running and creating. We are asking the San Marcos Community Foundation for 100% of the building insurance and 100% of the costs of Gallery Rails so that the installation work can happen all at one time and be ready to be unveiled with a large art display at our 10<sup>th</sup> Anniversary Celebration, during the month of April 2016.

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|                 |  |             |
|-----------------|--|-------------|
| <u>\$ 2,080</u> | <u>Private Donor Match (for 20% Class/Vol. Coordinator)</u>        | <u>** C</u> |
| <u>\$ 2,080</u> | <u>Class Fees (\$5 -\$20/Class, sliding scale) (20% of Coord.)</u> | <u>** P</u> |

## Charity Wings 2015-2016 Operating Budget

### Income

|  |                     |                     |
|--|---------------------|---------------------|
| Grants   | \$                  | 10,000.00           |
| Sponsorships/Corporate Donations               | \$                  | 12,000.00           |
| Fundraising Events                             | \$                  | 8,000.00            |
| Individual Donations                           | \$                  | 6,889.00            |
| Memberships (\$10 -\$25/month)                 | \$                  | 18,000.00           |
| Birthday Parties/Event Bookings/Non-Member Use | \$                  | 15,000.00           |
| Art Class Fees (sliding Scale)                 | \$                  | 7,500.00            |
|  | <b>Total Income</b> | <b>\$ 77,389.00</b> |

### Expense

#### Direct Program Costs:

|  |                                |                     |
|--|--------------------------------|---------------------|
| Art Center Rental (@\$844/month)                   | \$                             | 10,128.00           |
| Art Center & Restroom Supplies (@\$650/month)      | \$                             | 7,800.00            |
| Art Center Utilities/Phone/Internet (@\$600/month) | \$                             | 7,200.00            |
|  | <b>Direct Program Subtotal</b> | <b>\$ 25,128.00</b> |

#### Direct Staffing:

|   |                                 |                     |
|---|---------------------------------|---------------------|
| Communications Manager (PT, 15 hrs/week)        | \$                              | 7,800.00            |
| Class & Volunteer Coordinator (PT, 20 hrs/week) | \$                              | 10,400.00           |
| Executive Director (FT, Stipend, 50% Programs)  | \$                              | 4,800.00            |
| Payroll Taxes/Workers Comp                      | \$                              | 8,250.00            |
| Mileage (@ \$0.51 /mile, @400 -450 miles/month) | \$                              | 2,500.00            |
|   | <b>Direct Staffing Subtotal</b> | <b>\$ 33,750.00</b> |

#### One-Time New Location Expenses

|                               |                 |                    |
|-------------------------------|-----------------|--------------------|
| Gallery Rails, Cables & Clips | \$              | 1,859.00           |
|                               | <b>Subtotal</b> | <b>\$ 1,859.00</b> |

#### Indirect Costs/Staffing

|  |                 |                     |
|--|-----------------|---------------------|
| Office Supplies/Postage (@ \$250/month)      | \$              | 3,000.00            |
| Insurance                                    | \$              | 963.00              |
| Executive Director (FT, stipend, 50% Admin.) | \$              | 4,800.00            |
| Administrative Assistant/Bookkeeper          | \$              | 5,200.00            |
| Board of Directors Insurance                 | \$              | 689.00              |
| Accountant Fees                              | \$              | 2,000.00            |
|  | <b>Subtotal</b> | <b>\$ 16,652.00</b> |

|                      |                     |
|----------------------|---------------------|
| <b>Total Expense</b> | <b>\$ 77,389.00</b> |
|----------------------|---------------------|

Charity Wings is a federally and state recognized 501(C)(3) organization.  
All donations are tax-deductible to the fullest extent of the law.

**Federal Tax ID # 20-8864245**

**State Tax ID # 2990288**

## Charity Wings 2015-2016 Board of Directors

### **President**

Elena Lai Etcheverry  
Executive Director, Charity Wings  
209 Westlake Dr. #1  
San Marcos CA 92069  
619-850-3777

### **Board Members**

Tricia Blum  
Attorney, Self Employed  
Ventura, CA  
760-809 4260

### **Secretary**

Sarah Han  
Administrator, Wejungo Inc.  
9442 Hito Ct, San Diego, 92129  
858-380-9202

Jen Cushman  
Owner, Ice Resin Inc  
828 W. Indianola Ave  
Phoenix, AZ 85013  
928-970-1312

### **Treasurer**

Ivan Derezin  
Owner, The Bellows Restaurant  
803 S. Twin Oaks Valley Rd, #107  
San Marcos, CA 92078  
619-395-6325

Carol Farrar  
President, 1850 Realty  
677 Weatherstone Way  
San Marcos 92078  
760-532-2724

Matt Simmons  
Vice President of Field Operations/Partner/Owner,  
Consultants Collaborative Inc.  
963 Stoneridge Way  
San Marcos, CA 92078  
760-484-8832

Paul Malone  
President, EvCon Consulting  
640 Via Del Campo  
San Marcos, CA 92078  
7608022487

Jan Williams  
Crafter  
2134 Choya Canyon Rd  
Escondido, cA 92025

## **Charity Wings 1 – 2 page narrative: Page 1**

### **Mission:**

Charity Wings is an inspiring place for people of all ages to “Gather, Give Back and Create”; as well as to partner with other charities to give free classes to those who can benefit from the hope, happiness and healing that art can provide.

### **Program Overview:**

Charity Wings Art & Craft Center provides free therapeutic art services to many local charities including Wounded Warriors, Scout Troops, San Marcos Unified Schools, San Marcos Boys and Girls Club, San Marcos Senior Center, San Marcos Historical Society, CSUSM, local cancer support groups, migrant workers, San Marcos ARC and other agencies providing services to adults with disabilities, Fraternity House, Inc., military families, and more! In addition, the general public can take low-cost classes, or stop in to work on a project of their own using our tools and supplies.

Our projects, events and classes range from ceramics, pottery, metalsmithing, jewelry making, sewing, knitting/crochet, scrapbooking, to poetry, mixed media, painting (oil and acrylic), and home décor. Help us keep art classes accessible to all. Art transcends all boundaries. Race, gender, culture, socioeconomic status, age, ability. We believe Art and creativity are the foundation of all we do as human beings and that the most therapeutic thing people can do is exercise their imagination.

We have just opened the doors at our new Art & Craft Center location. We strategically chose a home that makes us part of the growing CSUSM campus. (We are now a storefront under the newest dorms.) We have collaborations with various departments in CSUSM to help at all the community fairs on campus. We host hands-on project making tables at their awareness events such as suicide prevention day, eating disorders awareness day, etc. We are now offering free center memberships to students and we are already seeing more students joining us for our organized classes and events. We also offer internships and volunteer opportunities which the students have been taking advantage of now that we are so visible.

Our prior space was in a warehouse a few blocks away on Industrial Street. Just before our move we did a two month zip code study, collecting zip codes from center attendees. 63% attending listed their zip-code as City of San Marcos (92069, 92096, 92078, and 92079). We expect that % to grow at our new location.

April 2016 marks our 10 year anniversary! It is only through generous community members, sponsor support and local grants that we have been able to grow. We are small, but mighty! Over the last 10 years we have met our mission by hosting hundreds of field trips and crafting events, taking craft opportunities to organizations, teaching classes, donating creative projects and art to charity auctions, and giving free use of our space to organizations for creative fundraising events and presentations. To date Charity Wings volunteers have supported 93 different organizations in raising over \$437,000. Some of our partners have shared letters of support that we attached to this application.

## Charity Wings 1 – 2 page narrative: Page 2

### Use of Funds:

Charity Wings Art & Craft Center is requesting \$4,902 in funding for three key areas that will help us best serve the community and invite them in to use their imagination.

1. Gallery display rails to go on each wall with the cables and hooks to build beautiful art installations showcasing local artists. These displays will change periodically throughout the year. We have a new 25 foot art exhibit wall, large floor to ceiling windows and additional space where we would like to install the gallery rails. The estimate for our space to have gallery rails, 100 cables and 100 clips is \$1,859.
2. The next item we are asking the San Marcos Community Foundation to fund is our liability insurance for one year. While not glamorous, it is necessary to keep our doors open and engage volunteers, board, staff and the broader community in art projects at our center. The cost for 2016 is \$963.
3. We would like to use funding from the San Marcos Community Foundation as challenge to other donors and foundations. If you agree to fund 20% of our Class and Volunteer Coordinator's salary, we will work to find four matching donors. This position is crucial to our success. They schedule all classes and recruit volunteers. This is an ongoing 20 hour per week position at \$10/hour. 20% of the salary is \$2,080.

### Looking Forward:

Charity Wings' new space just had our soft grand opening in mid-September. We have additional new and exciting news to share along with settling into our new space: In late September we hosted the San Marcos Chamber of Commerce mixer. As of October 1<sup>st</sup>, we now are able to offer the only ceramic studio in San Marcos that is open to the community. We have been gifted 5 electric wheels and 2 kilns, tools, clay and glazes. There are so many wonderful things that can happen with collaboration and a truly inspiring space like Charity Wings Art & Craft Center.

With the support of the San Marcos Community Foundation, we are looking forward to all the additional creativity we can offer to our nonprofit partners and the community over the coming year! Thank you for your time and consideration. Please come out and see us! We are open seven days a week (closed major holidays) and welcome you to add some creativity to your life.

Form 990-EZ

Department of the Treasury  
Internal Revenue ServiceShort Form  
Return of Organization Exempt From Income Tax

OMB No. 1545-1150

2013

Open to Public  
Inspection

► Do not enter Social Security numbers on this form as it may be made public.  
► Information about Form 990-EZ and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

## A For the 2013 calendar year, or tax year beginning

, 2013, and ending

B Check if applicable

Address change  
 Name change  
 Initial return  
 Terminated  
 Amended return  
 Application pending

DBA CHARITY WINGS  
SCRAPBOOK ROYALTY INC  
287 INDUSTRIAL STREET  
SAN MARCOS, CA 92078

D Employer identification number

20-8864245

E Telephone number

619-850-3777

F Group Exemption  
NumberG Accounting Method:  Cash  Accrual Other (specify) ►

I Website: ► N/A

J Tax-exempt status (check only one) —  501(c)(3)  501(c) ( ) (insert no.)  4947(a)(1) or  527H Check ►  if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF)K Form of organization  Corporation  Trust  Association  Other

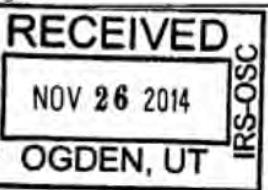
L Add lines 5b, 6c, and 7b, to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B) below) are \$500,000 or more, file Form 990 instead of Form 990-EZ. ► \$ 76,874.

## Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I 

|   |    |          |
|---|----|----------|
| 1 Contributions, gifts, grants, and similar amounts received  | 1  | 37,757.  |
| 2 Program service revenue including government fees and contracts   | 2  | 30,141.  |
| 3 Membership dues and assessments   | 3  | 8,976.   |
| 4 Investment income   | 4  |          |
| 5a Gross amount from sale of assets other than inventory  | 5a |          |
| b Less: cost or other basis and sales expenses  | 5b |          |
| c Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)   | 5c |          |
| 6 Gaming and fundraising events   |    |          |
| a Gross income from gaming (attach Schedule G if greater than \$15,000)   | 6a |          |
| b Gross income from fundraising events (not including \$ from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000) | 6b |          |
| c Less: direct expenses from gaming and fundraising events  | 6c |          |
| d Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)  | 6d |          |
| 7a Gross sales of inventory, less returns and allowances  | 7a |          |
| b Less: cost of goods sold  | 7b |          |
| c Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)  | 7c |          |
| 8 Other revenue (describe in Schedule O)  | 8  |          |
| 9 Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8  | 9  | 76,874.  |
| 10 Grants and similar amounts paid (list in Schedule O)   | 10 | 4,388.   |
| 11 Benefits paid to or for members  | 11 |          |
| 12 Salaries, other compensation, and employee benefits  | 12 | 27,342.  |
| 13 Professional fees and other payments to independent contractors  | 13 | 1,315.   |
| 14 Occupancy, rent, utilities, and maintenance  | 14 | 8,000.   |
| 15 Printing, publications, postage, and shipping  | 15 | 824.     |
| 16 Other expenses (describe in Schedule O)  | 16 | 45,711.  |
| 17 Total expenses. Add lines 10 through 16  | 17 | 87,580.  |
| 18 Excess or (deficit) for the year (Subtract line 17 from line 9)  | 18 | -10,706. |
| 19 Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)   | 19 | 6,849.   |
| 20 Other changes in net assets or fund balances (explain in Schedule O)   | 20 |          |
| 21 Net assets or fund balances at end of year. Combine lines 18 through 20  | 21 | -3,857.  |

BAA For Paperwork Reduction Act Notice, see the separate instructions.



TEEA0803L 11/27/13

Form 990-EZ (2013)

REVENUE  
SCANNED DEC 18 2014

EXPENSES

ASSETS

## Charity First 2 pages of Federal 990: Page 2

Form 990-EZ (2013) SCRAPBOOK ROYALTY INC DBA CHARITY WINGS

20-8864245 Page 2

Page 2

**Part II Balance Sheets (see the instructions for Part II)**

**Balance Sheets (see the instructions for Part II)**  
Check if the organization used Schedule O to respond to any question in this Part II.

X

|    |   | (A) Beginning of year | (B) End of year |
|----|---|-----------------------|-----------------|
| 22 | Cash, savings, and investments  | 14,677.               | 22              |
| 23 | Land and buildings  | 23                    | 8,464.          |
| 24 | Other assets (describe in Schedule O)   | SEE SCHEDULE O        | 24              |
| 25 | <b>Total assets</b>   | 14,677.               | 25              |
| 26 | Total liabilities (describe in Schedule O)  | SEE SCHEDULE O        | 7,828.          |
| 27 | <b>Net assets or fund balances</b> (line 27 of column (B) <b>must</b> agree with line 21) | 6,849.                | 27              |
|    |   | 27                    | -3,857.         |

**Part III Statement of Program Service Accomplishments (see the instructions for Part III)**

Check if the organization used Schedule O to respond to any question in this Part III

## Expenses

What is the organization's primary exempt purpose? SEE SCHEDULE O

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

(Required for section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts, optional for others )

|    |   |                          |             |
|----|---|--------------------------|-------------|
| 28 | SEE SCHEDULE O  |                          |             |
| 29 | (Grants \$ <input type="text"/> ) If this amount includes foreign grants, check here  | <input type="checkbox"/> | 28a 87,581. |
| 30 | (Grants \$ <input type="text"/> ) If this amount includes foreign grants, check here  | <input type="checkbox"/> | 29a         |
| 31 | (Grants \$ <input type="text"/> ) If this amount includes foreign grants, check here  | <input type="checkbox"/> | 30a         |
| 32 | Other program services (describe in Schedule O)<br>(Grants \$ <input type="text"/> ) If this amount includes foreign grants, check here | <input type="checkbox"/> | 31a         |
| 32 | <b>Total program service expenses</b> (add lines 28a through 31a)   | <input type="checkbox"/> | 32 87,581.  |

**Part IV List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated)

**Check if the organization used Schedule O to respond to any question in this Part IV**

1

BAA

TEEA0812L 11/27/13

**Form 990-EZ (2013)**

## Charity Wings Optional: letters of support- Letter 1:



Cal State San Marcos

**Student Health and Counseling Services**

California State University San Marcos  
San Marcos, California 92096-0001 USA

Tel: 760-750-4915; Fax: 760-750-3181  
[www.csusm.edu](http://www.csusm.edu)

October 5, 2015

To Whom It May Concern:

Student Health and Counseling Services, H.O.P.E. and Wellness Center provides health and wellness programming for students at California State University San Marcos. Health promotion and education planning encompasses mental health (stress, anxiety, depression, suicide prevention, alcohol and other drugs, and eating disorders) and physical health. Our focus is on prevention, early intervention, treatment and recovery and stigma reduction.

My partnership and collaborations with Charity Wings has produced many exciting projects that engage and educate students for mental and emotional health. This linkage with Charity Wings has increased our capacity to bring beneficial mental health messages to our students through creative art projects. I sincerely appreciate the linkage to artistic expression that Charity Wings has provided which enables my programs to be not only informative, but fun and memorable.

I have worked with Charity Wings Executive Director and staff for two years, in my role as Mental Health Educator. We have a wonderful working relationship, and I can always count on Charity Wings to respond with amazing ideas, an abundance of materials and enthusiastic volunteers. Charity Wings serves as a community resource for as many as 10 different events during an academic year.

I strongly support Charity Wings in their pursuit of grant funding. This organization is so worthy of support to continue and expand their work. I look forward to collaborations with Charity Wings during 2015-16.

Please do not hesitate to contact me if you need additional information.

Best,

Cheryl Berry, M. Ed.

**Mental Health Educator**

**Certified Instructor, Mental Health First Aid**

**Certified Instructor, ASIST**

**Certified Instructor, Question, Persuade, Refer**

**California State University San Marcos**

**Student Health and Counseling Services**

**Phone: 760-750-4946**

**Email: [cberry@csusm.edu](mailto:cberry@csusm.edu)**

**Website: [www.csusm.edu](http://www.csusm.edu)**

The California State University

Bakersfield • Channel Islands • Chico • Dominguez Hills • Fresno • Fullerton • Hayward • Humboldt • Long Beach • Los Angeles • Maritime Academy • Monterey Bay • Northridge • Pomona  
Sacramento • San Bernardino • San Diego • San Francisco • San Jose • San Luis Obispo • San Marcos • Sonoma • Stanislaus

## Charity Wings Optional: letters of support- Letter 2:



Wednesday, October 7, 2015

RE: Charity Wings Arts & Craft Center

To Whom It May Concern:

It is my privilege to recommend Charity Wings Art & Craft Center. Charity Wings has been a partner of the Boys & Girls Club of San Marcos for several years. Charity Wings has given Club youth members the opportunity to inspire, create and explore art in ways they otherwise would not have access to. Collaboration between Boys & Girls Club and Charity Wings includes field trips to the Art Center, bringing specialty art classes to the Club, and access to a variety of supplies.

Charity Wings has also extended their support beyond direct services to our youth members. They have provided meeting space, art supplies and creativity for our Auction fundraising committee, helping to increase the productivity of volunteers and bring another element of fun to the cause.

The Boys & Girls Club of San Marcos has benefitted from our partnership with Charity Wings. We look forward to future collaborations as both agencies continue to support the community at large through positive and engaging opportunities. If you have any questions, please feel free to contact me at (760) 471-2490 x303.

Sincerely,

A handwritten signature in black ink that reads "Tish Murry".

Tish Murry  
Chief Executive Officer  
Boys & Girls Club of San Marcos

### *Jennifer Loscher Building and Administrative Offices*

1 Positive Place  
San Marcos, CA 92069  
Tel. 760.471.2490  
Fax 760.471.0673  
[www.boysgirlsclubsm.org](http://www.boysgirlsclubsm.org)

### *The Club Teen Center*

1 Positive Place  
San Marcos, CA 92069  
Tel 760.290.3527

### *Extension Sites*

San Marcos Middle School  
Woodland Park Middle School  
Alvin Dunn Elementary School  
San Marcos Elementary School  
Copper Creek in San Elijo Hills  
San Elijo Middle School

### *Board of Directors*

Jason Simmons | *Chairman*  
Tim Williams | *Treasurer*  
Paul Malone | *Secretary*  
Debbie Thompson | *Past Chairwoman*  
Chris Cochran  
Ginger Hitzke  
Russ Jabara  
Gary Levitt  
Gary Massa

### *Advisory Council*

Supervisor Bill Horn  
*San Diego County*  
Vice Mayor Rebecca Jones  
*City of San Marcos*

Hal Martin  
*Vollecitos Water District*

Dr. Jan Jackson

Dr. Kevin Holt, Superintendent  
*San Marcos Unified School District*

Shaylin D. Sivert, Dean  
*Palomar College*

Jack Griffin, City Manager  
*City of San Marcos*

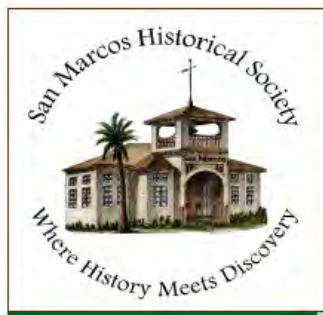
### *Trustees*

Donald Findlay\*  
Art Harris\*  
Chuck Lehrer\*  
Stanley Mahr\*  
Dr. Jim Sands\*

Tish Murry | *Chief Executive Officer*

\*Past Chair      \*Deceased

## Charity Wings Optional: letters of support- Letter 3:



October 5, 2015

Elena Lai Etcheverry  
Founder/Executive Director  
Charity Wings Art & Craft Center

Board of Directors  
2015

President  
Tanus Brown

Vice President  
Mimi Kennedy

Treasurer  
Steve Hall

Secretary  
Jan Wright

Kirk Effinger

Jackie Hartley

Dawn Coats

Bridget Lopez

Robert Caslava

Barbara Krywko

JoEllen Maus

Merry Williams

Contact Us  
760-744-9025  
[sanmarcoshistory@att.net](mailto:sanmarcoshistory@att.net)

Website  
[www.smhistory.org](http://www.smhistory.org)

Visit  
Heritage Park

1952 Sycamore Dr.  
Walnut Grove Park  
San Marcos, CA 92069

Tuesday, Thursday,  
Saturday 1-4:30 PM  
or by appointment

Dear Elena:

Thank you so much for all the support Charity Wings has given the San Marcos Historical Society and Heritage Park in the last year. The donation of garden beds and the beautiful mural have transformed our garden area from a simple farmhouse kitchen garden into a place for kids to become inspired while they participate in our gardening activities associated with Hands on History at Heritage Park.

We also appreciate your participation in the upcoming Horse Heritage Festival next weekend. Your craft ideas will enhance the theme of the event and provide a fun project for both children and parents at the same time.

Since we've gotten to know each other through our common participation with the San Marcos Arts Council, we've had a chance to brainstorm ideas for future collaborations that can be both culturally and artistically enriching to the San Marcos community. I really appreciate your willingness to participate in so many events that support the spirit of creativity while at the same time helping others.

I believe the move to your new location will provide a better opportunity for you to reach a wider audience and share what Charity Wings is all about. The Historical Society also looks forward to continuing to work with you on joint projects across San Marcos, that bring together both young and old, college students and retirees. The possibilities are unlimited.

Thank you again for your contributions and involvement with the San Marcos Historical Society. I look forward to future projects where we can create wonderful experiences for San Marcos and support the mission and goals of both our organizations.

Best of luck on your grant application. Charity Wings is just another example of what makes San Marcos such a great city to live in!

Sincerely,

*Tanis Brown*

Tanis Brown  
San Marcos Historical Society



**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**

(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|  |   |  |
|--|---|--|
| Project Name: Save-A-Life Program<br>Date Submitted: 8/6/15  | Total # of people served: 250<br>Total # of San Marcos residents served: 15 | Amount Requested: \$3,000  |
| Non-Profit Organization Name and Address, Website<br>Foundation for Animal Care & Education<br>10455 Sorrento Valley Road #208<br>San Diego, CA 92121<br>www.face4pets.org |   | Contact Person – Name, Title & Phone, email<br>Brooke Haggerty<br>Executive Director<br>858-450-3223<br>Brooke@face4pets.org |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

Established in 2006, the Foundation for Animal Care and Education (FACE) is a not-for-profit 501(c)(3) public charity whose mission is to enhance and preserve the quality of life of animals by providing access to necessary medical care and education. To date, FACE has provided more than \$1.9 million in financial assistance to more than 1,200 families with pets requiring emergency veterinary care.

Briefly describe the significance of your request to the San Marcos community:

In the past year, FACE provided more than \$20,000 in financial assistance to pets requiring emergency veterinary care in San Marcos pet hospitals. Families requesting assistance from FACE are as varied as their animals and breeds. We have helped senior citizens, military families, single parents, students, widows/widowers, the homeless, low-income families and individuals, and people with disabilities. These people consider their pets members of their family, but simply do not have the resources to afford all or part of the cost of emergency veterinary care. Without the Save-A-Life Program, these pets would either pass away or need to be euthanized to alleviate their suffering.

Please attach the following items.

**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations

**5. Regular Grants Only:**

- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- c. Most recent year-end Statement or Audit including any management letters associated with Audit.
- d. Signature of President or Authorized Officer on Application
- e. Optional: letters of support

Expected date project will begin/end:

Date by which funds will be expended:

Signature of President or Authorized Officer

 8/4/15

Name, Title

Brooke Haggerty, E.D.

Date

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

Email (PDF Format): [wkaserman@san-marcos.net](mailto:wkaserman@san-marcos.net)

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

**Total budget for this PROJECT:** \$ 465,000

**Grant Request Amount:** \$ 3,000  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No Could it be? No

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P)

|                  |                                    |            |
|------------------|------------------------------------|------------|
| <u>\$90,300</u>  | <u>Private Donations</u>           | <u>**P</u> |
| <u>\$290,900</u> | <u>Fundraising Events</u>          | <u>**P</u> |
| <u>\$10,000</u>  | <u>Petco Foundation</u>            | <u>**C</u> |
| <u>\$3,000</u>   | <u>San Diego County District 3</u> | <u>**C</u> |

**Foundation for Animal Care and Education**  
**Budget Overview: 2015 P&L**

**January - December 2015**

|                                   | Jan-15          | Feb-15          | Mar-15           | Apr-15            | May-15          | Jun-15          | Jul-15          | Aug-15          | Sep-15          | Oct-15           | Nov-15           | Dec-15           | Total             |
|-----------------------------------|-----------------|-----------------|------------------|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|-------------------|
| <b>Income</b>                     |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| <b>Appeal income</b>              |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| Holiday appeal                    | \$5,000.00      | \$0.00          | \$0.00           | \$0.00            | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00           | \$0.00           | \$95,000.00      | \$100,000.00      |
| Save-A-Life                       | 3,333.33        | 3,333.33        | 3,333.33         | 3,333.33          | 3,333.33        | 3,333.33        | 3,333.33        | 3,333.33        | 3,333.34        | 3,333.34         | 3,333.34         | 3,333.34         | 40,000.00         |
| Special Case Appeals              | 0.00            | 5,000.00        | 0.00             | 0.00              | 5,000.00        | 0.00            | 0.00            | 5,000.00        | 0.00            | 0.00             | 0.00             | 0.00             | 15,000.00         |
| Tree of Life                      | 1,291.66        | 1,291.66        | 1,291.66         | 1,291.66          | 1,291.67        | 1,291.67        | 1,291.67        | 1,291.67        | 1,291.67        | 1,291.67         | 1,291.67         | 1,291.67         | 15,500.00         |
| Tribute Wall                      | 25.00           | 25.00           | 25.00            | 25.00             | 25.00           | 25.00           | 25.00           | 25.00           | 25.00           | 25.00            | 25.00            | 25.00            | 300.00            |
| <b>Total Appeal Income</b>        | <b>9,649.99</b> | <b>9,649.99</b> | <b>4,649.99</b>  | <b>4,649.99</b>   | <b>9,650.00</b> | <b>4,650.00</b> | <b>4,650.00</b> | <b>9,650.00</b> | <b>4,650.01</b> | <b>4,650.01</b>  | <b>4,650.01</b>  | <b>99,650.01</b> | <b>170,800.00</b> |
| <b>Bags&amp;Baubles</b>           |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| Bags & Baubles - Donations        | 0.00            | 0.00            | 0.00             | 2,500.00          | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 2,500.00          |
| Bags & Baubles - Raffle tickets   | 300.00          | 200.00          | 1,000.00         | 7,500.00          | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 9,000.00          |
| Bags & Baubles - Registration     | 700.00          | 800.00          | 1,000.00         | 1,500.00          | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 4,000.00          |
| Bags & Baubles - Sales            | 0.00            | 0.00            | 0.00             | 55,500.00         | 2,000.00        | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 57,500.00         |
| Bags & Baubles - Sponsorships     | 1,000.00        | 1,000.00        | 10,000.00        | 42,000.00         | 6,000.00        | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 60,000.00         |
| <b>Total Bags&amp;Baubles</b>     | <b>2,000.00</b> | <b>2,000.00</b> | <b>12,000.00</b> | <b>109,000.00</b> | <b>8,000.00</b> | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>      | <b>133,000.00</b> |
| <b>Consignment Program</b>        | <b>916.00</b>   | <b>916.00</b>   | <b>916.00</b>    | <b>916.00</b>     | <b>917.00</b>   | <b>917.00</b>   | <b>917.00</b>   | <b>917.00</b>   | <b>917.00</b>   | <b>917.00</b>    | <b>917.00</b>    | <b>917.00</b>    | <b>11,000.00</b>  |
| Doggie Dash/Sweat4Pets/Yappy Hour | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 10,000.00       | 0.00             | 0.00             | 0.00             | 10,000.00         |
| Fall Event - Lerach/VSH Ceremony  | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 3,000.00        | 7,900.00        | 0.00             | 0.00             | 0.00             | 10,900.00         |
| <b>Golf Tournament</b>            |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| Tournament - Auction              | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 44,000.00        | 0.00             | 44,000.00         |
| Tournament - Donations            | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 15,000.00        | 0.00             | 15,000.00         |
| Tournament - Dream Ticket/Raffle  | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 4,000.00         | 0.00             | 4,000.00          |
| Tournament - Registration         | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 1,000.00        | 10,000.00        | 2,000.00         | 0.00             | 13,000.00         |
| Tournament - Sponsorships         | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 8,000.00        | 22,000.00        | 20,000.00        | 0.00             | 50,000.00         |
| <b>Total Golf Tournament</b>      | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>      | <b>0.00</b>       | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>     | <b>0.00</b>     | <b>9,000.00</b> | <b>32,000.00</b> | <b>85,000.00</b> | <b>0.00</b>      | <b>126,000.00</b> |
| <b>Support</b>                    |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| <b>Board of Directors</b>         |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  |                   |
| Administrative                    | 1,525.00        | 1,525.00        | 1,525.00         | 1,525.00          | 1,525.00        | 1,525.00        | 1,525.00        | 1,525.00        | 1,525.00        | 1,525.00         | 1,525.00         | 1,525.00         | 18,300.00         |
| Appeals                           | 0.00            | 0.00            | 0.00             | 0.00              | 0.00            | 0.00            | 0.00            | 0.00            | 0.00            | 0.00             | 0.00             | 0.00             | 100,000.00        |
|                                   |                 |                 |                  |                   |                 |                 |                 |                 |                 |                  |                  |                  | <b>100,000.00</b> |

|   |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
|---|--------------------|--------------------|--------------------|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|---------------------|---------------------|
| <b>Bags &amp; Baubles</b>                 | 0.00               | 0.00               | 0.00               | 15,000.00           | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00                | 0.00                | 15,000.00           |
| <b>General Donations</b>                  | 2,083.33           | 2,083.33           | 2,083.33           | 2,083.33            | 2,083.33           | 2,083.33           | 2,083.33           | 2,083.33           | 2,083.34           | 2,083.34           | 2,083.34            | 2,083.34            | 25,000.00           |
| <b>Golf Tournament</b>                    | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 15,000.00           | 0.00                | 15,000.00           |
| <b>Total Board of Directors</b>           | <b>3,608.33</b>    | <b>3,608.33</b>    | <b>3,608.33</b>    | <b>18,608.33</b>    | <b>3,608.33</b>    | <b>3,608.33</b>    | <b>3,608.33</b>    | <b>3,608.34</b>    | <b>3,608.34</b>    | <b>3,608.34</b>    | <b>18,608.34</b>    | <b>103,608.34</b>   | <b>173,300.00</b>   |
| <b>Public Support - General Donations</b> | 7,500.00           | 7,500.00           | 7,500.00           | 7,500.00            | 7,500.00           | 7,500.00           | 7,500.00           | 7,500.00           | 7,500.00           | 7,500.00           | 7,500.00            | 7,500.00            | 90,000.00           |
| <b>Trust/Foundation Grants</b>            | 2,083.33           | 2,083.33           | 2,083.33           | 2,083.33            | 2,083.33           | 2,083.33           | 2,083.33           | 2,083.34           | 2,083.34           | 2,083.34           | 2,083.34            | 2,083.34            | 25,000.00           |
| <b>Total Support</b>                      | <b>13,191.66</b>   | <b>13,191.66</b>   | <b>13,191.66</b>   | <b>28,191.66</b>    | <b>13,191.66</b>   | <b>13,191.66</b>   | <b>13,191.66</b>   | <b>13,191.68</b>   | <b>13,191.68</b>   | <b>13,191.68</b>   | <b>28,191.68</b>    | <b>113,191.68</b>   | <b>288,300.00</b>   |
| <b>Total Income</b>                       | <b>\$25,757.65</b> | <b>\$25,757.65</b> | <b>\$30,757.65</b> | <b>\$142,757.65</b> | <b>\$31,758.66</b> | <b>\$18,758.66</b> | <b>\$18,758.66</b> | <b>\$26,758.66</b> | <b>\$45,658.69</b> | <b>\$50,758.69</b> | <b>\$118,758.69</b> | <b>\$213,758.69</b> | <b>\$750,000.00</b> |
| <b>Gross Profit</b>                       |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>Expenses</b>                           |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>Animal Care Grants</b>                 | 38,750.00          | 38,750.00          | 38,750.00          | 38,750.00           | 38,750.00          | 38,750.00          | 38,750.00          | 38,750.00          | 38,750.00          | 38,750.00          | 38,750.00           | 38,750.00           | 465,000.00          |
| <b>Animal Care - Petco Cancer Grants</b>  | 1,495.00           | 1,495.00           | 1,495.00           | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00                | 0.00                | 4,485.00            |
| <b>Appeal (Holiday) Expenses</b>          | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 3,500.00            | 1,500.00            | 5,000.00            |
| <b>Event Expenses</b>                     |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>Bags &amp; Baubles Expenses</b>        | 500.00             | 500.00             | 1,000.00           | 1,000.00            | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00                | 0.00                | 3,000.00            |
| <b>Golf Tournament Expenses</b>           | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00                | 0.00                | 1,500.00            |
| <b>Lerach/VSH Event Expenses</b>          | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 0.00               | 0.00               | 1,000.00           | 500.00             | 0.00               | 0.00                | 0.00                | 1,500.00            |
| <b>Total Event Expenses</b>               | <b>500.00</b>      | <b>500.00</b>      | <b>1,000.00</b>    | <b>1,000.00</b>     | <b>0.00</b>        | <b>0.00</b>        | <b>0.00</b>        | <b>1,000.00</b>    | <b>1,000.00</b>    | <b>800.00</b>      | <b>200.00</b>       | <b>0.00</b>         | <b>6,000.00</b>     |
| <b>Operating Expenses</b>                 |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>Bank and credit card fees</b>          |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>Bank fees</b>                          | 10.00              | 10.00              | 10.00              | 10.00               | 10.00              | 10.00              | 10.00              | 10.00              | 10.00              | 10.00              | 10.00               | 10.00               | 120.00              |
| <b>Credit card fees</b>                   | 500.00             | 500.00             | 500.00             | 800.00              | 500.00             | 400.00             | 500.00             | 500.00             | 500.00             | 500.00             | 500.00              | 500.00              | 6,200.00            |
| <b>Total Bank and credit card fees</b>    | <b>510.00</b>      | <b>510.00</b>      | <b>510.00</b>      | <b>810.00</b>       | <b>510.00</b>      | <b>410.00</b>      | <b>510.00</b>      | <b>510.00</b>      | <b>510.00</b>      | <b>510.00</b>      | <b>510.00</b>       | <b>510.00</b>       | <b>6,320.00</b>     |
| <b>Board of Directors</b>                 | 0.00               | 50.00              | 0.00               | 0.00                | 20.00              | 0.00               | 0.00               | 20.00              | 0.00               | 0.00               | 0.00                | 0.00                | 125.00              |
| <b>Computer</b>                           | 100.00             | 100.00             | 100.00             | 100.00              | 100.00             | 100.00             | 100.00             | 100.00             | 100.00             | 100.00             | 100.00              | 100.00              | 215.00              |
| <b>Consulting</b>                         | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               | 0.00                | 0.00                | 1,200.00            |
| <b>Development</b>                        | 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              |
| <b>Donor Development</b>                  | 50.00              | 50.00              | 50.00              | 50.00               | 50.00              | 50.00              | 50.00              | 50.00              | 50.00              | 50.00              | 50.00               | 50.00               | 600.00              |
| <b>Dues and subscriptions</b>             | 0.00               | 0.00               | 0.00               | 0.00                | 0.00               | 55.00              | 0.00               | 0.00               | 75.00              | 0.00               | 0.00                | 205.00              | 335.00              |
| <b>FACE Philanthropy</b>                  | 25.00              | 25.00              | 25.00              | 25.00               | 25.00              | 25.00              | 25.00              | 25.00              | 25.00              | 25.00              | 25.00               | 25.00               | 300.00              |
| <b>Insurance</b>                          |                    |                    |                    |                     |                    |                    |                    |                    |                    |                    |                     |                     |                     |
| <b>D &amp; O</b>                          | 405.00             | 405.00             | 405.00             | 405.00              | 405.00             | 405.00             | 405.00             | 405.00             | 405.00             | 405.00             | 405.00              | 405.00              | 4,860.00            |
| <b>General liability</b>                  | 45.50              | 45.50              | 45.50              | 45.50               | 45.50              | 45.50              | 45.50              | 45.50              | 45.50              | 45.50              | 45.50               | 45.50               | 546.00              |
| <b>Medical</b>                            | 1,416.00           | 1,416.00           | 1,416.00           | 1,416.00            | 1,488.00           | 1,488.00           | 1,488.00           | 1,488.00           | 1,488.00           | 1,488.00           | 1,488.00            | 1,488.00            | 17,568.00           |

|                                      |                     |                     |                     |                    |                     |                     |                     |                    |                     |                     |                    |                     |                     |
|--------------------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------------------|--------------------|---------------------|---------------------|
| Pet insurance                        | 500.00              | 50.00               | 50.00               | 50.00              | 50.00               | 50.00               | 50.00               | 50.00              | 50.00               | 50.00               | 50.00              | 1,000.00            | 2,000.00            |
| Worker's compensation                | 90.00               | 90.00               | 90.00               | 90.00              | 90.00               | 90.00               | 90.00               | 90.00              | 90.00               | 90.00               | 90.00              | 90.00               | 1,080.00            |
| <b>Total Insurance</b>               | <b>2,456.50</b>     | <b>2,006.50</b>     | <b>2,006.50</b>     | <b>2,006.50</b>    | <b>2,078.50</b>     | <b>2,078.50</b>     | <b>2,078.50</b>     | <b>2,078.50</b>    | <b>2,078.50</b>     | <b>2,078.50</b>     | <b>2,078.50</b>    | <b>3,028.50</b>     | <b>26,054.00</b>    |
| Marketing and promotion              | 300.00              | 300.00              | 300.00              | 300.00             | 300.00              | 300.00              | 300.00              | 300.00             | 300.00              | 300.00              | 300.00             | 300.00              | 3,600.00            |
| Save-A-Life marketing materials      | 90.00               | 90.00               | 90.00               | 90.00              | 90.00               | 90.00               | 90.00               | 90.00              | 90.00               | 90.00               | 90.00              | 90.00               | 1,080.00            |
| <b>Total Marketing and promotion</b> | <b>390.00</b>       | <b>390.00</b>       | <b>390.00</b>       | <b>390.00</b>      | <b>390.00</b>       | <b>390.00</b>       | <b>390.00</b>       | <b>390.00</b>      | <b>390.00</b>       | <b>390.00</b>       | <b>390.00</b>      | <b>390.00</b>       | <b>4,680.00</b>     |
| Meals and entertainment              | 15.00               | 15.00               | 15.00               | 15.00              | 15.00               | 15.00               | 15.00               | 15.00              | 15.00               | 15.00               | 15.00              | 15.00               | 180.00              |
| Miscellaneous                        | 10.00               | 10.00               | 10.00               | 10.00              | 10.00               | 10.00               | 10.00               | 10.00              | 10.00               | 10.00               | 10.00              | 10.00               | 120.00              |
| Office and supplies                  | 750.00              | 750.00              | 750.00              | 750.00             | 750.00              | 750.00              | 750.00              | 750.00             | 750.00              | 750.00              | 750.00             | 750.00              | 9,000.00            |
| Payroll and related                  |                     |                     |                     |                    |                     |                     |                     |                    |                     |                     |                    |                     |                     |
| Payroll processing                   | 145.00              | 145.00              | 145.00              | 145.00             | 145.00              | 145.00              | 145.00              | 145.00             | 145.00              | 145.00              | 145.00             | 145.00              | 1,740.00            |
| Payroll taxes                        | 1,017.00            | 1,124.24            | 1,124.24            | 1,124.24           | 1,124.24            | 1,124.24            | 1,124.24            | 1,124.24           | 1,155.20            | 1,155.20            | 1,155.20           | 1,155.20            | 13,538.44           |
| Salaries and wages                   | 12,717.00           | 14,053.00           | 14,053.00           | 14,053.00          | 14,053.00           | 14,053.00           | 14,053.00           | 14,440.00          | 14,440.00           | 14,440.00           | 14,440.00          | 14,440.00           | 169,235.00          |
| <b>Total Payroll and related</b>     | <b>13,879.00</b>    | <b>15,322.24</b>    | <b>15,322.24</b>    | <b>15,322.24</b>   | <b>15,322.24</b>    | <b>15,322.24</b>    | <b>15,322.24</b>    | <b>15,740.20</b>   | <b>15,740.20</b>    | <b>15,740.20</b>    | <b>15,740.20</b>   | <b>15,740.20</b>    | <b>184,513.44</b>   |
| Postage and delivery                 | 290.00              | 290.00              | 290.00              | 290.00             | 290.00              | 290.00              | 290.00              | 290.00             | 290.00              | 290.00              | 290.00             | 290.00              | 3,500.00            |
| Printing                             | 25.00               | 25.00               | 25.00               | 25.00              | 25.00               | 25.00               | 25.00               | 25.00              | 25.00               | 25.00               | 25.00              | 25.00               | 300.00              |
| Professional Fees                    | 0.00                | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                |
| Rent                                 | 1,250.00            | 1,250.00            | 1,250.00            | 1,250.00           | 1,250.00            | 1,250.00            | 1,250.00            | 1,250.00           | 1,250.00            | 1,250.00            | 1,250.00           | 1,250.00            | 15,000.00           |
| Repairs and maintenance              | 0.00                | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                |
| Software                             | 115.00              | 115.00              | 115.00              | 115.00             | 115.00              | 115.00              | 115.00              | 115.00             | 115.00              | 115.00              | 115.00             | 115.00              | 0.00                |
| Taxes and filing fees                | 0.00                | 0.00                | 0.00                | 100.00             | 0.00                | 0.00                | 0.00                | 0.00               | 0.00                | 0.00                | 0.00               | 0.00                | 1,380.00            |
| Telephone                            | 500.00              | 500.00              | 500.00              | 500.00             | 500.00              | 500.00              | 500.00              | 500.00             | 500.00              | 500.00              | 500.00             | 500.00              | 100.00              |
| Travel - Mileage reimbursement       | 175.00              | 175.00              | 175.00              | 175.00             | 175.00              | 175.00              | 175.00              | 175.00             | 175.00              | 175.00              | 175.00             | 175.00              | 6,000.00            |
| Tree of Life                         | 125.00              | 125.00              | 125.00              | 125.00             | 125.00              | 125.00              | 125.00              | 125.00             | 125.00              | 125.00              | 125.00             | 125.00              | 2,100.00            |
| Volunteers                           | 0.00                | 0.00                | 0.00                | 100.00             | 0.00                | 0.00                | 0.00                | 0.00               | 100.00              | 0.00                | 100.00             | 125.00              | 1,500.00            |
| Website                              | 500.00              | 20.00               | 20.00               | 20.00              | 300.00              | 20.00               | 20.00               | 20.00              | 20.00               | 20.00               | 20.00              | 50.00               | 350.00              |
| <b>Total Operating Expenses</b>      | <b>21,240.50</b>    | <b>21,803.74</b>    | <b>21,753.74</b>    | <b>22,253.74</b>   | <b>22,125.74</b>    | <b>21,780.74</b>    | <b>21,825.74</b>    | <b>22,263.70</b>   | <b>22,418.70</b>    | <b>22,243.70</b>    | <b>22,343.70</b>   | <b>23,593.70</b>    | <b>265,647.44</b>   |
| <b>Total Expenses</b>                | <b>\$61,985.50</b>  | <b>\$62,548.74</b>  | <b>\$62,998.74</b>  | <b>\$62,003.74</b> | <b>\$60,875.74</b>  | <b>\$60,530.74</b>  | <b>\$60,575.74</b>  | <b>\$62,013.70</b> | <b>\$62,168.70</b>  | <b>\$61,793.70</b>  | <b>\$64,793.70</b> | <b>\$63,843.70</b>  | <b>\$746,132.44</b> |
| <b>Net Operating Income</b>          | <b>-\$36,227.85</b> | <b>-\$36,791.09</b> | <b>-\$32,241.09</b> | <b>\$80,753.91</b> | <b>-\$29,117.08</b> | <b>-\$41,772.08</b> | <b>-\$41,817.08</b> | <b>\$35,255.04</b> | <b>-\$16,510.01</b> | <b>-\$11,035.01</b> | <b>\$53,964.99</b> | <b>\$149,914.99</b> | <b>\$3,867.56</b>   |

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JAN 03 2008

FOUNDATION FOR ANIMAL CARE &  
EDUCATION  
C/O G FRANK LABONTE  
10435 SORRENTO VALLEY RD  
SAN DIEGO, CA 92121

Employer Identification Number:  
20-5333261  
DLN:  
17053166000037  
Contact Person:  
LOUIS F JOHNSON ID# 95135  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:  
YES  
Effective Date of Exemption:  
July 26, 2006  
Contribution Deductibility:  
YES  
Advance Ruling Ending Date:  
December 31, 2010  
Addendum Applies:  
NO

RECEIVED  
JAN 14 2008  
BY:-----

Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. During your advance ruling period, you will be treated as a public charity. Your advance ruling period begins with the effective date of your exemption and ends with advance ruling ending date shown in the heading of the letter.

Shortly before the end of your advance ruling period, we will send you Form 8734, Support Schedule for Advance Ruling Period. You will have 90 days after the end of your advance ruling period to return the completed form. We will then notify you, in writing, about your public charity status.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

If you distribute funds to other organizations, your records must show whether

Letter 1045 (DO/CG)

FOUNDATION FOR ANIMAL CARE &

they are exempt under section 501(c)(3). In cases where the recipient organization is not exempt under section 501(c)(3), you must have evidence the funds will be used for section 501(c)(3) purposes.

If you distribute funds to individuals, you should keep case histories showing the recipient's name and address; the purpose of the award; the manner of selection; and the relationship of the recipient to any of your officers, directors, trustees, members, or major contributors.

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely,



Robert Choi  
Director, Exempt Organizations  
Rulings and Agreements

Enclosures: Publication 4221-PC  
Statute Extension

Letter 1045 (DO/CG)



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 1286  
RANCHO CORDOVA CA 95741-1286

In reply refer to  
755:G :SIK

October 4, 2007

FOUNDATION FOR ANIMAL CARE & EDUCATION  
10435 SORRENTO VALLEY RD  
SAN DIEGO CA 92121

Purpose : CHARITABLE  
Code Section : 23701d  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number : 2890998

You are exempt from state franchise or income tax under the section of the Revenue and Taxation Code indicated above.

This decision is based on information you submitted and assumes that your present operations continue unchanged or conform to those proposed in your application. Any change in operation, character, or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address must also be reported.

In the event of a change in relevant statutory, administrative, judicial case law, a change in federal interpretation of federal law in cases where our opinion is based upon such an interpretation, or a change in the material facts or circumstances relating to your application upon which this opinion is based, this opinion may no longer be applicable. It is your responsibility to be aware of these changes should they occur. This paragraph constitutes written advice, other than a chief counsel ruling, within the meaning of Revenue and Taxation Code Section 21012(a)(2).

You may be required to file Form 199 (Exempt Organization Annual Information Return) on or before the 15th day of the 5th month (4 1/2 months) after the close of your accounting period. Please see annual instructions with forms for requirements.

You are not required to file state franchise or income tax returns unless you have income subject to the unrelated business income tax under Section 23731 of the Code. In this event, you are required to

October 4, 2007

FOUNDATION FOR ANIMAL CARE & EDUCATION

ENTITY ID : 2890998

Page 2

file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 5th month (4 1/2 months) after the close of your annual accounting period.

Please note that an exemption from federal income or other taxes and other state taxes requires separate applications.

THIS EXEMPTION IS GRANTED ON THE EXPRESS CONDITION THAT THE ORGANIZATION WILL SECURE FEDERAL EXEMPT STATUS WITH THE INTERNAL REVENUE SERVICE. THE ORGANIZATION IS REQUIRED TO FURNISH A COPY OF THE FINAL DETERMINATION LETTER TO THE FRANCHISE TAX BOARD WITHIN 9 MONTHS FROM THE DATE OF THIS LETTER.

A copy of this letter has been sent to the Registry of Charitable Trusts.

M SIKICH  
EXEMPT ORGANIZATIONS  
BUSINESS ENTITIES SECTION  
TELEPHONE (916) 845-4092  
FAX NUMBER (916) 843-0187

EO :  
CC :BRIAN WHITE

COPY

GFC 10/14/15 Item 2(C) Page 9

# **FACE Foundation**

## **Board of Directors & Executive Leadership**



### **CINI GANNON ROBB, Chair/President**

Mrs. Robb is a resident of Rancho Santa Fe. Her passion is animals. Her animal family includes 20 birds, two cats, and seven Dachshunds. She has been a long supporter of Best Friends Animal Sanctuary, SPCALA and various other animal organizations. She has served on the FACE board since its inception and believes passionately in its commitment to "saving pets and helping families." She also works actively in the field of addiction and has served on the Board of Directors of the Betty Ford Center for the past twelve years. She is married to Ira, who supports her in all her endeavors.



### **HOWARD FINKELSTEIN, Vice Chair**

Mr. Finkelstein graduated from the Temple University School of Law in 1976, worked as a Law Clerk for the United States District Court in Philadelphia, and then was an Assistant United States Attorney for three years. In 1981, he moved to San Diego and worked for two prominent law firms until becoming the founding partner of Finkelstein & Krinsk. He has guest lectured at Harvard Law School and the University of San Diego School of Law. Mr. Finkelstein is a founding member of FACE, and also serves on the Board of the Operation for Hope Foundation to promote awareness of domestic violence. He and his wife, Lorin LeGrant, enjoy time with their Miniature Schnauzer, "Cooper."



### **HEIDI ARAMBULA, Secretary**

Mrs. Arambula graduated from Temple University School of Public Health in 1997. During graduate school she also worked as an outreach counselor for The Wistar Institute on the University of Pennsylvania campus helping patients and their families find clinical trials and information on their life threatening diseases or disorders. In 1999, she moved to San Diego and started working for a local pharmaceutical company. When she first moved to San Diego she volunteered with Temple Solel as a youth group leader and currently volunteers with the Jewish Family Services as a Big Pal for the last three years. She has three children with fur: Maxwell, Mr. Peabody and Ralph all of which are rescues.



### **GREGORY BELLMAN, Treasurer**

Gregory W. Bellman, CPA is a Partner at CEA, LLP, a CPA and consulting firm that provides audit and tax services, located in Carlsbad. Greg graduated from the University of California, Los Angeles with a Bachelor of Arts in Economics, and worked in the software industry for several years before joining CEA in 1999. Greg also serves on the Board of Senior Mutt Match, a 501(c)(3) charity whose mission is to promote the adoption of older shelter and rescue dogs. When not at work, Greg can be found playing basketball, strumming his guitar, or running around town with his rescue dogs, Mazzy and Fish.



### **LUCIE BERREBY GREENBAUM, Director**

Lucie Berreby is passionate about animal welfare and works diligently to save the lives of people and animals around the world. She is a long time vegan and is the Greenbaum Foundation's Director of Animal Welfare Issues. She also assists with global human trafficking issues and other projects in countries where her unique managerial and linguistic skills are in need. Lucie can frequently be found volunteering in the waters of Cutting Edge K9 Rehab. She has a Bachelor's degree in Languages from Concordia University and a Graduate degree in translation from McGill University.

# FACE Foundation

## Board of Directors & Executive Leadership



### JOHN HART, DVM, Director

Dr. John Hart received his Doctor of Veterinary Medicine degree from Auburn University, College of Veterinary Medicine in 1988. He completed a one-year internship at the Animal Medical Center in New York City, and followed with a two-year residency in Internal Medicine. He continued there as a Staff Internist and Service Chief. Dr. Hart joined the staff at Veterinary Specialty Hospital of San Diego in 1994. He has published scientific articles and textbook chapters on Internal Medicine and has collaborated in several clinical studies across the country. He lectures frequently both nationally and internationally, and is an adjunct clinical professor at the College of Veterinary Medicine at Western University.



### KEITH RICHTER, DVM, Director

Dr. Keith Richter is a graduate of Cornell University, College of Veterinary Medicine. After completing his internship and residency, he served on the Internal Medicine staff of Angell Memorial Animal Hospital in Boston and as Clinical Assistant Professor of Medicine at Tufts University School of Veterinary Medicine. His career followed as a professor at the Cornell University College of Veterinary Medicine. He has authored several scientific articles and lectures frequently at national and international scientific meetings and veterinary colleges. Dr. Richter is a founding member of the FACE Foundation and of the Veterinary Specialty Hospital of San Diego, where he has been the director since 1990.



### DORI SLATER VANCE, DVM, Director

Dori Slater Vance's lifelong passion for all animals led her to her career in veterinary medicine. She is a cum laude graduate of the University of California, Davis, and spent nearly 20 years in the veterinary field. She was an influential advisory committee member to the SPCALA as they built their no-kill shelter in Long Beach, and has worked on the design of numerous animal shelters. Dori and her husband Jack have two Australian Shepherds, six rescue cats, and a rescue tortoise! In her free time she loves to garden, cook, and considers herself a life-long learner, with particular interests in animal behavior, pet therapy, holistic medicine, and photography.



### BROOKE HAGGERTY, Executive Director

Brooke has over ten years of experience in the animal welfare/animal rights sector. She holds a Master's degree in Human Behavior (she wrote her thesis on Personality Traits and Attitudes toward Animal Welfare), a B.A. in English, a Certification in Non-Profit Management, and spent a semester at Oxford University studying International Relations. Prior to her involvement with FACE, she spent five years in the animal rights and advocacy sector with the Animal Protection and Rescue League. She is a repeated attendee of the F.A.R.M. Animal Rights Conference, and sits on the Advisory Board for National University's College of Letters and Sciences. Brooke is a long-time vegetarian, and has one beloved rescue senior cat named Bertha.



10455 Sorrento Valley Road, Suite 208 • San Diego, California 92121  
t 858.450.FACE (3223) • f 858.457.FACE (3223) • [www.face4pets.org](http://www.face4pets.org)

August 4, 2015

**Board Chair**  
**President**  
*Cini Robb*

**Vice Chair**  
*Howard D. Finkelstein*

**Secretary**  
*Heidi Arambula*

**Treasurer**  
*Greg Bellman*

**Board of Directors**  
*Heidi Arambula*  
*Greg Bellman*  
*Lucie Berreby*  
*Howard D. Finkelstein*  
*John Hart, DVM*  
*Keith P. Richter, DVM*  
*Cini Robb*  
*Dori Vance, DVM*

**Advisory Committee**  
*Heidi Arambula*  
*Lucie Berreby*  
*Seth Ganz, DVM*  
*Gina Jordan*  
*Wendy Khentigan, MD*  
*Sandie Lampe*  
*Lindsay Mineo*  
*Jennifer Morel*  
*Anne Perry*  
*Cini Robb*  
*Ira Robb*  
*Susan Roll*  
*Larry Spitcaufsky*  
*Dori Vance, DVM*

**Executive Director**  
*Brooke Haggerty*

FACE Foundation is a  
501(c) (3) Charitable  
Organization

EIN: 20-5333261

San Marcos Community Foundation  
San Marcos City Hall  
1 Civic Center Drive  
San Marcos, CA, 92069

Dear San Marcos Community Foundation,

The Foundation for Animal Care and Education (FACE) is a not-for-profit 501(c)(3) public charity whose mission is to enhance and preserve animals' quality of life by providing access to necessary medical care and education. With a mission of "Saving Pets and Helping Families," it is our hope that FACE Foundation will be considered for a grant from the San Marcos Community Foundation.

Emergency veterinary care can range from hundreds to thousands of dollars. In the veterinary community, payment in full is required before a pet is treated. When an emergency occurs, pet parents with limited financial resources are faced with the devastating decision of euthanizing their pet to alleviate their suffering simply because they cannot afford the cost of their emergency or critical veterinary care. Imagine a young parent having to explain to his or her children that their beloved pet won't be returning home, not because the pet's life wouldn't have been saved with treatment, but because they could not afford to pay for the emergency care required. Or, imagine an elderly person having to lose his or her only companion simply because they cannot afford a life-saving treatment on their fixed income.

I'd like to share with you a story of one of FACE's many success stories. Ginger is a sweet, happy dachshund that loves her humans. When Ginger's owners found out she was diagnosed with a vertebral disease, they were absolutely heartbroken and overwhelmed. A single mother living with her disabled son, the cost of the surgery needed to save Ginger was not feasible for them. However, losing Ginger, who is her son's therapy dog, was also not an option. They put everything they had towards helping Ginger, but it still was not enough to cover the cost of her emergency surgery. That's when they turned to the FACE Foundation for help. With a grant from FACE, Ginger was able to get the surgery that she desperately needed and is now happy to be back at home with her family.

To date, FACE has provided more than \$1.9 million in financial assistance to over 1,200 families with pets in need of emergency veterinary care. In the past year, FACE has contributed more than \$20,000 to assist pets in San Marcos pet hospitals. To help us continue to serve families and their pets in San Marcos, we are requesting a grant in the amount of \$3,000 to help pay for life-saving surgeries for pets in need. 100% of the grant would go directly toward critical care for pets through the Save-A-Life Program.

We hope that the San Marcos Community Foundation will be a partner in helping FACE save even more lives. Thank you for your time and consideration and for everything you do to support our community.

For the animals,

Brooke Haggerty, Executive Director

### **History of the FACE Foundation**

Established in 2006, the Foundation for Animal Care and Education (FACE) is a not-for-profit 501(c)(3) public charity whose mission is to enhance and preserve the quality of life of animals by providing access to necessary medical care and education. FACE was founded by a group of board-certified veterinarians and concerned community members who witnessed pets with treatable conditions lose their lives because of the financial constraints of their owners. What started out as a beautiful vision to stop the surrender and euthanasia of beloved family pets, has become a supportive center where families in crisis can get a helping hand to save their pets' lives.

### **Statement of Need**

Each year, many animals are brought to their veterinarian with life-threatening conditions. Sadly, many owners cannot afford the critical care their beloved pets so desperately need to survive. They are left with one choice—euthanasia. Labeled as “economic euthanasia,” this tragedy occurs every day, but has been overlooked by the humane community for years. Veterinarians are not required to report the number of pets euthanized for financial reasons, which has kept this issue effectively out of the public’s eye. FACE is changing this by bringing light to the issue and raising money to effect real change and save lives. As the only nonprofit of our kind in San Diego County, the need for our services and support is growing rapidly.

According to the San Diego Animal Welfare Coalition’s most recent shelter statistics (from July 2012 to June 2013), over 6,000 ill/injured pets were relinquished to county shelters by pet owners, and 2,879 animals specifically categorized as “treatable” were euthanized. These alarming totals do not include the number of treatable pets euthanized in veterinary hospitals - a number that veterinarians do not have to report. These numbers demonstrate that there is an enormous need for assistance in saving these pets with critical yet treatable conditions.

### **Mission and Goals**

The FACE Foundation’s mission is to enhance and preserve the quality of life of animals by providing access to necessary medical care and education. It is our goal to keep pets and their families together and avoid the unnecessary heartbreak of losing a beloved family member.

### **Project Summary: FACE’s Save-A-Life Program**

The Save-A-Life program is the primary focus of the FACE Foundation. Families requesting assistance from FACE are as varied as their animals and breeds. We have helped senior citizens, military families, single parents, students, widows/widowers, the homeless, low-income families and individuals, and people with disabilities. These people consider their pets members of their family, but simply do not have the resources to afford all or part of the cost of emergency veterinary care. Without the Save-A-Life Program, these pets would either pass away or need to be euthanized to alleviate their suffering.

The Save-A-Life Vet Network is a collaborative effort between the FACE Foundation and veterinary hospitals. Based on established criteria, FACE provides financial grants to animal owners who are unable to partially or fully cover the cost of their pet’s emergency or critical care. Through this program, FACE gives funding directly to local veterinary hospital partners who generously discount their prices by at least 25% for qualified cases.

Since its inception, FACE has contributed more than \$1.9 million to save the lives of over 1,200 pets. In the past year, FACE provided more than \$20,000 in financial assistance to pets requiring emergency veterinary care in San Marcos pet hospitals.

### **Objectives and Outcomes**

In 2015, we intend to grant \$465,000 to save at least 300 more family pets that are facing euthanasia simply because their owners are unable to afford the entire cost of their care. We plan to achieve this through the following objectives:

- Increase our network of Save-A-Life partners by reaching out to local veterinary hospitals
- Expand the Save-A-Life program to other communities in Southern California
- Increase awareness of our mission by growing our social media presence
- Increase funding for services through foundation and corporate grants
- Increase funding for services through additional fundraising events

### **Evaluation**

Success of the Save-A-Life program is determined by the number of lives that have been saved. To date, we have helped to save over 1,200 lives with the help of more than 100 veterinary hospital partners. In 2014, FACE cases had a success rate of 95%.

### **Program Budget**

FACE has projected a total budget of \$465,000 in animal care grants for the Save-A-Life program in 2015. 100% of this budget is directly allocated to life-saving treatments and surgeries for pets in need. The Save-A-Life program budget accounts for 63% of FACE's total annual budget projected for 2015.

# Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public.  
► Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

2014

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

|  |  |   |  |
|--|--|---|--|
| <b>A For the 2014 calendar year, or tax year beginning</b>   |  | <b>, 2014, and ending</b>   |  |
| <input type="checkbox"/> Check if applicable:<br><input type="checkbox"/> Address change<br><input type="checkbox"/> Name change<br><input type="checkbox"/> Initial return<br><input type="checkbox"/> Final return/terminated<br><input type="checkbox"/> Amended return<br><input type="checkbox"/> Application pending |  | <b>C</b><br><b>FOUNDATION FOR ANIMAL CARE &amp; EDUCATION</b><br><b>10455 SORRENTO VALLEY ROAD #208</b><br><b>SAN DIEGO, CA 92121</b>   |  |
|  |  | <b>D Employer identification number</b><br><b>20-5333261</b>  |  |
|  |  | <b>E Telephone number</b><br><b>(858) 450-3223</b>  |  |
|  |  | <b>G Gross receipts \$</b> <b>708,784.</b>  |  |
| <b>I Tax-exempt status</b> <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527  |  | <b>H(a) Is this a group return for subordinates?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No<br><b>H(b) Are all subordinates included?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No<br><small>If 'No,' attach a list. (See instructions)</small> |  |
| <b>J Website:</b> ► <a href="http://WWW.FACE4PETS.ORG">WWW.FACE4PETS.ORG</a>   |  | <b>H(c) Group exemption number</b> ►  |  |
| <b>K Form of organization:</b> <input type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ►   |  | <b>L Year of formation:</b> <b>2006</b> <b>M State of legal domicile:</b> <b>CA</b>   |  |

**Part I Summary**

1 Briefly describe the organization's mission or most significant activities: **THE FOUNDATION FOR ANIMAL CARE & EDUCATION WAS FORMED FOR THE PURPOSE OF FURTHERING THE CARE AND TREATMENT OF ANIMALS.**

2 Check this box ►  if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)..... **3** **8**

4 Number of independent voting members of the governing body (Part VI, line 1b)..... **4** **6**

5 Total number of individuals employed in calendar year 2014 (Part V, line 2a)..... **5** **4**

6 Total number of volunteers (estimate if necessary)..... **6** **0**

7a Total unrelated business revenue from Part VIII, column (C), line 12..... **7a** **0.**

b Net unrelated business taxable income from Form 990-T, line 34..... **7b** **0.**

|     |   | <b>Prior Year</b>  | <b>Current Year</b> |
|-----|---|--|---------------------|
|     |   | <b>440,244.</b>  | <b>485,660.</b>     |
| 8   | Contributions and grants (Part VIII, line 1h).....                                      | <b>465.</b>  | <b>359.</b>         |
| 9   | Program service revenue (Part VIII, line 2g).....                                       | <b>220,061.</b>  | <b>216,928.</b>     |
| 10  | Investment income (Part VIII, column (A), lines 3, 4, and 7d).....                      | <b>660,770.</b>  | <b>702,947.</b>     |
| 11  | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....           | <b>339,317.</b>  | <b>418,173.</b>     |
| 12  | Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)..... | <b>168,043.</b>  | <b>187,022.</b>     |
| 13  | Grants and similar amounts paid (Part IX, column (A), lines 1-3).....                   | <b>b Total fundraising expenses (Part IX, column (D), line 25) ► 25,873.</b> |                     |
| 14  | Benefits paid to or for members (Part IX, column (A), line 4).....                      |  |                     |
| 15  | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....  |  |                     |
| 16a | Professional fundraising fees (Part IX, column (A), line 11e).....                      |  |                     |
| 17  | Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....                       | <b>77,685.</b>   | <b>103,541.</b>     |
| 18  | Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....          | <b>585,045.</b>  | <b>708,736.</b>     |
| 19  | Revenue less expenses. Subtract line 18 from line 12.....                               | <b>75,725.</b>   | <b>-5,789.</b>      |
| 20  | Total assets (Part X, line 16).....   | <b>Beginning of Current Year</b>   | <b>End of Year</b>  |
| 21  | Total liabilities (Part X, line 26).....  | <b>640,336.</b>  | <b>686,983.</b>     |
| 22  | Net assets or fund balances. Subtract line 21 from line 20.....                         | <b>11,187.</b>   | <b>63,623.</b>      |
|     |   | <b>629,149.</b>  | <b>623,360.</b>     |

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|                  |                               |      |
|------------------|-------------------------------|------|
| <b>Sign Here</b> | ► Signature of officer        | Date |
|                  | <b>GREG BELLMAN</b>           | CFO  |
|                  | Type or print name and title. |      |

|   |                               |                                |      |   |                  |
|---|-------------------------------|--------------------------------|------|---|------------------|
| <b>Paid Preparer Use Only</b>                         | Print/Type preparer's name    | Preparer's signature           | Date | Check <input type="checkbox"/> if self-employed | PTIN             |
|   | <b>GREGORY W. BELLMAN</b>     | <b>GREGORY W. BELLMAN</b>      |      |   | <b>P01059188</b> |
|   | Firm's name ► <b>CEA, LLP</b> | Firm's EIN ► <b>33-0927538</b> |      |   |                  |
| Firm's address ► <b>703 PALOMAR AIRPORT ROAD #150</b> | Phone no. <b>760.438-4000</b> |                                |      |   |                  |
| <b>CARLSBAD, CA 92011</b>                             |                               |                                |      |   |                  |

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

**BAA For Paperwork Reduction Act Notice, see the separate instructions.** TEEA0113L 05/28/14 **Form 990 (2014)**

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III 

1 Briefly describe the organization's mission:

THE FOUNDATION FOR ANIMAL CARE & EDUCATION WAS FORMED FOR THE PURPOSE OF FURTHERING THE CARE AND TREATMENT OF ANIMALS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior

Form 990 or 990-EZ?  Yes  No

If 'Yes,' describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If 'Yes,' describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

**4a** (Code: \_\_\_\_\_) (Expenses \$ 577,197, including grants of \$ 418,172) (Revenue \$ \_\_\_\_\_)

THE FOUNDATION FOR ANIMAL CARE AND EDUCATION (FACE) PROVIDES FINANCIAL ASSISTANCE TO PET OWNERS FOR CRITICAL OR LIFE-SAVING VETERINARY CARE. THE ORGANIZATION SCREENS APPLICANTS/PET OWNERS FOR QUALIFICATION, AND PAYS FOR THE PET'S SURGICAL NEEDS BY NEGOTIATING DISCOUNTED FEES WITH ANIMAL HOSPITALS AND PROVIDING FUNDING.

**4b** (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_, including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4c** (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_, including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4d** Other program services. (Describe in Schedule O.)

(Expenses \$ \_\_\_\_\_, including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4e** Total program service expenses ► 577,197.



**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**

(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|  |  |  |
|--|--|--|
| <b>Project Name:</b> Senior Services<br><b>Date Submitted:</b> 10/7/2015   | <b>Total # of people served:</b> 900<br><b>Total # of San Marcos residents served:</b> 300 | <b>Amount Requested:</b> \$10,000  |
| <b>Non-Profit Organization Name and Address, Website</b><br><br>Interfaith Community Services, Inc.<br>550 W. Washington Ave.<br>Escondido, CA 92025<br>www.interfaithservices.org |  | <b>Contact Person – Name, Title &amp; Phone, email</b><br><br>Caitlin Kosec, Grants and Communications Manager<br>760-489-6380 ext. 260<br>ckosec@interfaithservices.org |

**Briefly describe your request for funds (to be expanded upon in narrative for regular grant):**

The overarching goal of Interfaith's Senior Services program is to build community among seniors while simultaneously enhancing the wellness and food security of North County seniors as they age. Interfaith offers the following programs and services that enable seniors residing in North County to live healthy, thriving and independent lives: Senior Connections food truck, housing, emergency financial support, minor home repairs, nutrition assistance, and social services. Over the past year, Interfaith's Senior Services has provided services to over 900 North County seniors.

**Briefly describe the significance of your request to the San Marcos community:** Increased funding from the San Marcos Community Foundation will enable Interfaith to provide support to San Marcos seniors through its Senior Services Program. This funding opportunity will be used to support the overall personnel costs associated with operating the programs senior emergency account, minor home repairs, nutritional assistance and corresponding case managed social services for approximately 300 vulnerable San Marcos seniors over the next year.

Please attach the following items.

**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations

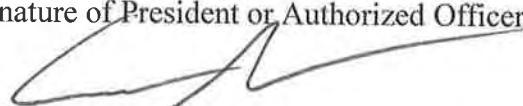
**5. Regular Grants Only:**

- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- c. Most recent year-end Statement or Audit including any management letters associated with Audit.
- d. Signature of President or Authorized Officer on Application
- e. Optional: letters of support

**Expected date project will begin/end:** 12/1/2015

**Date by which funds will be expended:** 11/30/2016

**Signature of President or Authorized Officer**

  
Greg Anglea, Executive Director 10/7/2015  
Name, Title Date

**Submit Via Mail, In Person or Via Email to:**  
San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

Email (PDF Format): [wkaserman@san-marcos.net](mailto:wkaserman@san-marcos.net)

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

Provide an itemized list of expenses for this project:

|                                      |           |
|--------------------------------------|-----------|
| <u>Personnel Salaries</u>            | \$200,856 |
| <u>Taxes &amp; Benefits</u>          | \$52,100  |
| <u>Senior Rental Assistance</u>      | \$6,000   |
| <u>Senior Supportive Services</u>    | \$10,500  |
| <u>Senior Food, pantry supplies</u>  | \$5,200   |
| <u>Occupancy - Rent</u>              | \$20,799  |
| <u>Gas &amp; Electric</u>            | \$6,120   |
| <u>Other Utilities</u>               | \$1,200   |
| <u>IT Support</u>                    | \$2,100   |
| <u>Property &amp; Liability Ins.</u> | \$600     |
| <u>Postage &amp; Shipping</u>        | \$200     |
| <u>Office Supplies</u>               | \$720     |
| <u>Computer Software</u>             | \$135     |
| <u>Copier Expense</u>                | \$1,440   |
| <u>Rent - Office equip/Furniture</u> | \$540     |
| <u>Mileage Reimbursement</u>         | \$9,660   |
| <u>Seminars, Retreats, Training</u>  | \$900     |
| <u>Advertising &amp; Promotion</u>   | \$300     |
| <u>Telephone</u>                     | \$5,220   |
| <u>Telephone Cellular</u>            | \$3,060   |
| <u>Printing &amp; Publications</u>   | \$1,000   |

Total Expenses

**Total budget for this PROJECT:** **\$328,650**

**Grant Request Amount:** **\$10,000**

*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant?

**No**

Could it be?

**Yes**

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|   |      |
|---|------|
| <u>\$14,633 City of Vista – Project CARE grant</u>                | **C  |
| <u>\$52,248 San Diego County – Senior Minor Home Repair grant</u> | ** C |
| <u>\$193,500 Rancho Santa Fe Foundation</u>                       | ** P |
| <u>\$7,500 Foundation for Senior Wellbeing</u>                    | **P  |

| INTERFAITH COMMUNITY SERVICES<br>FY 2016 BUDGET |                   |                     |                    |               |
|---|-------------------|---------------------|--------------------|---------------|
| (Excludes Inkind)                               |                   |                     |                    | Fav / (Unfav) |
| In \$   | FY 2016<br>Budget | FY 2015<br>Forecast | Amount             | %             |
| <b>Revenues</b>                                 |                   |                     |                    |               |
| Government Grants and Contracts                 | 7,531,933         | 5,722,362           | 1,809,571          | 32%           |
| Contributions and Private Grants                | 3,000,000         | 2,739,253           | 260,747            | 10%           |
| Rental Income                                   | 394,800           | 394,584             | 216                | 0%            |
| Interest income                                 | 228,500           | 217,016             | 11,484             | 5%            |
| Other Income                                    | 114,553           | 105,826             | 8,727              | 8%            |
| <b>Total Revenues</b>                           | <b>11,269,786</b> | <b>9,179,041</b>    | <b>2,090,745</b>   | <b>23%</b>    |
| <b>Expenses</b>                                 |                   |                     |                    |               |
| Personnel & Related                             | 7,450,407         | 5,890,994           | (1,559,413)        | (26%)         |
| Program Services                                | 1,861,281         | 1,396,229           | (465,052)          | (33%)         |
| Occupancy Expense                               | 920,096           | 927,165             | 7,069              | 1%            |
| Professional Fees                               | 256,956           | 199,784             | (57,172)           | (29%)         |
| Business Insurance                              | 74,930            | 69,657              | (5,273)            | (8%)          |
| Interest Expense                                | 146,700           | 79,690              | (67,010)           | (84%)         |
| Depreciation Expense                            | 504,232           | 447,699             | (56,533)           | (13%)         |
| Other Expenses                                  | 639,248           | 559,040             | (80,208)           | (14%)         |
| <b>Total Expenses</b>                           | <b>11,853,850</b> | <b>9,570,258</b>    | <b>(2,283,592)</b> | <b>(24%)</b>  |
| <b>Gain/(Loss) from Operations</b>              | <b>(584,065)</b>  | <b>(391,217)</b>    | <b>(192,848)</b>   | <b>(49%)</b>  |



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508, Room 4010  
Cincinnati OH 45201

In reply refer to: 4077550286  
June 03, 2013 LTR 4168C 0  
95-3837714 000000 00  
00032869  
BODC: TE

INTERFAITH COMMUNITY SERVICES INC  
550 W WASHINGTON AVENUE  
ESCONDIDO CA 92025-1643

005682

Employer Identification Number: 95-3837714  
Person to Contact: Vaida Singleton  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Mar. 08, 2013, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in February 1984.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

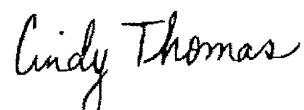
Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

4077550286  
June 03, 2013 LTR 4168C 0  
95-3837714 000000 00  
00032870

INTERFAITH COMMUNITY SERVICES INC  
550 W WASHINGTON AVENUE  
ESCONDIDO CA 92025-1643

If you have any questions, please call us at the telephone number  
shown in the heading of this letter.

Sincerely yours,



Cindy Thomas  
Manager, EO Determinations



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 942857  
SACRAMENTO CA 94257-0540

## Entity Status Letter

Date: 11/13/2013

ESL ID: 6041986171

According to our records, the following entity information is true and accurate as of the date of this letter.

Entity ID: 1120020

Entity Name: INTERFAITH COMMUNITY SERVICES, INC.

- 1. The entity is in good standing with the Franchise Tax Board.
- 2. The entity is **not** in good standing with the Franchise Tax Board.
- 3. The entity is currently exempt from tax under Revenue and Taxation Code (R&TC) Section 23701 d.
- 4. We do not have current information about the entity.

The above information does not necessarily reflect:

- The entity's status with any other agency of the State of California, or other government agency.
- If the entity's powers, rights, and privileges were suspended or forfeited at any time in the past, or the entity did business in California at a time when it was not qualified or not registered to do business in California:
  - The status or voidability of any contracts made in California by the entity at a time when the entity was suspended or forfeited (R&TC Sections 23304.1, 23304.5, 23305a, 23305.1).
  - For entities revived under R&TC Section 23305b, any time limitations on the revivor or limitation of the functions that can be performed by the entity.

## Internet and Telephone Assistance

Website: [ftb.ca.gov](http://ftb.ca.gov)

Telephone: 800.852.5711 from within the United States  
916.845.6500 from outside the United States

TTY/TDD: 800.822.6268 for persons with hearing or speech impairments

**Bill Baker** ..... Retired

**Laurie Burt** ..... Retired

**Rabbi David Castiglione** ..... Rabbi, Temple Adat Shalom

**CHAIR Christine Carrick** ..... Owner, Youngdale Manufacturing

**Rev. Meg Decker** ..... Reverend, Trinity Church

**David Dollins** ..... Retired

**Gene Evenskaas** ..... Retired

**Michael Friedrichs** ..... Attorney, White and Bright

**VICE CHAIR Silas Harrington** ..... Attorney, Tax Law

**Jeff Jones** ..... Union Bank

**George Liggins** ..... Retired

**Jesse Longacre** ..... Retired

**TREASURER Gary Luoto** ..... Retired

**Manny Martinez** ..... Financial Planner at Martinez, Winter & DeLaRosa

**Mike Meziere** ..... Owner, Meziere Enterprises

**Paul Polito** ..... Partner, Polito Eppich, CPA and Business Advisors

**Jinda Schatz** ..... Retired

**Tim Sharon** ..... Retired

**Secretary Stephen Smith** ..... Attorney/Partner, Lewis Brisbois Bisgaard & Smith LLP

**Jeff Vistica** ..... Financial Planner, Vistica Wealth Advisors

**Chris Weigel-Schwan** ..... Retired

### **Current Needs of Vulnerable North County Seniors**

As seniors age, their sense of “social capital,”-connection, trust, and participation to those around them, decreases and they tend to feel isolated and alone. Decreased social capital may also affect nutritional intake as well, which may in turn, cause or aggravate health issues. Studies have revealed that, those seniors who have a greater sense of social capital live healthier, happier lives. According to a recent study conducted by the University of California, San Francisco (UCSF), isolated seniors are more likely to experience life-threatening health issues. The study also found that seniors 60-years-old and older who reported feelings of loneliness and isolation, saw a 45% increase in their risk for death. Isolated seniors also had a 59% greater risk of mental and physical decline than their more social counterparts. Moreover, in 2012, a San Diego County HHSA report estimated that 84,000 San Diegans will be 85 years and older by 2030.

As the senior population in San Diego County continues to rapidly increase, the need for accessible resources and services specifically geared to the senior population is in high demand. Interfaith Community Services’ (Interfaith) Senior Services program works to effectively respond to these growing needs by providing a variety of support and services to seniors throughout San Diego’s North County region. Interfaith’s comprehensive services empower low-income, frail and disabled seniors to live independently.

### **Senior Services Program**

Interfaith Community Services is extremely grateful for the previous support from the San Marcos Community Foundation, increased funding enabled Interfaith’s Senior Services to provide services to 164 isolated, frail, and vulnerable seniors from February until August 2015. Of those 164 seniors served, 59 were San Marcos residents. Although previous support enabled Interfaith to successfully provide services to vulnerable seniors, there is still an existing funding gap in regard to the overall personnel costs associated with operating the Senior Services program. Increased funding from the San Marcos Community Foundation will enable Interfaith to provide support to at least 300 San Marcos seniors through its Senior Services Program over the next year. This funding opportunity will be used to support the overall personnel costs associated with operating the programs senior emergency account, minor home repairs, nutritional assistance and supportive services for vulnerable, isolated, and frail seniors over the next year.

Interfaith is uniquely positioned to effectively meet the needs of the target population as a result of the existing organization’s capacity, comprehensive social services, and existing presence in the North County region. Interfaith Community Services was founded in 1979 by a handful of diverse faith communities to address the needs of low-income, homeless, and under-served neighbors in North San Diego County. By creating Interfaith they were able to collaborate to make a bigger impact on the needs of people in our community. As participation grew, Interfaith evolved into a broad continuum of programs and services that provide the tools and resources people in crisis need to stabilize and rebuild their lives.

These programs are organized into five clusters: Nutrition and Basic Needs, Housing, Employment, Self-Sufficiency and Support as well as Behavioral Health and Recovery. Through these priority areas, Interfaith provides numerous programs covering a broad spectrum of support. Programs are designed to overlap so that each client receives as many services as necessary to improve their independence and self-sufficiency. With more than 300 member faith centers, and more than 130 dedicated staff, Interfaith served over 16,000 unique individuals last year alone.

Interfaith's Senior Services Program offers the following supportive services to vulnerable North County seniors:

**Minor Home Repairs:** Staff, volunteers, and local business groups assist in completing free minor home repairs for qualified seniors. These repairs make it easier and safer for caregivers to manage daily caregiving activities. Services include such repairs as: leaky faucets, repairing screen doors and windows, and installing grab bars and smoke detectors. Over the past year, 319 vulnerable seniors have received minor home repairs and modifications, including 77 San Marcos residents.

**Information and Referrals:** Staff and volunteers provide information and referrals to seniors to help them navigate the maze of health and social services, enabling seniors to access the services they need to remain in their homes.

**Senior Emergency Fund:** Funds provided by a local foundation are utilized to empower low-income seniors to return to stability after experiencing an unexpected financial setback or crisis. Over the past year, 26 seniors were provided with emergency support to prevent homelessness, assist in relocation, cover medical co-pays, purchase medical equipment, and pay for needed auto repairs.

**Senior Connections Program:** The Senior Connections program seeks to improve the nutritional security of vulnerable seniors by providing seniors with easily accessible and nutritious lunches through a food truck. In partnership with local mobile homes and faith centers, lunches are served in community-based locations and include senior outreach and support services including; socialization, informational presentations and performers, and connections to social service resources. Lunches and accompanying activities are held Monday through Friday every week at five mobile home parks and faith center sites along the Rte. 78 corridor, including three sites within San Marcos. In partnership with Rancho Santa Fe Foundation and Dreams for Change, Interfaith provided supportive services, as well as information and referrals, to 1,186 seniors between November 2014 and August 2015. Through the Senior Connections program's three San Marcos sites, Interfaith proudly served 581 San Marcos senior community members.

The overarching goal of Interfaith's Senior Services program is to enhance the wellness, self-sufficiency, and food security of North County seniors as they age in place. Funding from the San Marcos Community Foundation, will enable Interfaith to close an existing funding gap for personnel services associated with operating the Senior Services program. Specifically, funding will be used to support personnel costs associated with operating the Senior Services program's variety of senior services including its senior emergency account, minor home repairs, nutritional assistance, information and referrals, as well as supportive services. This grant is expected to help improve the lives and wellbeing of at least 300 vulnerable San Marcos seniors over the next year.

#### **Program Evaluation Process**

Through monthly surveys and assessments, Interfaith tracks the effectiveness of programs and outreach efforts. Interfaith will internally evaluate and share results of its long-term effectiveness in supporting the needs of underserved seniors in North County. Our internal evaluation process includes pre-and post-service results, as well as participant feedback to determine the effectiveness of our programs. Similarly, results will be shared through communications to the public which include, Interfaith's newsletter, website, blog, and social media pages. The success of this grant's outcome will be evaluated in the form of a detailed report to the San Marcos Community Foundation, which will clearly state how the funds were expended, along with an evaluation of the program effectiveness.

Form **990**Department of the Treasury  
Internal Revenue Service**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

**2013**Open to Public  
InspectionA For the 2013 calendar year, or tax year beginning **JUL 1, 2013** and ending **JUN 30, 2014**

|   |  |  |  |  |
|---|--|--|--|--|
| <input type="checkbox"/> Check if applicable:<br><br><input type="checkbox"/> Address change<br><input type="checkbox"/> Name change<br><input type="checkbox"/> Initial return<br><input type="checkbox"/> Terminated<br><input type="checkbox"/> Amended return<br><input type="checkbox"/> Application pending | C Name of organization<br><br><b>INTERFAITH COMMUNITY SERVICES, INC.</b>   |  | D Employer identification number<br><br><b>95-3837714</b>  |  |
|   | Doing Business As  |  |  |  |
|   | Number and street (or P.O. box if mail is not delivered to street address)<br><b>550 W WASHINGTON AVE B</b>  |  | Room/suite   |  |
|   | City or town, state or province, country, and ZIP or foreign postal code<br><b>ESCONDIDO, CA 92025</b>   |  |  |  |
|   | F Name and address of principal officer: <b>GREG ANGLEA</b><br><b>SAME AS C ABOVE</b>  |  |  | G Gross receipts \$ <b>10,698,892.</b> |
|   | I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c)( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 |  |  |  |
|   | J Website: ► <b>WWW.INTERFAITHSERVICES.ORG</b>   |  |  | E Telephone number <b>760-489-6380</b> |
| K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ►  |  |  | H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No                          |  |
|   |  |  | H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No<br>If "No," attach a list. (see instructions) |  |
|   |  |  | H(c) Group exemption number ►  |  |

L Year of formation: **1979** M State of legal domicile: **CA****Part I Summary**

|                             |   |                    |
|-----------------------------|---|--------------------|
| Activities & Governance     | 1 Briefly describe the organization's mission or most significant activities: <b>SOCIAL SERVICES TO ADDRESS THE NEEDS OF LOW-INCOME, HOMELESS, AND UNDERSERVED POPULATIONS.</b> |                    |
|                             | 2 Check this box ► <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.                                     |                    |
|                             | 3 Number of voting members of the governing body (Part VI, line 1a) <b>3</b>  |                    |
|                             | 4 Number of independent voting members of the governing body (Part VI, line 1b) <b>4</b>  |                    |
|                             | 5 Total number of individuals employed in calendar year 2013 (Part V, line 2a) <b>5</b>   |                    |
|                             | 6 Total number of volunteers (estimate if necessary) <b>6</b>   |                    |
|                             | 7a Total unrelated business revenue from Part VIII, column (C), line 12 <b>7a</b><br>b Net unrelated business taxable income from Form 990-T, line 34 <b>7b</b>                 |                    |
| Revenue                     | Prior Year  | Current Year       |
|                             | 8 Contributions and grants (Part VIII, line 1h) <b>7,123,193.</b>   | <b>3,620,089.</b>  |
|                             | 9 Program service revenue (Part VIII, line 2g) <b>5,330,375.</b>  | <b>6,009,149.</b>  |
|                             | 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) <b>330,934.</b>  | <b>243,498.</b>    |
|                             | 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) <b>-28,229.</b>   | <b>0.</b>          |
|                             | 12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) <b>12,756,273.</b>  | <b>9,872,736.</b>  |
|                             | 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3) <b>0.</b>   | <b>0.</b>          |
| Expenses                    | 14 Benefits paid to or for members (Part IX, column (A), line 4) <b>0.</b>  | <b>0.</b>          |
|                             | 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) <b>5,260,043.</b>  | <b>5,690,541.</b>  |
|                             | 16a Professional fundraising fees (Part IX, column (A), line 11e) <b>0.</b>   | <b>0.</b>          |
|                             | b Total fundraising expenses (Part IX, column (D), line 25) ► <b>633,011.</b>   |                    |
|                             | 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) <b>4,007,461.</b>   | <b>4,511,013.</b>  |
|                             | 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) <b>9,267,504.</b>  | <b>10,201,554.</b> |
|                             | 19 Revenue less expenses. Subtract line 18 from line 12 <b>3,488,769.</b>   | <b>-328,818.</b>   |
| Net Assets or Fund Balances | Beginning of Current Year   | End of Year        |
|                             | 20 Total assets (Part X, line 16) <b>21,305,813.</b>  | <b>21,689,602.</b> |
|                             | 21 Total liabilities (Part X, line 26) <b>3,154,243.</b>  | <b>2,993,641.</b>  |
|                             | 22 Net assets or fund balances. Subtract line 21 from line 20 <b>18,151,570.</b>  | <b>18,695,961.</b> |

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|               |   |                      |   |
|---------------|---|----------------------|---|
| Sign Here     | ► Signature of officer  |                      | Date  |
|               | ► <b>JOSEPH STEMMLER, DIRECTOR OF FINANCE</b>                                       |                      |   |
| Paid Preparer | Print/Type preparer's name<br><b>ROBERT C. GELLMAN</b>                              | Preparer's signature | Date  |
|               |   |                      | Check <input type="checkbox"/> if self-employed |
| Use Only      | Firm's name ► <b>CBIZ MHM, LLC</b>  |                      | Firm's EIN ► <b>01-0826173</b>                  |
|               | Firm's address ► <b>10616 SCRIPPS SUMMIT COURT, STE 100<br/>SAN DIEGO, CA 92131</b> |                      | Phone no. <b>858-795-2000</b>                   |

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III ..... 

1 Briefly describe the organization's mission:

**TO IMPLEMENT PROGRAMS FOR BASIC NEEDS, SOCIAL SERVICES, AND PERSONAL ECONOMIC DEVELOPMENT, WHICH WILL EMPOWER THE DISADVANTAGED IN OUR COMMUNITY. SHARE MEMBER CONCERNS WITH ISSUES AND DEAL WITH PROBLEMS, WHICH AFFECT THE RELIGIOUS COMMUNITY WHEN BY COMMON CONSENT, THE**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? .....  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? .....  Yes  No  
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

**4a (Code: ) (Expenses \$ 1,166,067. including grants of \$ ) (Revenue \$ 693,736.)**  
**SHELTERS AND HOMES - INTERFAITH COMMUNITY SERVICES, INC (ICS) PROVIDES SOBERING AND REHABILITATION PROGRAMS AND HOUSING, PROVIDES EMERGENCY HOUSING AND CARE FOR THE MENTALLY ILL HOMELESS WOMEN AND MEN. THESE PROGRAMS INCLUDE CASE MANAGEMENT, SCREENING, AND REFERRALS FOR OTHER PROGRAMS AND SERVICES.**

**4b (Code: ) (Expenses \$ 2,195,238. including grants of \$ ) (Revenue \$ 738,591.)**  
**SOCIAL SERVICES - ICS PROVIDES LOW INCOME AND UNEMPLOYED INDIVIDUALS AND FAMILIES EMERGENCY FOOD, BASIC EMPLOYMENT SERVICES, FREE TAX PREPARATION, RENTAL ASSISTANCE, UTILITIES ASSISTANCE AND REFERRALS FOR OTHER SERVICES. ICS ALSO SUPPLIES DAILY BREAKFAST AND LUNCH, AND BASIC SERVICES, SUCH AS SHOWERING, LAUNDRY FACILITIES AND MAIL RECEIPT FOR THE HOMELESS.**

**4c (Code: ) (Expenses \$ 3,109,814. including grants of \$ ) (Revenue \$ 2,895,165.)**  
**VETERANS' SERVICES - ICS PROVIDES VETERANS WITH THE RESOURCES NECESSARY TO REGAIN SELF-SUFFICIENCY THROUGH TEMPORARY HOUSING, JOB SEARCH, JOB TRAINING, COUNSELING, AND HELP APPLYING FOR FEDERAL BENEFITS, SUCH AS SOCIAL SECURITY AND VETERANS ADMINISTRATION BENEFITS. ICS ALSO PROVIDES RECUPERATIVE CARE SERVICES FOR RECENTLY RELEASED HOSPITALIZED VETERANS.**

4d Other program services (Describe in Schedule O.)

(Expenses \$ 2,290,717. including grants of \$ ) (Revenue \$ 1,686,502.)

4e Total program service expenses ► 8,761,836.

Form 990 (2013)



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

(Choose one)  MINI-GRANT (Choose one)  REGULAR GRANT

|  |   |   |
|--|---|---|
| Project Name: Fortissimo Orchestra<br>Program SMUSD<br>Date Submitted: 9/30/15   | Total # of people served: 50<br>Total # of San Marcos residents served: 100 | Amount Requested: \$ 10,000   |
| Non-Profit Organization Name and Address, Website<br>Kid's College<br>570 Rancheros Drive, Suite 270<br>San Marcos, CA 92069<br>www.thekidscollege.org |   | Contact Person – Name, Title & Phone, email<br>Carole Beeson, Program Director<br>cbeeson21@gmail.com<br>858-922-7401 |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

Funds are requested to sustain and grow the "Fortissimo" Orchestra Program at Joli Ann Leichtag Elementary School (SMUSD) which started in January 2015 with 25 3rd grade students. These students are continuing at the 4th grade and a new 3rd class is scheduled to begin. Requested Grant Funds will be used for instructors, instruments and program management. Please see the enclosed Program Plan for details.

Briefly describe the significance of your request to the San Marcos community:

This program as a model and forerunner of an orchestral program in all of the SMUSD Title I schools and beyond is demonstrating that it is transformational for students in low socio-economic circumstance by measured improvement academically, behaviorally, and socially. Our first class has brought the students, parents and community together with both participation and direct program support. As in other similar programs world-wide these young students will become better citizens as they grow to adulthood.

|   |  |
|---|--|
| Please attach the following items.<br><b>Both Mini-Grant &amp; Regular:</b><br>1. Budget for request (use SMCF Budget Worksheet)<br>2. Annual Operating budget for the organization or unit<br>3. Federal & State Tax ID numbers<br>4. Board of Directors listing with affiliations<br>5. Signature of President or Authorized Officer on Application- <i>If using a fiscal sponsor, the signature must come from the President or an Authorized Officer of that organization.</i><br>6. <b>Regular Grants Only:</b><br>a. 1-2 page narrative<br>b. First 2 pages of Federal 990<br>c. Most recent year-end Statement or Audit including any management letters associated with Audit.<br>d. Optional: letters of support | Expected date project will begin/end: 7/1/15-6/30/16<br>Date by which funds will be expended: 6/16<br>Signature of President or Authorized Officer<br><br><i>Carole Beeson 9/30/15</i><br>Name, Title <i>Program Director</i> Date<br><br>Submit Via Mail, In Person or Via Email to:<br>San Marcos Community Foundation<br>c/o City of San Marcos<br>1 Civic Center Drive<br>San Marcos, CA 92069<br>Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a> |
|---|--|

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

Provide an itemized list of expenses for this project:  
 (example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|  |                  |
|--|------------------|
| <u>25 Instruments(violins, violas, cellos)</u> | <u>\$ 9,224</u>  |
| <u>Instrument Maintenance</u>                  | <u>\$ 2,172</u>  |
| <u>Music Books</u>                             | <u>\$ 250</u>    |
| <u>Program Director</u>                        | <u>\$ 6,000</u>  |
| <u>Instructors</u>                             | <u>\$ 16,840</u> |
| <u>Music Stands</u>                            | <u>\$ 875</u>    |
| <u>Admin (Payroll, accounting, insurance)</u>  | <u>\$ 3,336</u>  |
|  | <u>\$ _____</u>  |

**Total budget for this PROJECT:** \$ 38,897

**Grant Request Amount:** \$ 10,000  
 (Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

Is this a challenge grant? Could it be?

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|                  |   | Program     |
|------------------|---|-------------|
| \$ <u>5,000</u>  | (Name of source) <u>S.D County Community Reinvestment</u> | <u>** P</u> |
| \$ <u>5,000</u>  | (Name of source) <u>Classics for Kids Foundation</u>      | <u>** P</u> |
| \$ <u>5,000</u>  | (Name of source) <u>Yordsons</u>                          | <u>** P</u> |
| \$ <u>5,000</u>  | (Name of source) <u>Sunwest Bank</u>                      | <u>** P</u> |
| \$ <u>10,000</u> | (Name of source) <u>Mission Federal Credit</u>            | <u>P</u>    |

## Cash Flow - August 4, 2015

### Accounts/Cash

|                            |    |           |
|----------------------------|----|-----------|
| Main Checking Account      | \$ | 1,751.11  |
| Savings                    | \$ | 5,151.79  |
| Secondary Checking Account | \$ | 10,114.53 |
| Secondary Savings Account  | \$ | 2,258.10  |
| - Fortissimo               | \$ | 11,356.41 |

**Total Accounts** \$ **7,919.12**

### Total Account Receivables

|                        |    |          |                                |
|------------------------|----|----------|--------------------------------|
| SDG&E Grant            | \$ | 2,500.00 | Received but not yet deposited |
| Sign Me Up - Repayment | \$ | 2,100.00 |                                |

**Total Account Receivables** \$ **4,600.00**

**Total Expected Cash** \$ **12,519.12**

### Current Expenses

|                                 |           |                 |
|---------------------------------|-----------|-----------------|
| Outstanding Checks              | \$        | 1,337.33        |
| <b>Total Outstanding Checks</b> | <b>\$</b> | <b>1,337.33</b> |

**Total Current Expenses** \$ **1,337.33**

**Current Expected Cash - Current Expenses** \$ **11,181.79**

## Expenses

### August

|                               |    |                  |                                |
|-------------------------------|----|------------------|--------------------------------|
| Expected Revenue in August    | \$ | 3,300.00         | Revenue from JA BizTown Summer |
|                               | \$ | 3,500.00         | Beginning of Fall I Session    |
|                               |    |                  | Revenue                        |
|                               |    |                  | Paid                           |
| rent & utilities              |    |                  |                                |
| Salaries & Taxes              | \$ | 9,600.00         |                                |
| Room Fees                     | \$ | 1,538.40         | VUSD Room Fees - Have not      |
| Instructor July Camps Payment | \$ | 3,816.37         | been invoiced                  |
| Web Registration System       | \$ | 335.00           | Instructors - July camps       |
| Bank Charges                  | \$ | 150.00           |                                |
| Cox monthly                   | \$ | 80.00            |                                |
| Tech / Phone                  | \$ | 140.00           |                                |
| Miscellaneous                 | \$ | 100.00           |                                |
| <b>Total August</b>           | \$ | <b>15,759.77</b> |                                |
| <b>Total at end of August</b> | \$ | <b>2,222.02</b>  |                                |

### September

|                                  |    |                  |                               |
|----------------------------------|----|------------------|-------------------------------|
| Expected Revenue in September    | \$ | 55,000.00        | Fall I and Special Programs   |
|                                  |    |                  | Revenue                       |
| rent & utilities                 | \$ | 330.00           |                               |
| Salaries & Taxes                 | \$ | 9,600.00         |                               |
| Web Updates                      | \$ | 200.00           | new sliders and info for Fall |
| Web Registration System          | \$ | 335.00           |                               |
| Instructor Orientation           | \$ | 150.00           |                               |
| Materials                        | \$ | 500.00           |                               |
| Bank Charges                     | \$ | 150.00           |                               |
| Cox monthly                      | \$ | 80.00            |                               |
| Tech / Phone                     | \$ | 140.00           |                               |
| Miscellaneous                    | \$ | 100.00           |                               |
| <b>Total September Expenses</b>  | \$ | <b>11,585.00</b> |                               |
| <b>Total at end of September</b> | \$ | <b>45,637.02</b> |                               |

## October

|                                       |           |                  |                                     |
|---------------------------------------|-----------|------------------|-------------------------------------|
| Expected Revenue in October           | \$        | 15,000.00        | Fall I and Special Programs Revenue |
| rent & utilities                      | \$        | 330.00           |                                     |
| Salaries & Taxes                      | \$        | 9,600.00         |                                     |
| Web Registration System               | \$        | 335.00           |                                     |
| On-Boarding New Instructors           | \$        | 575.00           | includes fingerprinting             |
| Instructor Pay for September          | \$        | 7,750.00         |                                     |
| Bank Charges                          | \$        | 400.00           |                                     |
| Cox monthly                           | \$        | 80.00            |                                     |
| Tech / Phone                          | \$        | 140.00           |                                     |
| Miscellaneous                         | \$        | 250.00           |                                     |
| <b>Total October Expenses</b>         | <b>\$</b> | <b>19,460.00</b> |                                     |
| <b><i>Total at end of October</i></b> | <b>\$</b> | <b>41,177.02</b> |                                     |

Notes:

## Fortissimo Orchestra Program

| Revenue                                      | April              | May                | June               | July                 | August             | September          | October              | November             | December             | Total               | Notes   |
|--|--------------------|--------------------|--------------------|----------------------|--------------------|--------------------|----------------------|----------------------|----------------------|---------------------|---|
| Actual                                       | \$ 2,179.70        | \$ 2,763.20        | \$ 3,693.32        | \$ 364.00            | \$ 2,050.00        |                    |                      |                      |                      |                     |   |
| Projected From the District                  |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Projected Fundraising                        |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| <b>Total Actual &amp; Projected Revenue</b>  | <b>\$ 2,179.70</b> | <b>\$ 2,763.20</b> | <b>\$ 3,693.32</b> | <b>\$ 364.00</b>     | <b>\$ 2,050.00</b> |                    |                      |                      |                      | <b>\$ 29,422.22</b> |   |
|  |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| <b>Expenses</b>                              |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Actual Expenses                              |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Fingerprinting                               |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Printing                                     |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Personnel Costs                              | \$ 2,263.20        | \$ 2,091.00        | \$ 1,992.60        | \$ 1,182.00          | \$ 1,207.00        | \$ 690.00          |                      |                      |                      |                     | Personnel Costs paid in the following month (i.e. December hours paid in January) |
| Kid's College Personnel Time                 | \$ 50.00           | \$ 50.00           | \$ 100.00          | \$ 50.00             | \$ 50.00           | \$ 30.00           |                      |                      |                      |                     |   |
| Materials                                    |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| LEGOLAND Performance Tickets                 | \$ 300.00          |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| WebFront End / Logo                          |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Other Fortissimo                             |                    |                    |                    |                      | \$ 183.17          |                    |                      |                      |                      |                     |   |
| <b>Total Actual Expenses</b>                 | <b>\$ 2,613.20</b> | <b>\$ 2,141.00</b> | <b>\$ 2,092.60</b> | <b>\$ 1,415.17</b>   | <b>\$ 1,257.00</b> | <b>\$ 720.00</b>   |                      |                      |                      | <b>\$ 16,785.81</b> |   |
|  |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Projected Expenses                           |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Printing                                     |                    |                    |                    |                      |                    | \$ 250.00          |                      |                      |                      |                     |   |
| Personnel Costs                              |                    |                    |                    |                      |                    |                    | \$ 1,500.00          | \$ 2,000.00          | \$ 2,000.00          |                     | Personnel Costs paid in the following month (i.e. December hours paid in January) |
| Kid's College Personnel Time                 |                    |                    |                    |                      |                    |                    | \$ 150.00            | \$ 50.00             | \$ 150.00            |                     |   |
| Materials                                    |                    |                    |                    |                      |                    |                    | \$ 1,000.00          |                      |                      |                     |   |
| WebFront End / Logo                          |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| Other Fortissimo                             |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| <b>Total Projected Expenses</b>              | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ -</b>          | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ 2,900.00</b>   | <b>\$ 2,050.00</b>   | <b>\$ 2,150.00</b>   | <b>\$ 4,950.00</b>  |   |
|  |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| <b>Total Actual &amp; Projected Expenses</b> | <b>\$ 2,613.20</b> | <b>\$ 2,141.00</b> | <b>\$ 2,092.60</b> | <b>\$ 1,415.17</b>   | <b>\$ 1,257.00</b> | <b>\$ 720.00</b>   | <b>\$ 2,900.00</b>   | <b>\$ 2,050.00</b>   | <b>\$ 2,150.00</b>   | <b>\$ 21,735.81</b> |   |
|  |                    |                    |                    |                      |                    |                    |                      |                      |                      |                     |   |
| <b>Net</b>                                   | <b>\$ (433.50)</b> | <b>\$ 622.20</b>   | <b>\$ 1,600.72</b> | <b>\$ (1,051.17)</b> | <b>\$ 793.00</b>   | <b>\$ (720.00)</b> | <b>\$ (2,900.00)</b> | <b>\$ (2,050.00)</b> | <b>\$ (2,150.00)</b> | <b>\$ 5,536.41</b>  |   |
| Rolling                                      | \$ 11,391.66       | \$ 12,013.86       | \$ 13,614.58       | \$ 12,563.41         | \$ 13,356.41       | \$ 12,636.41       | \$ 9,736.41          | \$ 7,686.41          | \$ 5,536.41          |                     |   |

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: SEP 27 2005

KIDS COLLEGE  
18010 CALLE ESTEPONA  
SAN DIEGO, CA 92126

Employer Identification Number:

33-0933622

DLN:

17053217704006

Contact Person:

DAN W BERRY

ID# 31122

Contact Telephone Number:

(877) 829-5500

Public Charity Status:

170(b) (1) (A) (vi)

Dear Applicant:

Our letter dated July 2002, stated you would be exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code, and you would be treated as a public charity, rather than as a private foundation, during an advance ruling period.

Based on the information you submitted, you are classified as a public charity under the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, (800) 829-3676. Information is also available on our Internet Web Site at [www.irs.gov](http://www.irs.gov).

If you have general questions about exempt organizations, please call our toll-free number shown in the heading.

Please keep this letter in your permanent records.

Sincerely yours,



Lois G. Lerner  
Director, Exempt Organizations  
Rulings and Agreements



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 1286  
RANCHO CORDOVA CA 95741-1286

In reply refer to  
755:G :SIK

June 6, 2002

KID'S COLLEGE  
CAROLE T BEESON  
18010 CALLE ESTEPONA  
SAN DIEGO CA 92128-1553

Purpose : CHARITABLE, EDUCATIONAL  
Code Section : 23701d  
Form of Organization : Corporation  
Accounting Period Ending: June 30  
Organization Number : 2288505

You are exempt from state franchise or income tax under the section of the Revenue and Taxation Code indicated above.

This decision is based on information you submitted and assumes that your present operations continue unchanged or conform to those proposed in your application. Any change in operation, character, or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address must also be reported.

In the event of a change in relevant statutory, administrative, judicial case law, a change in federal interpretation of federal law in cases where our opinion is based upon such an interpretation, or a change in the material facts or circumstances relating to your application upon which this opinion is based, this opinion may no longer be applicable. It is your responsibility to be aware of these changes should they occur. This paragraph constitutes written advice, other than a chief counsel ruling, within the meaning of Revenue and Taxation Code Section 21012(a)(2).

You may be required to file Form 199 (Exempt Organization Annual Information Return) on or before the 15th day of the 5th month (4 1/2 months) after the close of your accounting period. Please see annual instructions with forms for requirements.

You are not required to file state franchise or income tax returns unless you have income subject to the unrelated business income tax

15  
June 6, 2002  
KID'S COLLEGE  
ENTITY ID : 2288505  
Page 2

under Section 23731 of the Code. In this event, you are required to file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 5th month (4 1/2 months) after the close of your annual accounting period.

Please note that an exemption from federal income or other taxes and other state taxes requires separate applications.

A copy of this letter has been sent to the Registry of Charitable Trusts.

M SIKICH  
EXEMPT ORGANIZATIONS  
BUSINESS ENTITIES SECTION  
TELEPHONE (916) 845-4092  
FAX NUMBER (916) 845-0800

EO :



**KID'S COLLEGE  
BOARD OF DIRECTORS  
SEPTEMBER 1, 2015**

**Chairman of the Board: Joe Longo – Management Consultant, Businessman**

**Board Secretary: Tami Noorzay – Art Instructor**

**Board Members:**

**Carole Beeson – Founder/Program Director**

**Glenda Cuevas – Principal (Oceanside High School)**

**Joanne Tawfilis – Commissioner/Public Institution**

Form **8879-EO**

**IRS e-file Signature Authorization  
for an Exempt Organization**

OMB No. 1545-1878

Department of the Treasury  
Internal Revenue Service

For calendar year 2014, or fiscal year beginning \_\_\_\_\_, 2014, and ending \_\_\_\_\_.

► **Do not send to the IRS. Keep for your records.**  
► **Information about Form 8879-EO and its instructions is at [www.irs.gov/form8879eo](http://www.irs.gov/form8879eo).**

**2014**

Name of exempt organization

**KIDS COLLEGE**

Name and title of officer

**ANN LITTLE**

**EXECUTIVE DIRECTOR**

**Part I Type of Return and Return Information (Whole Dollars Only)**

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line **1a, 2a, 3a, 4a, or 5a**, below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, or 5b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not complete more than 1 line in Part I.**

**1 a** Form 990 check here . . . . ►  **b Total revenue**, if any (Form 990, Part VIII, column (A), line 12)..... **1 b** 311,811.  
**2 a** Form 990-EZ check here . . . . ►  **b Total revenue**, if any (Form 990-EZ, line 9)..... **2 b** \_\_\_\_\_  
**3 a** Form 1120-POL check here . . . . ►  **b Total tax** (Form 1120-POL, line 22)..... **3 b** \_\_\_\_\_  
**4 a** Form 990-PF check here . . . . ►  **b Tax based on investment income** (Form 990-PF, Part VI, line 5).... **4 b** \_\_\_\_\_  
**5 a** Form 8868 check here . . . . ►  **b Balance Due** (Form 8868, Part I, line 3c or Part II, line 8c)..... **5 b** \_\_\_\_\_

**Part II Declaration and Signature Authorization of Officer**

Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2014 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete.

I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal.

**Officer's PIN: check one box only**

I authorize ORTEGA & ASSOCIATES CPA to enter my PIN 93362 as my signature  
ERO firm name  
Enter five numbers, but  
do not enter all zeros

on the organization's tax year 2014 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2014 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Officer's signature ► \_\_\_\_\_

Date ► \_\_\_\_\_

**Part III Certification and Authentication**

**ERO's EFIN/PIN.** Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.....

33522823206  
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2014 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub 4163**, Modernized e-File (MeF) Information for Authorized IRS e-File Providers for Business Returns.

ERO's signature ► \_\_\_\_\_

Date ► \_\_\_\_\_

**ERO Must Retain This Form – See Instructions  
Do Not Submit This Form To the IRS Unless Requested To Do So**

**BAA For Paperwork Reduction Act Notice, see instructions.**

**Form 8879-EO (2014)**

## Return of Organization Exempt From Income Tax

Department of the Treasury  
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

- Do not enter social security numbers on this form as it may be made public.
- Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

2014

Open to Public  
Inspection

## A For the 2014 calendar year, or tax year beginning

, 2014, and ending

|   |  |                          |                                  |                               |
|---|--|--------------------------|----------------------------------|-------------------------------|
| B Check if applicable:                                      | C  |                          | D Employer identification number |                               |
|   | <input type="checkbox"/> Address change          | KIDS COLLEGE             |                                  | 33-0933622                    |
|   | <input type="checkbox"/> Name change             | 570 RANCHEROS DRIVE #270 |                                  | E Telephone number            |
|   | <input type="checkbox"/> Initial return          | SAN MARCOS, CA 92069     |                                  | 760-798-4064                  |
|   | <input type="checkbox"/> Final return/terminated |                          |                                  |                               |
| <input type="checkbox"/> Amended return                     |  |                          |                                  |                               |
| <input type="checkbox"/> Application pending                |  |                          | G Gross receipts \$              | 311,811.                      |
| F Name and address of principal officer:<br>SAME AS C ABOVE |  |                          |                                  |                               |
| I Tax-exempt status   | X 501(c)(3)                                      | 501(c) ( ) (insert no.)  | 4947(a)(1) or                    | 527                           |
| J Website:  | ► THEKIDSCOLLEGE.ORG                             |                          |                                  | H(c) Group exemption number ► |
| K Form of organization:                                     | X Corporation                                    | Trust                    | Association                      | Other ►                       |
| L Year of formation:  | 2002   |                          | M State of legal domicile:       | CA                            |

## Part I Summary

|  |   |                           |              |              |
|--|---|---------------------------|--------------|--------------|
| Activities & Governance  | 1 Briefly describe the organization's mission or most significant activities: <b>PROVIDE QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.</b> |                           |              |              |
|  | 2 Check this box ► <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.   |                           |              |              |
|  | 3 Number of voting members of the governing body (Part VI, line 1a).....  | 3                         | 4            |              |
|  | 4 Number of independent voting members of the governing body (Part VI, line 1b).....  | 4                         | 4            |              |
|  | 5 Total number of individuals employed in calendar year 2014 (Part V, line 2a).....   | 5                         | 3            |              |
|  | 6 Total number of volunteers (estimate if necessary).....   | 6                         | 65           |              |
|  | 7a Total unrelated business revenue from Part VIII, column (C), line 12.....  | 7a                        | 0.           |              |
|  | b Net unrelated business taxable income from Form 990-T, line 34.....   | 7b                        | 0.           |              |
|  |   |                           | Prior Year   | Current Year |
|  | 8 Contributions and grants (Part VIII, line 1h).....  | 69,705.                   |              | 95,951.      |
| 9 Program service revenue (Part VIII, line 2g).....  | 289,090.  |                           | 215,842.     |              |
| 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d).....                      | 22.   |                           | 18.          |              |
| 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....           |   |                           |              |              |
| 12 Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)..... | 358,817.  |                           | 311,811.     |              |
|  |   | Prior Year                | Current Year |              |
| 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3).....                   | 81,790.   |                           | 107,211.     |              |
| 14 Benefits paid to or for members (Part IX, column (A), line 4).....                      |   |                           |              |              |
| 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....  |   |                           |              |              |
| 16a Professional fundraising fees (Part IX, column (A), line 11e).....                     |   |                           |              |              |
| b Total fundraising expenses (Part IX, column (D), line 25) ►                              | 22,957.   |                           |              |              |
| 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....                       | 249,034.  |                           | 223,316.     |              |
| 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....          | 330,824.  |                           | 330,527.     |              |
| 19 Revenue less expenses. Subtract line 18 from line 12.....                               | 27,993.   |                           | -18,716.     |              |
|  |   | Beginning of Current Year | End of Year  |              |
| 20 Total assets (Part X, line 16).....   | 90,217.   |                           | 71,501.      |              |
| 21 Total liabilities (Part X, line 26).....  | 0.  |                           | 0.           |              |
| 22 Net assets or fund balances. Subtract line 21 from line 20.....                         | 90,217.   |                           | 71,501.      |              |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|                               |                        |                    |
|-------------------------------|------------------------|--------------------|
| Sign<br>Here                  | ► Signature of officer | Date               |
|                               | ► ANN LITTLE           | EXECUTIVE DIRECTOR |
| Type or print name and title. |                        |                    |

|  |                                       |                      |         |   |           |
|--|---------------------------------------|----------------------|---------|---|-----------|
| Paid<br>Preparer<br>Use Only   | Print/Type preparer's name            | Preparer's signature | Date    | Check <input checked="" type="checkbox"/> if<br>self-employed | PTIN      |
|  | MARIO G. ORTEGA                       |                      | 9/19/15 |   | P00232069 |
|  | Firm's name ► ORTEGA & ASSOCIATES CPA |                      |         |   |           |
| Firm's address ► 5151 SHOREHAM PL., SUITE 100<br>SAN DIEGO, CA 92122 | Firm's EIN ► 20-0311474               |                      |         |   |           |
|  | Phone no. (858) 623-2786              |                      |         |   |           |

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

BAA For Paperwork Reduction Act Notice, see the separate instructions.

TEEA0113L 05/28/14

Form 990 (2014)

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III 

1 Briefly describe the organization's mission:

PROVIDE QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If 'Yes,' describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No  
If 'Yes,' describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

**4a** (Code: \_\_\_\_\_) (Expenses \$ 238,261. including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

PROVIDED QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.

**4b** (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4c** (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4d** Other program services. (Describe in Schedule O.)

(Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

**4e** Total program service expenses ► 238,261.



September 30, 2015

Colleen Lukoff  
Chair  
San Marcos Community Foundation  
1 Civic Drive  
San Marcos, CA 92069

Dear Colleen and Board Members,

As we submit this Grant Application for your continued support of the Fortissimo Orchestra Program we do want to thank you, and your Board, for your support last year – it really allowed us to start the program. As I think you know, the program has been very successful with the 3<sup>rd</sup> grade class of 25 at Joli Ann Leichtag excelling and performing at a level that has been truly transformational for the students and their parents – grades are up, behavior has improved and attitudes have become more positive toward school. Also very encouraging has been the return of all (100%) of the students as 4<sup>th</sup> graders with a waiting list clamoring to join Fortissimo as the new 3<sup>rd</sup> grade beginner orchestra.

Our Fortissimo Program is the first step in bringing an expanded and more robust music education program into the SMUSD. With Kevin Holt's leadership and the School Boards support this program is designed to expand into all of the Title I Elementary Schools in the SMUSD and then into all of our schools, including Middle and High schools.

We, of course, hope you will give our application your favorable consideration as we continue with wonderful community support to create a musical renaissance in the SMUSD. If you should need additional information please call (or e-mail).

Best Regards,

*Carole Beeson*  
Carole Beeson  
Program Director



September 20, 2015

Colleen Lukoff  
San Marcos Community Foundation  
1 Civic Drive  
San Marcos, CA 92069

Dear Ms. Lukoff,

Please consider increasing the San Marcos Community Foundation's support of the Fortissimo after-school strings program. Under the leadership of Carole Beeson, Fortissimo launched in January and achieved remarkable results in just a few months.

We have been advising and consulting with Carole and San Marcos Superintendent Kevin Holt since the summer of 2013 on the design and implementation of Fortissimo. Since that time, San Marcos Unified has passed a Visual and Performing Arts Strategic Plan and community support for arts education is growing. Fortissimo plays an important role in returning music education to the schools.

SDYS has been engaged in running programs similar to Fortissimo in other San Diego County communities since 2010. This transition from a start-up program to year two is a critical testing time. Will the families and musicians return? Will the community maintain and increase its support? Will the full potential for rebuilding music education be realized?

Thus far, Fortissimo is proving itself. 100% of the musicians have returned for the new school year. This is a testament to the quality of instruction and successful engagement with parents. Now it is up to the San Marcos community to meet these families enthusiasm with the necessary support to continue the program.

When communities do rally behind an after school program like Fortissimo, the ripple effect can be immense. In Chula Vista where we run our very similar Community Opus Project, the school district just invested \$5 million dollars to return arts education to all of its 45 campuses and 29,000 students. It takes a program like Fortissimo to build community commitment to providing arts education for all children while the school system rebuilds its capacity to deliver such a promise.

I urge the San Marcos Community Foundation to reinvest in Fortissimo. Not only will you support the children currently enrolled in Fortissimo. You will add weight and importance to the goal of bringing music education to all children of San Marcos.

Sincerely,

A handwritten signature in black ink, appearing to read "Dalouge E".

Dalouge Smith  
President and CEO

August 18, 2015

San Marcos Community Foundation

Dear Colleen Lukoff and Foundation Members,

I am writing this letter in support of Fortissimo and the San Marcos Unified School District's goal to develop, implement and conduct a youth orchestral music program in San Marcos' disadvantaged elementary schools modeled after "El Sistema", which originated in Venezuela.

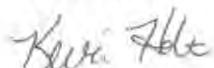
At the heart of El Sistema is a simple idea: using the classical music ensemble experience to promote positive social and academic change in youth.

In order to make this program possible, we will need the resources to fund music instructors and purchase string instruments, music stands, and method books.

We are excited by their first few months of existence and are well aware of the impact your first grant made in their ability to begin. We hope, since they have proven their success with the first group, you will continue to support them. Our district is financially committed currently, but it is my plan to be able to fund them in another year.

In the meantime, it is my hope that our community, businesses and foundations will stand alongside Fortissimo and The Kid's College and assist us in providing this transformational program to our most disadvantaged students.

Sincerely,



Kevin Holt, Ed.D Superintendent

Governing Board:   Beckie Garrett           Pam Lindamood           Janet McClean           Jay Petrek           Randy Walton

Kevin D. Holt, Ed.D. Superintendent

FORTE  
SAN MARCOS UNIFIED SCHOOL DISTRICT  
ORCHESTRAL PROGRAM  
TITLE I ELEMENTARY SCHOOLS  
September 1, 2015

CONTRIBUTORS/SUPPORTERS:

- San Marcos Unified School District Superintendent/Board (Authorized program/advocates and provides logistical support)
- San Diego Youth Symphony (Advisors and the loan of any string instrument needed as well as training our teachers and consulting— instruments valued at \$12,000)
- Classics for Kids Foundation (\$5,000 matching grant received in Jan. 2014 for our own instruments)
- Supervisor Bill Horn Community Reinvestment grant (\$5,000 match grant for instruments) received June 2014
- San Marcos Community Foundation (\$5,000 donation)
- Hitzke Development Corporation (\$500 donation)
- Altman Nursery (\$200 donation)
- San Marcos Kiwanis Club (Hosted a \$200 Kick off Luncheon)
- Cal State University San Marcos Center/Artes (Advisors and coaches)
- Palomar College Music Department (Music students will receive credit for serving as coaches)
- San Marcos Historical Society hosted fundraiser
- Kid's College (Program development)
- Stone Brewery fund raiser support - \$300
- San Marcos Arts Council \$750
- Greg and Betty Evans Family \$1,400
- Dr. Ingrid Sharpf \$250
- Mission Federal Credit Union \$2,500
- Ann Hunter (Hunter Industries) - \$10,000
- Jim Desmond - \$250
- Charlie/Jane McGee - \$2,000
- Kiwanis Lake San Marcos - \$500
- Steve/DeeDee Beeson - \$200

- David/Laura Collins - \$250
- James Meade - \$250
- Larry/Linda Loughnane - \$100
- Pinkas Family Foundation - \$5,000
- San Marcos Rotary Club - \$250
- Roberto Mendoza (Parent) - \$20
- Belem & Gael Medina (Parents) - \$44
- Aaron Eighmey Memorial Foundation - \$2,300
- Sunwest Bank - \$2,000



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

(Choose one)  MINI-GRANT (Choose one)  REGULAR GRANT

|  |  |   |
|--|--|---|
| Project Name: Senior Hunger<br>Date Submitted: 10-5-15   | Total # of people served: 3,023<br>Total # of San Marcos residents served: 165 | Amount Requested: \$8,000   |
| Non-Profit Organization Name and Address, Website<br>Meals-on-Wheels Greater San Diego, Inc.<br>2254 San Diego Avenue, #200<br>San Diego, Ca 92110<br>www.meals-on-wheels.org  |  | Contact Person – Name, Title & Phone, email<br>Heidi Kone – Development Manager – Grants<br>619-278-4012<br>hkone@meals-on-wheels.org   |
| <p><b>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</b><br/>Meals-on-Wheels Greater San Diego, Inc. (MOWGSD) is requesting \$8,000 in funding to help subsidize the cost of rent at its North County Service Center located at 930 Boardwalk Street, Unit C, San Marcos, Ca 92078. Savings in operating funds will help MOWGSD serve the growing number of homebound seniors in the City of San Marcos. Expected meal delivery and corresponding services is forecasted to increase from 20,046 to 23,854 in 2016 (19% increase).</p>  |  |   |
| <p><b>Briefly describe the significance of your request to the San Marcos community:</b><br/>As of today's date, MOWGSD is serving 165 unduplicated homebound seniors in the City of San Marcos (92069, 92078, 92079, 92096) with a total of 18,025 meals and 13,446 beverages. MOWGSD forecasted a 19% increase in the number of meals served and/or 20,046 meals by the end of 2015. Based on the current service numbers in the San Marcos areas, MOWGSD is on track to meet these numbers by the end of December 2015. Of all clients currently being served, 52% are over the age of 85 and approximately 40% are considered extremely low-income, 47% low income, and 13% moderate income (Department of Housing and Urban Development income guidelines for all cities in San Diego County). MOWGSD expects another 19% increase in demand for its services which would equate to the delivery of 23,854 meals and corresponding services in the City of San Marcos by the end of 2016.</p> |  |   |
| <p>Please attach the following items.</p> <p><b>Both Mini-Grant &amp; Regular:</b></p> <ol style="list-style-type: none"><li>1. Budget for request (use SMCF Budget Worksheet)</li><li>2. Annual Operating budget for the organization or unit</li><li>3. Federal &amp; State Tax ID numbers</li><li>4. Board of Directors listing with affiliations</li><li>5. <b>Regular Grants Only:</b><ol style="list-style-type: none"><li>a. 1-2 page narrative</li><li>b. First 2 pages of Federal 990</li><li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li><li>d. Signature of President or Authorized Officer on Application</li><li>e. Optional: letters of support</li></ol></li></ol>   |  | <p>Expected date project will begin/end: 10/1/15</p> <p>Date by which funds will be expended: 9/30/16</p> <p>Signature of President or Authorized Officer<br/><i>Heidi Kone, Pres &amp; CEO</i><br/>Name, Title<br/>Date</p> <p>Submit Via Mail, In Person or Via Email to:<br/>San Marcos Community Foundation<br/>c/o City of San Marcos<br/>1 Civic Center Drive<br/>San Marcos, CA 92069<br/>Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a></p> |

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

Rent for the North County Service Center located in San Marcos is

**\$850.00/mo x 12 months = \$10,200** **\$10,200**

\$10,200

8

**Total budget for this PROJECT:** \$10,200

\$10,200

**Grant Request Amount:** \$8,000  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No Could it be? No

**Please list any other funding sources for this project.** MOWGSD recently started its new fiscal year (Oct 1, 2015-Sept 30, 2106). The following are grants that have been submitted and are pending for FY2016. Only San Marcos Community Foundation is specifically for rental relief for the North County Service Center in San Marcos.

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

\$10,000 - Thursday Club Foundation – P

\$5,000 – Bank of America – P

\$10,000 – The Nordson Corporation Foundation - P

\$15,000 – Pacific Life Foundation – P

\$2,000 – Warren Neely Foundation – P

\$5,000 - WD4- P

\$10,000 – Anthem Foundation – P

\$40,000 – Zable Foundation – P

\$8,000 – French Weaver Foundation – P

\$50,000 - Melvin Garb Foundation - P

\$15,000 – Qualcomm – C.

\$10,168 – Grossmont Healthcare District - C

## MEALS-ON-WHEELS GREATER SAN DIEGO, INC.

## FISCAL YEAR 2016 BUDGET

Final Approved

| A/C # | Line Item                       | 2016<br>TOTALS |
|-------|---------------------------------|----------------|
| 4300  | Program service fees            | \$ 1,703,581   |
| 4000  | Contributions                   | 1,157,250      |
| 4003  | Gifts in Kind*                  | 334,813        |
| 4050  | Bequests                        | -              |
| 4100  | Private Grants                  | 464,500        |
| 4200  | Government Grants               | 78,230         |
| 4900  | Community Outreach              | 220,000        |
| 4910  | Investment Income*              | 164,000        |
| 4750  | Cause Marketing                 | 18,000         |
| 4800  | Special Events                  | 420,225        |
| 4940  | Other Income                    | 10,595         |
|       | TOTAL REVENUE                   | \$ 4,571,193   |
| 5000  | Salary & wage expense           | \$ 1,780,612   |
| 5100  | Employee benefits               | 213,547        |
| 5200  | Pension expense                 | -              |
| 5300  | Payroll taxes                   | 160,892        |
| 5400  | Workers compensation            | 101,121        |
| 5600  | Fee for services (non-employee) | 130,430        |
| 5500  | Staff & Board development       | 5,500          |
|       | TOTAL HUMAN RESOURCES           | \$ 2,392,101   |
| 7000  | Food & Packaging                | \$ 957,655     |
|       | TOTAL FOOD                      | \$ 957,655     |
| 6000  | Supplies                        | 34,760         |
| 6050  | Contracts & leases              | 96,079         |
| 6100  | Telecommunications              | 30,783         |
| 6200  | Postage & shipping              | 66,229         |
| 6300  | Occupancy                       | 208,447        |
| 6400  | Printing & copying              | 73,541         |
| 6500  | Travel                          | 72,566         |
| 6605  | Donor development               | 7,500          |
| 6650  | Volunteer program               | 9,112          |
| 6700  | Advertising & marketing         | 9,697          |
| 6800  | Equipment < \$1000              | 2,000          |
| 6900  | Repair & maintenance            | 60,410         |
| 6920  | Special Events                  | 113,405        |
| 6925  | Gifts in Kind Expense           | 334,813        |
| 6930  | General Insurance               | 52,795         |
| 6950  | Bank Charges                    | 27,239         |
| 6980  | Bad Debt Acct.                  | 21,850         |
| 7200  | Projects Materials & Supplies   | -              |
|       | TOTAL OPERATING                 | \$ 1,221,226   |
|       | TOTAL EXPENSE                   | \$ 4,570,983   |
|       | NET REV + /< - > EXP            | \$ 211         |

## AMENDMENT TO LEASE

THIS AMENDMENT, is made this 10<sup>th</sup> day of DEC., 2014 by and between WCSU INC. ("Lessor") and MEALS ON WHEELS OF GREATER SAN DIEGO INC. ("Lessee").

## WITNESSETH:

WHEREAS, Lessor and Lessee are parties to that certain Lease dated 12-15-97 for the premises located at 430 BONANZA # C SAN MARCOS, CA in the state of California at the rental and upon the terms and conditions therein set forth, and

WHEREAS, Lessor and Lessee are desirous of amending said Lease in the manner set forth below:

1. The term of said Lease shall be extended for 1 year commencing 1-15-15 and ending on 1-14-16.
2. Effective 1-15-14, the base rent for the premises shall increase to REMAIN THE SAME (\$ 850.00) per month.

WHEREAS, Lessor and Lessee are in agreement that all of the terms, covenants, provisions and agreements of the Lease dated 12-15-97 shall remain in full force and effect.

IN WITNESS WHEREOF, this agreement to Lease has been duly executed by the parties hereto:

## ACCEPTED AND AGREED

"LESSOR"

by WCSU INC.  
Douglas  
Title: President  
Date: 12-10-14

"LESSEE"

by Debbie Case - Meals-on-Wheels  
Debbie Case  
Title: President & CEO  
Date: 12-13-14

**Meals-on-Wheels Greater San Diego, Inc.**

**Federal Tax I.D. No. 952660509**

**State Tax I.D. No. 0602451**

| Name                  | Committee                               | Home Address                                       | Company                                 | Title                                     |
|-----------------------|---|--|---|---|
| Belmer, Ryan          | Audit Chair                             | 8537 Mapleton Ct.<br>San Diego, CA 92127           | UBS Financial Services Inc.             | First VP Investments<br>Portfolio Manager |
| Bernal, Amy           |   |  | Intuit                                  | PM, Event Technology                      |
| Browning-Baity, Clara | Finance Committee<br>Member             | 9439 Gold Coast Dr.,<br>#1<br>San Diego, CA 92126  | N/A                                     | Retired Registered<br>Dietitian           |
| Dathe, Stephanie      | Marketing & RDC Chair                   | 3043 Meadow Grove<br>Drive San Diego,<br>CA 92110  | Encompass                               | Event Planner                             |
| Dethloff, Tyson       | Finance Chair                           | 1246 Trieste Dr<br>San Diego, CA 92107             | Allenbrooke Insurance<br>Services, Inc. | Vice President                            |
| English, John         | Marketing & RDC<br>Member               | 3409 Addison Street<br>San Diego, CA 92106         | NuVasive, Inc.                          | Director, Legal Affairs                   |
| Ives, Gail            | Chair                                   | 3096 Evergreen St.<br>San Diego, CA 92110          | Union Bank                              | Sr. Vice President                        |
| North, Tom            | Marketing & RDC<br>Member               | 11223 Corte Playa<br>Madera San Diego,<br>CA 92124 | North Properties                        | Realtor                                   |
| Pavao, Peter          | Board Development<br>Chair              | 1750 Plum St.,<br>San Diego, CA 92106              | SDG & E                                 | Technical Analysis<br>Manager             |
| Pieper, Kristi        | Secretary & Board<br>Development Member | 5937 La Jolla Corona<br>Dr La Jolla, CA<br>92037   | Five K Family Trust                     | Property Manager                          |
| Porter, Nanci         | Services Chair & Vice<br>Chair          | 1711 Calle de Cinco<br>La Jolla, CA 92037          | Talent Port Consulting                  | Founder                                   |
| Ramirez, Diana        | Marketing & RDC<br>Committee Member     | 3609 Wawona Dr.<br>San Diego, CA 92106             | Care Innovations                        | Vice President<br>Marketing               |
| Robinson, Jennifer    |   |  | Mission Healthcare                      | Director                                  |

|  |                           |   |                                   |                     |
|--|---------------------------|---|-----------------------------------|---------------------|
| Rodriguez, Tom                               | Services Committee Member | 710 Gretchen Rd<br>Chula Vista, CA 91910  | The Men's Wearhouse               | General Manager     |
| Thomas, Peter                                | Finance Committee Member  | 11098 Via Temprano<br>San Diego, CA 92124 | Retired                           | Physician           |
| Valone, Sandy                                |                           |   |                                   |                     |
| <b>Alumni Council (non-voting members)</b>   |                           |   | <b>Company</b>                    | <b>Title</b>        |
| Baddour, Daralyne                            |                           |   | Daralyne Baddour, CPA             | CPA                 |
| Burzynski, Bill                              |                           | 4660 Sunburst Rd.<br>Carlsbad, CA 92008   | Bank of the West                  | Vice President      |
| Gramling, Gary                               |                           | 1150 J St., #506<br>San Diego, CA 92101   | In-Depth Real Estate Services CO. | President           |
| Hage, Bonnie                                 |                           | 1125 Savoy St<br>San Diego, CA 92107      | Philanthropist                    |                     |
| Katsell, Noah                                |                           | 5268 Pearlman Way<br>San Diego, CA 92130  | DLA Piper                         | Partner             |
| Levin, Jason                                 |                           |   | Dos Gringos                       | Founder/President   |
| McMahon, Kevin                               |                           | 912 Rawhide Court<br>Bonita, CA 91902     | McMahon Steel                     | Vice President/CFO  |
| Morse, Karen                                 |                           | 485 Zuni Dr.<br>Del Mar, CA 92014         | N/A                               | Retired Pharmacist  |
| Stirling, Jason                              |                           | 12856 Luiseno St.<br>Poway, CA 92064      | Pillsbury Law                     | Senior Associate    |
| Stratton, Cindi                              |                           | 2944 Bayside Walk<br>San Diego, CA 92109  | Stratton & Green                  | Partner             |
| Wichard, Christine                           |                           | 2660 St. Tropez Pl.<br>La Jolla, CA 92037 | N/A                               | Retired             |
| Woods, Hon. Margie G.                        |                           | 3582 Garrison St.<br>San Diego, CA 92106  | San Diego Superior Court          | Judge               |
| <b>Trustee Emeritus (non-voting members)</b> |                           |   |                                   |                     |
| Hermann, John                                |                           | 707 Orange Ave. #B<br>Coronado, CA 92118  | N/A                               | Retired Real Estate |
| Kronemyer, Nancy                             |                           | 7717 Ludington Pl.<br>La Jolla, CA 92037  | N/A                               | N/A                 |

|              |  |                                      |                |               |
|--------------|--|--------------------------------------|----------------|---------------|
| Ledford, Joy |  | 3336 Curtis<br>San Diego, CA 92106   |                |               |
| <b>Staff</b> |  |                                      | <b>Company</b> | <b>Title</b>  |
| Case, Debbie |  | 3183 Tumberry Way<br>Jamul, Ca 91935 | MOWGSD         | President/CEO |

**Objectives and Challenges due to the Tremendous Demand for 2015 and 2016** - According to the San Diego County Senior Health Report prepared by the County of San Diego Health and Human Services Agency (June 2015), the number of seniors aged 65 and older living in San Diego is expected to double between 2010 and 2030. The most significant factor in this growth is the fact that seniors over the age of 85 will be the fastest growing population. This corresponds with the San Diego Association of Governments (SANDAG) most recent statistics for 2015 which shows a 21% growth for seniors aged 60 to 84 years and a 47% growth for seniors aged 85 years and older. *As a result of the changing demographics in San Diego County, MOWGSD has experienced a 32% growth over the last 6 years and 15% of that growth was experienced in 2014. The North County Service Center alone has experienced a 33% increase in the last 12 months. The organization is projecting a 19% increase overall in demand for its services by the end of 2015 and another 19% increase in 2016.*

Based on the changing demographics, MOWGSD's biggest challenge is expanding services and building organizational capacity to meet the growing demand for its services. This challenge requires growth in funding and infrastructure. Philanthropic giving in San Diego County is not keeping pace or fully recognizing the significant challenges that occur with an aging population. The goal is to build the capacity of the entire organization in order to make the biggest social impact.

**Mission Statement** - MOWGSD's mission is to support the independence and well-being of seniors by providing the delivery of affordable fresh meals to homebound seniors throughout San Diego County. In addition to meal delivery, MOWGSD volunteers are specially trained to provide other important services that include a wellness check with each delivery, referrals to other providers when necessary, and daily social interaction with each senior to promote their physical, emotional, and cognitive health. Of all seniors served, 84% are considered extremely low to moderate income (according to the Department of Housing and Urban Development for all cities in San Diego County). As a result, *MOWGSD subsidizes 60% of the costs for all services provided, regardless of a senior's ability to pay. Further subsidies are provided for seniors who are experiencing severe financial difficulties.*

---

**Why Fund** - In 2014 for the North County specifically, MOWGSD served 921 unduplicated homebound seniors with 116,793 meals accompanied by regular wellness checks and social interaction with a caring volunteer. The forecasted growth by the San Diego Association of Governments (SANDAG) for 2015 was an increase of approximately 7% in the number of seniors living in the East, West, and the Central areas of North County. Comparebly, by 2020, the population of older adults over 65 will have grown in the Central areas of North County by 47%, the North County West by 30% and the North County East by 10%. The North County areas will experience some of the most substaintail growth in terms of older adults in all of San Diego County.

According to the Robert Wood Johnson Foundation, approximately 70% of Americans who reach age 65 will need some form of long-term service and support. Currently, less than 8% of Americans have long-term care insurance due to high cost and 67% of individuals age 65 and older do not have sufficient financial assets to pay for even one year of nursing home services (Long-Term Care: What Are the Issues? Feb 2014. [www.rwjf.org](http://www.rwjf.org)). As a result, the long-term care services delivery system is moving toward a home-and community-based alternative. *MOWGSD's program is a critical support service for the aging populaton who choose to age in their home or have to remain in their home due to the inability to afford long-term care.*

**Sustainability Plan** - MOWGSD has incorporated additional delivery models to expand services while also creating new initiatives to maintain and develop adequate funding to accomplish the organization's social mission. They include the following:

Rural Initiative - Currently there is limited or no access to senior nutrition programs in the rural and unincorporated areas of San Diego County. As a result, MOWGSD expanded its meal delivery service to include 3,049 sq. miles of these remote communities and partnered with Feeding America and the San Diego Food Bank to provide a twice monthly supply of fresh fruit and vegetables and a monthly supply of shelf-stable foods at no cost to seniors using the MOWGSD delivery service personnel.

Contracts With Health Plans - MOWGSD recently contracted with three Health Plans to provide home-delivered meals for low-income seniors and disabled individuals who are a high risk of hospital readmission due to age, disability, and lack of care in the home. MOWGSD continues to work closely with health organizations as a support network for the elderly.

New Models Of Care – A unique “Walk-In” concept was initiated in the new El Cajon Service Center located in the retail space of the senior-affordable Solterra Housing Complex and the Senior Center at the Norman Parks Center in Chula Vista. This delivery model allows seniors and the surrounding neighborhood to easily access daily food essentials.

The Fresh Initiative - The Fresh Initiative is a project with multiple goals which include improving the MOWGSD property at 2254 San Diego Avenue in Old Town San Diego while simultaneously transforming the ineffective and costly landscape and space into a productive on-site urban garden. The harvest of the gardens will be utilized in meals prepared by MOWGSD for homebound seniors. In addition, the project will incorporate on-site educational programs designed to foster community engagement and attract funding.

Mergers – MOWGSD has recently acquired senior clients from Rancho Bernardo Senior Services and Sharp Coronado Hospital. The meal delivery model will expand to these clients to include the transport of fresh meals daily for everyday of the week accompanied by daily wellness checks with referrals and engagement with seniors in their home on a daily basis.

MOWGSD continues to recruit, train, and maintain a strong base of committed volunteers which allows the organization to save over \$2,000,000 annually in operating expenses. MOWGSD also continues to be the only organization in San Diego County that delivers meals to seniors for every day of the year, including holidays, and provides services to all areas of San Diego County, including the 3,049 square miles of rural areas.

**City of San Marcos** - As stated above, the North County will experience the most significant growth in seniors than any other area in San Diego County. For the City of San Marcos, MOWGSD is forecasting another 19% increase in demand for its services with other cities in the North County following the same growth pattern. MOWGSD is looking to its North County partners in particular, to support the growth and the corresponding needs of homebound seniors in their areas. ***Funding of \$8,000 will be utilized to subsidize the rent at the North County Service Center, allowing MOWGSD to reduce operating expenses and serve an additional 19% for 2016 which would equate to the delivery of 23,854 meals and corresponding services to homebound seniors in the City of San Marcos.***

Form 990

## Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Department of the Treasury  
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter Social Security numbers on this form as it may be made public.  
► Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

2013

Open to Public  
Inspection

|   |  |                    |   |        |
|---|--|--------------------|---|--------|
| A For the 2013 calendar year, or tax year beginning   | 10/01  | , 2013, and ending | 09/30   | , 2014 |
| B Check if applicable:  | C Name of organization   |                    | D Employer identification number  |        |
| <input type="checkbox"/> Address change   | MEALS-ON-WHEELS GREATER SAN DIEGO INC                                      |                    | 95-2660509  |        |
| <input type="checkbox"/> Name change  | Doing Business As  |                    |   |        |
| <input type="checkbox"/> Initial return   | Number and street (or P.O. box if mail is not delivered to street address) |                    | Room/suite  |        |
| <input type="checkbox"/> Terminated   | 2254 San Diego Avenue Suite 200  |                    |   |        |
| <input type="checkbox"/> Amended return   | City or town, state or province, country, and ZIP or foreign postal code   |                    | 619-260-6110  |        |
| <input type="checkbox"/> Application pending  | San Diego, CA, 92110   |                    | G Gross receipts \$ 4,802,008   |        |
| F Name and address of principal officer: Deborah Case<br>2254 San Diego Avenue, Suite 200, San Diego, CA 92110  |  |                    | H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |        |
|   |  |                    | H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No                      |        |
|   |  |                    | If "No," attach a list. (see instructions)  |        |
| I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (Insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 |  |                    | H(c) Group exemption number ►   |        |
| J Website: ► <a href="http://www.meals-on-wheels.org">www.meals-on-wheels.org</a>   |  |                    |   |        |
| K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ►            | L Year of formation: 1970  |                    | M State of legal domicile: CA   |        |

## Part I Summary

|                             |   |                           |              |  |
|-----------------------------|---|---------------------------|--------------|--|
| Activities & Governance     | 1 Briefly describe the organization's mission or most significant activities: Meals-on-Wheels supports the independence and well-being of seniors by providing regular nutrition and daily contact with a caring volunteer. Meals prepared using Area Agency on Aging Nutrition Center guidelines are delivered to seniors homes throughout San Diego County. |                           |              |  |
|                             | 2 Check this box ► if the organization discontinued its operations or disposed of more than 25% of its net assets.  | 3                         | 19           |  |
|                             | 4 Number of voting members of the governing body (Part VI, line 1a)   | 4                         | 19           |  |
|                             | 5 Number of independent voting members of the governing body (Part VI, line 1b)   | 5                         | 92           |  |
|                             | 6 Total number of individuals employed in calendar year 2013 (Part V, line 2a)  | 6                         | 2,659        |  |
|                             | 7a Total unrelated business revenue from Part VIII, column (C), line 12   | 7a                        | 0            |  |
|                             | b Net unrelated business taxable income from Form 990-T, line 34  | 7b                        | 0            |  |
|                             |   | Prior Year                | Current Year |  |
|                             | 8 Contributions and grants (Part VIII, line 1h)   | 2,484,273                 | 2,385,745    |  |
|                             | 9 Program service revenue (Part VIII, line 2g)  | 1,373,242                 | 1,440,473    |  |
| Revenue                     | 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)  | 116,851                   | 207,201      |  |
|                             | 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)   | -50,813                   | -41,520      |  |
|                             | 12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)   | 3,923,553                 | 3,991,899    |  |
|                             | 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)   | 0                         | 0            |  |
|                             | 14 Benefits paid to or for members (Part IX, column (A), line 4)  | 0                         | 0            |  |
|                             | 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)  | 1,992,001                 | 2,062,686    |  |
|                             | 16a Professional fundraising fees (Part IX, column (A), line 11e)   | 0                         | 0            |  |
|                             | b Total fundraising expenses (Part IX, column (D), line 25) ► 450,934   |                           |              |  |
| Expenses                    | 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)   | 1,945,452                 | 1,958,244    |  |
|                             | 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)  | 3,937,453                 | 4,020,930    |  |
|                             | 19 Revenue less expenses. Subtract line 18 from line 12   | -13,900                   | -29,031      |  |
|                             |   | Beginning of Current Year | End of Year  |  |
|                             | 20 Total assets (Part X, line 16)   | 5,319,788                 | 5,379,593    |  |
| Net Assets or Fund Balances | 21 Total liabilities (Part X, line 26)  | 162,262                   | 206,010      |  |
|                             | 22 Net assets or fund balances. Subtract line 21 from line 20   | 5,157,526                 | 5,173,583    |  |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|           |                                 |                     |
|-----------|---------------------------------|---------------------|
| Sign Here | ► <i>Deborah Case</i>           | Date <i>3-13-15</i> |
|           | Signature of officer            |                     |
|           | Deborah Case, President and CEO |                     |
|           | Type or print name and title    |                     |

|                        |                            |                      |              |   |      |
|------------------------|----------------------------|----------------------|--------------|---|------|
| Paid Preparer Use Only | Print/Type preparer's name | Preparer's signature | Date         | Check <input type="checkbox"/> if self-employed | PTIN |
|                        | Firm's name ►              |                      | Firm's EIN ► |   |      |
|                        | Firm's address ►           |                      | Phone no.    |   |      |

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat. No. 11282Y

Form 990 (2013)

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III 1 Briefly describe the organization's mission:

The mission of Meals-on-Wheels Greater San Diego, Inc. is to support the independence and well-being of seniors.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: \_\_\_\_\_) (Expenses \$ 3,280,464 including grants of \$ 0) (Revenue \$ 1,440,473)

Meals-on-Wheels prepares and home-delivers two meals a day, for seven days a week (including holidays), and provides modified diets to seniors age 60 and older throughout San Diego County. Meals, specially formulated for senior nutrition using Area Agency on Aging Nutrition Center guidelines are delivered to seniors' homes by volunteers. Frequently the volunteer may be the only person the senior sees all day, providing human contact and a safety net, particularly for those seniors living alone. Diabetic friendly, reduced fat/reduced sodium, easy to chew and regular healthy meals are available diet options. 2,659 volunteers delivered 395,428 meals and our service area expanded into more rural and remote areas of the county during fiscal year 2014.

4b (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

4c (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

4d Other program services (Describe in Schedule O.)

(Expenses \$ 0 including grants of \$ 0)

(Revenue \$ 0)

4e Total program service expenses ► 3,280,464



**SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page**

(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|  |   |                           |
|--|---|---------------------------|
| Project Name: ArtQuest   | Total # of people served: 3,000   | Amount Requested: \$8,680 |
| Date Submitted: September 29, 2015   | Total # of San Marcos residents served: 250   |                           |
| Non-Profit Organization Name and Address, Website<br>Oceanside Museum of Art (OMA)<br>704 Pier View Way<br>Oceanside, CA 92054<br>www.oma-online.org | Contact Person – Name, Title & Phone, email<br>Sandra Chanis, Interim Executive Director<br>(760) 435-3721 (Office)<br>(760) 712-7841 (Cell)<br>sandra@oma-online.org |                           |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

Oceanside Museum of Art (OMA) is excited to have major contemporary exhibitions in 2016 by such world renowned artists as Ruben Ochoa, Russell Forester, and Irving Gill. It is our intention in 2016 to engage 3000 students from Title I schools through our ArtQuest Program. We endeavor to increase the exposure to the arts in a museum setting for the north County San Diego community. OMA respectfully requests partnership funding to expand ArtQuest into San Marcos schools. OMA expects to engage 250 students who attend San Marcos schools in the Art Quest Program this year.

Briefly describe the significance of your request to the San Marcos community:

San Marcos is a migrant and military community with little exposure to the arts in their schools. OMA's ArtQuest Program is designed to engage students at a museum to increase exposure, awareness, and connection to the arts. OMA has enjoyed 5 years of success in the ArtQuest Program in Oceanside, Carlsbad, and Vista (with a focus on Title I schools). Providing arts in the school curriculum has been shown to increase academic performance, critical thinking, and self-confidence. OMA would like to include students from the San Marcos School District in this endeavor.

|   |   |
|---|---|
| Please attach the following items.<br><b>Both Mini-Grant &amp; Regular:</b><br>1. Budget for request (use SMCF Budget Worksheet)<br>2. Annual Operating budget for the organization or unit | Expected date project will begin/end: 12/1/2015<br>Date by which funds will be expended: 9/30/2016<br>GFC 10/14/15 Item 2(G) Page 1 |
|---|---|

3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations

**5. Regular Grants Only:**

- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- c. Most recent year-end Statement or Audit including any management letters associated with Audit.
- d. Signature of President or Authorized Officer on Application
- e. Optional: letters of support

*Sandra Chanis*  
Signature of President or Authorized Officer

Sandra Chanis, Interim ED 9/29/2015  
Name, Title Date

Submit Via Mail, In Person or Via Email to:  
San Marcos Community Foundation  
c/o City of San Marcos  
1 Civic Center Drive  
San Marcos, CA 92069  
Email (PDF Format): [wkaserman@san-marcos.net](mailto:wkaserman@san-marcos.net)

OMA's Arts education program was launched five years ago during the 2010/11 school year. OMA's 'ArtQuest' goals are to provide fifth grade students exposure to OMA, to give them a personal connection to the arts through a museum visit and experience success in a creative activity. With encouragement and financial support from the community, ArtQuest has grown to serve every 5th grade class, over 1,700 students, in the Oceanside Unified School District, including elementary schools on Camp Pendleton, as well as students from Carlsbad Unified School District. The majority of the children served by this program have never been to a museum and have had little art instruction or exposure. Due to the severe lack of arts education in local public schools OMA has made it a priority over the past 5 years to facilitate free art education for its local youth.

Fully 68% of schools in San Diego County have Title 1 designation along with a high level of racial/ethnic diversity among students of low socio-economic backgrounds. OMA has designed a year of exhibitions supported by application technology geared toward inclusiveness to engage these students in art and museums. OMA will secure the artworks, plan the exhibitions, research the pieces, tailor the educational offerings, supply the verified information for the technological and website Application, provide the Application to support outreach to engage 3,000 students from Title 1 schools in the museum along with a live docent. OMA has reached out to the San Marcos Superintendent of schools and will engage up to 250 San Marcos fifth graders in Title I and other elementary schools into the Art Quest Program. OMA has scheduled exhibits of excellence and merit to engage these students who would otherwise eschew attending places for art.

**Background and import:** Recent publications show a marked discomfort among people of color participating in museum exhibits and educational offerings. OMA seeks to change that paradigm with our 2016-17 schedule of exhibits, supporting technology, publications, engagement and education by explicitly addressing engagement of students of color, students of low socio-economic background, and military families in museum showings. OMA will be completely inclusive in audience, programming, artists included in exhibits, and governance. Engagement of students who learn in Title I schools expands the audience for the arts.

The goal is to educate students regarding the intrinsic value of art while imparting an understanding of each work of art. Engaging students in the primary grades instills a comfort with museums, art works, and other cultures. OMA's education department will work closely with 5<sup>th</sup> grade teachers in participating schools to engage students with OMA to close knowledge and opportunity gaps and give all children a strong start in learning. Specifically this program will teach them to appreciate art, discuss, think critically, listen and learn, and explore works of art through themes.

OMA phone/tablet applications that provides both online and in-museum access to exhibits, providing background on the artist, art work, influences, and enable a virtual tour of the museum that enhances knowledge transfer. Use of an iPad to scan the bar code next to the art work will bring up a wealth of information for student edification and ensure the piece of work comes to life. With background and context, students begin to understand an artist's viewpoint and integrate it into their worldview.

OMA is intentional about engaging students who would otherwise not be exposed to a museum and the arts. Nationally, museums reach millions of parents and children each year as trusted and welcoming spaces where children "make discoveries, deepen common interests, expand words and knowledge, and connect their natural curiosity to the wider world" (IMLS, 2015). Learning is self-directed, experiential, content-rich and promotes executive function skills that shape a child's success in school and life. OMA will create experiences and interactions to build brains and fuel a love for learning.

The 2016 Art Quest program features a pre-visit PowerPoint presentation for teachers to introduce ArtsQuest and the museum to the students. This visit prepares students for the museum experience with an introduction to the museum and relevant arts standards, as well as museum etiquette. Teachers receive CA State Content Standards-based pre- and post-visit curriculum materials and project suggestions to prepare students for the museum visit and deepen student learning after their visit to OMA.

The students in each class brought to OMA participate in an interactive tour and discussion on a major exhibition with OMA's staff and volunteer educators. During this visit students experience hands-on exposure to relevant art media. Students are encouraged to make their experience relevant to their own lives by creating art of their own inspired by the current educational topic and OMA exhibitions. At the conclusion of the visit students receive free passes for a second visit to the museum with their families, as well as a drawing pad and customized 'OMA' drawing pencil to take and use at home.

OMA will engage with the 5<sup>th</sup> grade teachers at Joli Ann Leichtag, San Marcos, Alvin Dunn, Knob Hill, and Richland Elementary schools. As this program gains success in San Marcos, we will work to engage the other six elementary schools. In this first year, our goal is to reach 250 students.

### **About OMA...**

The Oceanside Museum of Art (OMA) is celebrating 20-years on the North Coastal region of San Diego County. OMA is known for its community educational programs and special events for youth, young professionals, adults and seniors in its 9,500 square foot gallery. With over 25,000 visitors annually, OMA is a bastion of culture strategically located between the museums of Balboa Park and Orange County. OMA has become known for its vanguard artistic and educational programming, its strong commitment to local artists, and the presentation of over 150 exhibitions of national and international interest.

Each year, OMA holds over 50 events including a monthly community Art Walk, lectures, panel discussions, youth art camps, art classes, performances and more. OMA serves visitors from five Southern California Counties (San Diego, Orange, Riverside, Los Angeles and San Bernardino), with the majority from San Diego County. Fully 18% of visitors are tourists from more distant locations. OMA serves a diverse demographic with 1,400 members, free admission to students and the military, as well as reduced admission to seniors.

OMA has achieved a stellar reputation through building strong collaborative and programmatic partnerships with artists and arts organizations throughout the arts community of the region. OMA's leadership regards one of its primary priorities over the coming years to function as an important and catalytic arts organization, as a "beacon of culture" for the region and collaborative leader in building the appreciation for and support of the arts.

### **Need for OMA**

In San Diego County, there are no art museums of note north of the City and nearly one-third of the County population resides in the North Regions. There are 99 elementary schools in the North Regions of San Diego County and we have found our niche in bringing 5<sup>th</sup> graders into the museum to expose them to arts and culture. Expanding the Art Quest program to include San Marcos Elementary schools will increase student participation by 250 fifth graders, and engage a wider audience into the arts. As art is one of those interest areas eliminated in public school education, it is incumbent on OMA to provide opportunity to learn, observe, and participate in the visual arts.

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|  |             |
|--|-------------|
| <u>Education Director at 10% FTE</u>           | \$ 3,600.00 |
| <u>250 Canvas Art Bags at \$.99 each</u>       | \$ 247.50   |
| <u>250 sets art pencils at \$1.95 each set</u> | \$ 487.50   |
| <u>250 Sketch/Watercolor Pads</u>              | \$ 737.50   |
| <u>250 Marker Sets</u>                         | \$ 612.50   |
| <u>Busing costs</u>                            | \$ 3,000.00 |

NOTE: The request is only for art bags/education for students in San Marcos Schools to participate. Total project reach is estimated at 3,000 students this year.

**Total budget for this PROJECT:** **\$40,000.00**

**Grant Request Amount:** \$ 8,685.00  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No. Could it be? No.

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

\$ 15,000 (Name of source) County of San Diego \*\* P  
\$ 10,000 (Name of source) Foster Family Foundation \*\* P  
\$ 5,000 (Name of source) Ackerman Foundation \*\* P  
\$ 3,000 (Name of source) The Country Friends \*\* P

## 2015 Budget

account not used in QuickBooks so far in 2014

**TOTAL**

| Ordinary Income/Expense                |                     |
|--|---------------------|
| Income                                 |                     |
| 40300 · POS Income                     | 0.00                |
| 41000 · Contributed Income             |                     |
| 41050 · Art Sales                      | 12,000.00           |
| 41060 · Annual Campaign                | 18,000.00           |
| 41070 · Auction & Raffles              | 85,000.00           |
| 41100 · Contributed Income - Other     | 360,000.00          |
| 41150 · Donation Box                   | 1,000.00            |
| 41160 · Grants                         | 210,000.00          |
| 41180 · Memorial                       | 0.00                |
| 42000 · Sponsor - Event                | 80,000.00           |
| 42160 · Sponsor - Program and Exhibit  | 80,000.00           |
| 41000 · Contributed Income - Other     | 2,000.00            |
| Total 41000 · Contributed Income       | <b>848,000.00</b>   |
| 43000 · Earned Income                  |                     |
| 43040 · Admissions & Fees              |                     |
| 43060 · Artists Entry Fees             | 3,500.00            |
| 43070 · Facility Rental                | 15,000.00           |
| 43100 · Major Travel-contracted agency | 18,000.00           |
| 43150 · Museum Admissions              | 23,500.00           |
| 43160 · Ticket Sales                   | 112,000.00          |
| 43170 · Tuition                        | 0.00                |
| Total 43040 · Admissions & Fees        | <b>172,000.00</b>   |
| 43180 · Merchandise Sales (Net)        |                     |
| 42050* · Merchandise Cost              | -29,500.00          |
| 42060* · Merchandise Income            | 61,600.00           |
| Total 43180 · Merchandise Sales (Net)  | <b>32,100.00</b>    |
| Total 43000 · Earned Income            | <b>204,096.00</b>   |
| 43000* · Membership Income             |                     |
| 43050* · Artist Alliance               | 5,000.00            |
| 43060* · Basic                         | 82,000.00           |
| 43070* · Business                      | 8,000.00            |
| 43080* · Founder                       | 10,000.00           |
| 43090* · Millenium                     | 49,000.00           |
| Total 43000* · Membership Income       | <b>154,000.00</b>   |
| 44000 · Other Income                   |                     |
| 46000 · Interest                       | 15,000.00           |
| 48000 · Miscellaneous Income           | 2,000.00            |
| 49000 · Rent in-kind - building        | 120,000.00          |
| Total 44000 · Other Income             | <b>137,000.00</b>   |
| <b>Total Income</b>                    | <b>1,343,100.00</b> |
| Cost of Goods Sold                     |                     |
| 50000 · Cost of Goods Sold             |                     |

|                                       |   |                     |
|---------------------------------------|---|---------------------|
| is this for different use than 42050? | 50100 · POS Inventory Adjustments                       | 0.00                |
|                                       | 50200 · Purchases - Resale Items                        | 0.00                |
|                                       | 50000 · Cost of Goods Sold - Other                      | 0.00                |
|                                       | <b>Total 50000 · Cost of Goods Sold</b>                 | <b>18,000.00</b>    |
|                                       | <b>Total COGS</b>                                       | <b>0.00</b>         |
|                                       | <b>Gross Profit</b>                                     | <b>1,325,100.00</b> |
|                                       | <b>Expense</b>  |                     |
|                                       | Freight and Shipping Costs                              |                     |
|                                       | 60000 · Contracts                                       |                     |
|                                       | 60030 · Computer Software                               | 3,000.00            |
|                                       | 60040 · Custodial                                       | 12,500.00           |
|                                       | 60050 · Elevator  | 4,000.00            |
|                                       | 60060 · Entertainment                                   | 1,000.00            |
|                                       | 60070 · Equipment Maintenance                           | 1,000.00            |
|                                       | 60080 · HVAC  | 0.00                |
|                                       | 60100 · Security  | 6,000.00            |
|                                       | <b>Total 60000 · Contracts</b>                          | <b>27,500.00</b>    |
|                                       | 61000 · Depreciation Expense                            | 158,527.00          |
|                                       | 62000 · General & Administrative                        |                     |
|                                       | 62010 · Professional Development                        | 2,000.00            |
|                                       | 62020 · Advertising                                     | 3,500.00            |
|                                       | 62030 · Bank Charges                                    | 2,500.00            |
|                                       | 62040 · Credit Card Discount                            | 8,000.00            |
|                                       | 62050 · Dues & Subscriptions                            | 3,500.00            |
|                                       | 62060 · Exhibit/Program Supplies                        | 24,000.00           |
|                                       | 62070 · Office Supplies                                 | 6,000.00            |
|                                       | 62080 · Other   |                     |
|                                       | 62090 · Furniture/Equipment                             | 1,500.00            |
|                                       | 62100 · Lodging   | 7,000.00            |
|                                       | 62110 · Transportation                                  | 9,000.00            |
|                                       | <b>Total 62080 · Other</b>                              | <b>17,500.00</b>    |
|                                       | 62120 · Postage   | 9,000.00            |
|                                       | 62130 · Printing  | 25,000.00           |
|                                       | 62140 · Shipping  | 4,000.00            |
|                                       | <b>    62000 · General &amp; Administrative - Other</b> | <b>1,000.00</b>     |
|                                       | <b>Total 62000 · General &amp; Administrative</b>       | <b>106,000.00</b>   |
|                                       | 63000 · Insurance                                       |                     |
|                                       | 63100 · Directors & Officers                            | 1,000.00            |
|                                       | 63200 · Fine Arts Insurance                             | 4,000.00            |
|                                       | 63300 · Liability                                       | 16,000.00           |
|                                       | 63400 · Workmans Comp.                                  | 11,000.00           |
|                                       | <b>Total 63000 · Insurance</b>                          | <b>32,000.00</b>    |
|                                       | 65000 · Other Expenses                                  |                     |
|                                       | 65400 · Food & Beverage                                 | 56,000.00           |
|                                       | 65500 · Interest Expense                                | 0.00                |
|                                       | 65600 · Miscellaneous Expense                           | 2,000.00            |

|  |                     |
|--|---------------------|
| 65700 · Special Event Expenses                   | 54,500.00           |
| 65800 · Taxes - Federal, State                   | 0.00                |
| <b>Total 65000 · Other Expenses</b>              | <b>112,500.00</b>   |
| <b>67000 · Professional Fees</b>                 |                     |
| 67010 · Audit                                    | 12,000.00           |
| 67020 · Accounting                               | 18,000.00           |
| 67050 · Artist's Fee                             | 10,000.00           |
| 67070 · Contractor                               | 48,000.00           |
| 67080 · Curator                                  | 20,000.00           |
| 67090 · Grant Writing Consultant                 | 5,000.00            |
| 67100 · Honoraria                                | 2,000.00            |
| 67400 · Musician's Fee                           | 6,000.00            |
| 67500 · Permits & Fees                           | 2,000.00            |
| 67600 · Photography                              | 600.00              |
| 67700 · Professional Fees-Other                  | 5,000.00            |
| 67800 · Teaching                                 | 1,500.00            |
| <b>Total 67000 · Professional Fees</b>           | <b>130,100.00</b>   |
| 68000 · Rental - building                        | 120,000.00          |
| <b>69000 · Rentals</b>                           |                     |
| 69100 · Exhibit Rental                           |                     |
| 69200 · Rental - Fundraising                     | 4,000.00            |
| 69400 · Rental - Program                         | 3,500.00            |
| <b>Total 69000 · Rentals</b>                     | <b>7,500.00</b>     |
| <b>70000 · Salaries</b>                          |                     |
| 70100 · Administration                           | 0.00                |
| 70200 · Benefits 403(b)                          | 0.00                |
| 70500 · Hourly                                   | 0.00                |
| 70600 · Ins - Health                             | 0.00                |
| 70700 · Payroll Expenses                         | 0.00                |
| 70900 · Accrued Vacation                         | 0.00                |
| <b>Total 70000 · Salaries</b>                    | <b>487,100.00</b>   |
| <b>72000 · Utilities &amp; Maintenance</b>       |                     |
| 72010 · Water                                    | 3,000.00            |
| 72020 · Gas & Electric                           | 31,000.00           |
| 72030 · Repairs & Maintenance                    | 3,500.00            |
| 72040 · Telephone                                | 5,500.00            |
| 72050 · Web Site                                 | 4,500.00            |
| <b>Total 72000 · Utilities &amp; Maintenance</b> | <b>47,500.00</b>    |
| <b>Total Expense</b>                             | <b>1,228,727.00</b> |
| <b>Net Ordinary Income</b>                       | <b>96,373.00</b>    |

### Net Operating Income

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUN 27 2002

OCEANSIDE MUSEUM OF ART  
704 PIER VIEW WAY  
OCEANSIDE, CA 92054-0000

Employer Identification Number:  
33-0653905  
DLN:  
17053089780092  
Contact Person:  
MICHAEL A LUDWIG ID# 31470  
Contact Telephone Number:  
(877) 829-5500  
Our Letter Dated:  
December 1997  
Addendum Applies:  
No

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

You are required to make your annual information return, Form 990 or Form 990-EZ, available for public inspection for three years after the later of the due date of the return or the date the return is filed. You are also required to make available for public inspection your exemption application, any supporting documents, and your exemption letter. Copies of these documents are also required to be provided to any individual upon written or in person request without charge other than reasonable fees for copying and postage. You may fulfill this requirement by placing these documents on the Internet. Penalties may be imposed for failure to comply with these requirements. Additional information is available in Publication 557, Tax-Exempt Status for Your Organization, or you may call our toll free number shown above.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Letter 1050 (DO/CG)



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 942857  
SACRAMENTO CA 94257-0540

## Entity Status Letter

Date: 9/23/2015

ESL ID: 3589302993

According to our records, the following entity information is true and accurate as of the date of this letter.

Entity ID: 1754895

Entity Name: OCEANSIDE MUSEUM OF ART

- 1. The entity is in good standing with the Franchise Tax Board.
- 2. The entity is **not** in good standing with the Franchise Tax Board.
- 3. The entity is currently exempt from tax under Revenue and Taxation Code (R&TC) Section 23701 d.
- 4. We do not have current information about the entity.

The above information does not necessarily reflect:

- The entity's status with any other agency of the State of California, or other government agency.
- If the entity's powers, rights, and privileges were suspended or forfeited at any time in the past, or the entity did business in California at a time when it was not qualified or not registered to do business in California:
  - The status or voidability of any contracts made in California by the entity at a time when the entity was suspended or forfeited (R&TC Sections 23304.1, 23304.5, 23305a, 23305.1).
  - For entities revived under R&TC Section 23305b, any time limitations on the revivor or limitation of the functions that can be performed by the entity.

## Internet and Telephone Assistance

Website: [ftb.ca.gov](http://ftb.ca.gov)

Telephone: 800.852.5711 from within the United States  
916.845.6500 from outside the United States

TTY/TDD: 800.822.6268 for persons with hearing or speech impairments

Form 990

## Return of Organization Exempt From Income Tax

OMB No 1545-0047

2013

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

- Do not enter Social Security numbers on this form as it may be made public. By law, the IRS generally cannot redact the information on the form
- Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990)

## A For the 2013 calendar year, or tax year beginning 01-01-2013, 2013, and ending 12-31-2013

B Check if applicable

 Address change Name change Initial return Terminated Amended return Application pendingC Name of organization  
OCEANSIDE MUSEUM OF ART

Doing Business As

Number and street (or P O box if mail is not delivered to street address) 704 PIER VIEW WAY

Room/suite

City or town, state or province, country, and ZIP or foreign postal code  
OCEANSIDE, CA 92054

F Name and address of principal officer

DANIEL FOSTER  
704 PIER VIEW WAY  
OCEANSIDE, CA 92054

D Employer identification number

33-0653905

E Telephone number

(760) 435-3721

G Gross receipts \$ 1,173,448

I Tax-exempt status  501(c)(3)  501(c) ( ) (insert no.)  4947(a)(1) or  527J Website: ► [WWW.OMA-ONLINE.ORG](http://WWW.OMA-ONLINE.ORG)K Form of organization  Corporation  Trust  Association  Other ►H(a) Is this a group return for subordinates?  Yes  NoH(b) Are all subordinates included?  Yes  No

If "No," attach a list (see instructions)

H(c) Group exemption number ►

L Year of formation 1998 M State of legal domicile CA

## Part I Summary

1 Briefly describe the organization's mission or most significant activities

TO BE A PREMIER REGIONAL ART MUSEUM FOR SAN DIEGO AND SOUTHERN CALIFORNIA AND A LEADER OF ARTS & CULTURE IN NORTH COUNTY SAN DIEGO. OMA FOSTERS AND PROMOTES THE STUDY, APPRECIATION AND UNDERSTANDING OF ART, WITH SPECIAL FOCUS ON REGIONAL ART, THROUGH ITS EXHIBITIONS, COLLECTIONS, EDUCATION PROGRAMS AND SOCIAL EXPERIENCES FOR THE CULTURAL ENHANCEMENT OF PEOPLE IN NORTH SAN DIEGO COUNTY

2 Check this box ► if the organization discontinued its operations or disposed of more than 25% of its net assets

|   |    |     |
|---|----|-----|
| 3 Number of voting members of the governing body (Part VI, line 1a)             | 3  | 20  |
| 4 Number of independent voting members of the governing body (Part VI, line 1b) | 4  | 20  |
| 5 Total number of individuals employed in calendar year 2013 (Part V, line 2a)  | 5  | 14  |
| 6 Total number of volunteers (estimate if necessary)                            | 6  | 140 |
| 7a Total unrelated business revenue from Part VIII, column (C), line 12         | 7a | 0   |
| b Net unrelated business taxable income from Form 990-T, line 34                | 7b |     |

Activities &amp; Governance

Revenue

Expenses

Net Assets or Fund Balances

|  | Prior Year | Current Year |
|--|------------|--------------|
| 8 Contributions and grants (Part VIII, line 1h)                                      | 461,237    | 864,067      |
| 9 Program service revenue (Part VIII, line 2g)                                       | 109,363    | 50,947       |
| 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)                     | 100        | 90           |
| 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)          | -33,828    | 57,320       |
| 12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)  | 536,872    | 972,424      |
| 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)                  |            | 0            |
| 14 Benefits paid to or for members (Part IX, column (A), line 4)                     |            | 0            |
| 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | 371,020    | 400,911      |
| 16a Professional fundraising fees (Part IX, column (A), line 11e)                    |            | 0            |
| b Total fundraising expenses (Part IX, column (D), line 25) ► 57,520                 |            |              |
| 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)                      | 497,590    | 478,939      |
| 18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)          | 868,610    | 879,850      |
| 19 Revenue less expenses Subtract line 18 from line 12                               | -331,738   | 92,574       |

|  | Beginning of Current Year | End of Year |
|--|---------------------------|-------------|
| 20 Total assets (Part X, line 16)                            | 5,175,373                 | 5,238,678   |
| 21 Total liabilities (Part X, line 26)                       | 83,731                    | 54,462      |
| 22 Net assets or fund balances Subtract line 21 from line 20 | 5,091,642                 | 5,184,216   |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including my knowledge and belief, it is true, correct, and complete. Declaration of preparer has any knowledge

Sign Here

\*\*\*\*\*  
Signature of officer  
DANIEL FOSTER EXECUTIVE DIRECTOR  
Type or print name and title

Paid  
Preparer  
Use Only

|   |                      |
|---|----------------------|
| Print/Type preparer's name<br>PAUL REDFERN CPA                | Preparer's signature |
| Firm's name ► REDFERN & COMPANY                               |                      |
| Firm's address ► 631 3RD ST STE 102<br>ENCINITAS, CA 92046776 |                      |

May the IRS discuss this return with the preparer shown above? (see instructions)

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III **1** Briefly describe the organization's mission

TO BE A PREMIER REGIONAL ART MUSEUM FOR SAN DIEGO AND SOUTHERN CALIFORNIA AND A LEADER OF ARTS & CULTURE IN NORTH COUNTY SAN DIEGO. OMA FOSTERS AND PROMOTES THE STUDY, APPRECIATION AND UNDERSTANDING OF ART, WITH SPECIAL FOCUS ON REGIONAL ART, THROUGH ITS EXHIBITIONS, COLLECTIONS, EDUCATION PROGRAMS AND SOCIAL EXPERIENCES FOR THE CULTURAL ENHANCEMENT OF PEOPLE IN NORTH SAN DIEGO COUNTY

**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O

**3** Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O

**4** Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

**4a** (Code  ) (Expenses \$ 740,844 including grants of \$  ) (Revenue \$ 50,947 )

TO BE A PREMIER REGIONAL ART MUSEUM FOR SAN DIEGO AND SOUTHERN CALIFORNIA AND A LEADER OF ARTS & CULTURE IN NORTH COUNTY SAN DIEGO. OMA FOSTERS AND PROMOTES THE STUDY, APPRECIATION AND UNDERSTANDING OF ART, WITH SPECIAL FOCUS ON REGIONAL ART, THROUGH ITS EXHIBITIONS, COLLECTIONS, EDUCATION PROGRAMS AND SOCIAL EXPERIENCES FOR THE CULTURAL ENHANCEMENT OF PEOPLE IN NORTH SAN DIEGO COUNTY. OMA HAS INCREASED THE QUALITY AND QUANTITY OF EXHIBITION PROGRAMMING IN THE PAST YEAR, OPENED NEW PROGRAM SPACES (DEL MAR SATELLITE AND LOWER LEVEL MUSEUM CLASSROOM), EXERTED CONVENING AND COLLABORATION-BUILDING LEADERSHIP IN OCEANSIDE (FORMATION OF OCEANSIDE CULTURAL CONSORTIUM) AND NORTH COUNTY SAN DIEGO (FORMATION OF THE NORTH COUNTY ARTS NETWORK), EXPANDED ADULT AND YOUTH ARTS EDUCATIONAL PROGRAMS, AND WORKED TOWARDS LAUNCHING SOME NEW ARTS COMMUNITY EVENTS FOR THE REGION (FIRST FRIDAY OCEANSIDE ART WALK, MINGAFEST, ANNUAL ART AUCTION)

**4b** (Code  ) (Expenses \$  including grants of \$  ) (Revenue \$  )

**4c** (Code  ) (Expenses \$  including grants of \$  ) (Revenue \$  )

**4d** Other program services (Describe in Schedule O )  
 (Expenses \$  including grants of \$  ) (Revenue \$  )

**4e** Total program service expenses ► 740,844

**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**



**(Choose one)  MINI-GRANT    (Choose one)  REGULAR GRANT**

|  |  |   |
|--|--|---|
| Project Name: Signage for Vans<br><br>Date Submitted: 9/25/2015  | Total # of people served: 615<br><br>Total # of San Marcos residents served: 137 | Amount Requested: \$ 7,560  |
| Non-Profit Organization Name and Address, Website<br><br>T.E.R.I., Inc.<br>251 Airport Road<br>Oceanside, CA 92058 |  | Contact Person – Name, Title & Phone, email<br><br>Barry Friedman, Director of Philanthropy<br>(760) 721-1706<br>barryf@teriinc.org |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

TERI respectfully requests partnership to purchase signage for TERI vans that travel through the community bringing clients to and from the programs. Signage is part of our marketing and public relations plan and will elevate TERI's visibility to increase recognition of the exemplar services provided to a growing community of people with special needs as well denote recognition of the San Marcos Community Foundation as a sponsor.

Briefly describe the significance of your request to the San Marcos community:

Nationwide, and in the San Marcos community, a child is diagnosed with autism every 29 seconds. In fact, one in 68 children will receive a diagnosis, and 12.8% of children have some special need. In 2013, there were 20,003 students in San Marcos schools which translates to, that 295 students with autism, and 2,561 children with some level of special need. These children will require lifelong services and supports to engage with and participate in the fabric of our San Marcos community.

Significance to the community is multifocal: 1) San Marcos is home to the Campus of Life, an innovative project that is the first of its kind to transforms the lived experience of people with special needs; 2) the project will inform of local resources and expertise to assist with child and family need; 3) the project provides contact information to special programs that will support the student and his/her family.

Please attach the following items.

**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations
- 5. Regular Grants Only:**
  - a. 1-2 page narrative
  - b. First 2 pages of Federal 990

Expected date project will begin/end: 12/1/2015

Date by which funds will be expended: 3/1/2016

Signature of President or Authorized Officer

|   |  |
|---|--|
| <ul style="list-style-type: none"> <li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>d. Signature of President or Authorized Officer on Application</li> <li>e. Optional: letters of support</li> </ul> | <p>Cheryl Kilmer, CEO _____ <u>9/24/2015</u><br/> Name, Title _____ Date</p> <p>Submit Via Mail, In Person or Via Email to:<br/> San Marcos Community Foundation<br/> c/o City of San Marcos<br/> 1 Civic Center Drive<br/> San Marcos, CA 92069<br/> Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a></p> |
|---|--|

Thank you for past support from the San Marcos Community Foundation. TERI continues making tremendous strides in redefining quality of life for children and adults with autism and other developmental disabilities. Your past gifts leveraged support from additional local donors who also recognize how critical these services and supports are to our community.

It is a rare day at TERI that something extraordinary does not happen. We are located in a strong community with an indomitable spirit, and we are growing along with the North County Region. I invite your further partnership in supporting acquisition of signage for TERI vans which transport clients throughout the community. This signage will reflect your sponsorship, and will provide contact information for families in need to reach out and engage with TERI.

## **Signage Project**

TERI operates a fleet of 45 vehicles to transport clients with special needs to and from home, and between our 17 program sites. Getting people with special needs out into the community is mission-centered, and in the best interest of the client, their family, and the community. TERI vehicles travel some 135,000 miles annually across the community. Monday through Saturday TERI vans can be found traveling to the Campus of Life, Carlo House, the Country School, and other locations in San Marcos. TERI must produce signage for these vans that advertises our mission, identifies and brands the agency as well as advertises availability of services to the community. We have received bids for \$1,200 per vehicle to design and place signs on 6 company vehicles, and request \$7,560 toward completion of this project.

It is important TERI achieve this project this year as we move forward constructing the Campus of Life. TERI has a large presence in San Marcos, and as the Campus is completed, all operations (with the exception of the 12 residential programs) will be transferred to the Campus of Life at 555 Deer Springs Road, within the sphere of influence of San Marcos.

## **About TERI...**

TERI has built an unparalleled reputation during more than three decades as a national leader providing innovative care and supportive services to children and adults with autism and developmental disabilities and their families. Our history shows ongoing innovation through design and delivery of supports that positively impact significantly disabled people. TERI has a \$16.1 million budget and over 400 employees, and provides a full continuum of lifespan services across San Diego, South Riverside, and Orange counties to more than 600 individuals, creating new options for quality of life that can be replicated on a national and international scope.

TERI supports individuals with all developmental disabilities and is recognized for success with students and adults with severe behavioral issues. In fact, we have never exited a student or adult for behavioral issues. Our services include two nonpublic schools serving 105 children, plus the Center for the Arts & Adult Education serving 195 adults; Family Support Services serving 315 people, and residential serving 72 adults. Other programs supporting all clients across the lifespan include Fit for Life, Culinary and Agriculture; Therapy & Recreation; Therapeutic Equestrian; Life Quality Planning and Special Needs Life Coaching (international). A Transportation fleet ensures each program participant arrives at their destination.

TERI's Campus of Life construction continues progress: the U. S. Military Innovative Readiness Training (IRT) Program has committed to building the Campus over the next five years (year one is complete); major gifts are being acquired and negotiated; and construction and community improvements will follow over the next two years. TERI committed to moving to San Marcos in 2002 and we look forward to operating this landmark campus for years to come!

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|  |                            |
|--|----------------------------|
| <u>Signs for 6 Vehicles @ \$1,260 each (Requested)</u> | \$ <u>15,000</u>           |
| <u>Signs for 30 Mini Bus @ \$455</u>                   | \$ <u>13,650</u>           |
| <u>Signs for 9 Passenger Vans @ \$262.50</u>           | \$ <u>2,362.50</u>         |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| _____  | \$ _____                   |
| <b>Total budget for this PROJECT:</b>                  | <b>\$ <u>32,672.50</u></b> |

**Grant Request Amount:** \$ 7,560  
(*Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.*)

Is this a challenge grant? No. Could it be? No.

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|                  |   |             |
|------------------|---|-------------|
| \$ <u>2,000</u>  | (Name of source) <u>In Kind Sign Company</u>  | ** <u>C</u> |
| \$ <u>3,000</u>  | (Name of source) <u>Simon Strauss</u>         | ** <u>P</u> |
| \$ <u>2,500</u>  | (Name of source) <u>Angel Society</u>         | ** <u>P</u> |
| \$ <u>15,000</u> | (Name of source) <u>Community Enhancement</u> | ** <u>P</u> |

**TERI INC**  
**Annual Budget**  
**Fiscal Year July 1, 2015 through June 30, 2016**

*Consolidated*

|                                       | <u>Total</u>      |
|---------------------------------------|-------------------|
| <b>Revenues</b>                       |                   |
| Residential                           | 5,680,534         |
| Day Programs                          | 11,682,286        |
| Fundraising/Donations                 | 1,021,925         |
| Other Income                          | 545,435           |
| <b>Total Revenues</b>                 | <b>18,930,180</b> |
| <b>Expenses</b>                       |                   |
| Wages                                 | 11,311,251        |
| Benefits                              | 2,171,780         |
| Administrative                        | 686,319           |
| Program Expenses                      | 4,760,831         |
| <b>Total Expenses</b>                 | <b>18,930,180</b> |
| <b>Revenues Over/(Under) Expenses</b> | <b>0</b>          |

CINCINNATI OH 45999-0038

In reply refer to: 0248467584  
Aug. 05, 2013 LTR 4168C 0  
95-3532129 000000 00  
00018382  
BODC: TE

T E R I INC  
251 AIRPORT RD  
OCEANSIDE CA 92058



009697

Employer Identification Number: 95-3532129  
Person to Contact: Mrs. Schepers  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your July 25, 2013, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in September 1996.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248467584  
Aug. 05, 2013 LTR 4168C 0  
95-3532129 000000 00  
00018383

T E R I INC  
251 AIRPORT RD  
OCEANSIDE CA 92058

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,



Richard McKee, Department Manager  
Accounts Management Operations

C1000431



August 21, 1980

In reply refer to  
344:RM:lb:g

T.E.R.I., Inc.  
c/o Cheryl Crouse and/or  
Phyllis McGrath  
5599 Coral Reef Ave.  
La Jolla, CA 92037

Purpose : Charitable  
Form of Organization : Corporation  
Accounting Period Ending: June 30  
Organization Number :

On the basis of the information submitted and provided your present operations continue unchanged or conform to those proposed in your application, you are exempt from state franchise or income tax under Section 23701d, Revenue and Taxation Code. Any change in operation, character or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address also must be reported.

You are required to file Form 199 (Exempt Organization Annual Information Return) or Form 199B (Exempt Organization Annual Information Statement) on or before the 15th day of the 5th month (4 1/2 months) after the close of your accounting period. See annual instructions with forms for requirements.

You are not required to file state franchise or income tax returns unless you have income subject to the unrelated business income tax under Section 23731 of the Code. In this event, you are required to file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 3rd month (2 1/2 months) after the close of your annual accounting period.

If the organization is incorporating, this approval will expire unless incorporation is completed with the Secretary of State within 60 days.

Exemption from federal income or other taxes and other state taxes requires separate applications.

Robert Lute, Manager  
Exempt Organization Section  
Telephone (800) 852-5711

cc: Secretary of State  
Registrar of Charitable Trusts

FTB 4206-ATS (7-78)



# California Secretary of State Debra Bowen

[Secretary of State](#)[Administration](#) [Elections](#) [Business Programs](#) [Political Reform](#) [Archives](#) [Registries](#)**Business Entities (BE)****Online Services**

- [Business Search](#)
- [Disclosure Search](#)
- [E-File Statements](#)
- [Processing Times](#)

**Main Page****Service Options****Name Availability****Forms, Samples & Fees****Annual/Biennial Statements****Filing Tips****Information Requests**  
(certificates, copies & status reports)**Service of Process****FAQs****Contact Information****Resources**

- [Business Resources](#)
- [Tax Information](#)
- [Starting A Business](#)
- [International Business Relations Program](#)

**Customer Alert**

(misleading business solicitations)

**Business Entity Detail**

Data is updated weekly and is current as of Friday, December 10, 2010. It is not a complete or certified record of the entity.

|                                      |                    |
|--------------------------------------|--------------------|
| <b>Entity Name:</b>                  | T.E.R.I., INC.     |
| <b>Entity Number:</b>                | C1000431           |
| <b>Date Filed:</b>                   | 08/21/1980         |
| <b>Status:</b>                       | ACTIVE             |
| <b>Jurisdiction:</b>                 | CALIFORNIA         |
| <b>Entity Address:</b>               | 251 AIRPORT RD     |
| <b>Entity City, State, Zip:</b>      | OCEANSIDE CA 92058 |
| <b>Agent for Service of Process:</b> | CHERYL KILMER      |
| <b>Agent Address:</b>                | 251 AIRPORT RD     |
| <b>Agent City, State, Zip:</b>       | OCEANSIDE CA 92058 |

\* Indicates the information is not contained in the California Secretary of State's database.

- If the status of the corporation is "Surrender," the agent for service of process is automatically revoked. Please refer to California Corporations Code [section 2114](#) for information relating to service upon corporations that have surrendered.
- For information on checking or reserving a name, refer to [Name Availability](#).
- For information on ordering certificates, copies of documents and/or status reports or to request a more extensive search, refer to [Information Requests](#).
- For help with searching an entity name, refer to [Search Tips](#).
- For descriptions of the various fields and status types, refer to [Field Descriptions and Status Definitions](#).

[Modify Search](#) [New Search](#) [Printer Friendly](#) [Back to Search Results](#)

[Privacy Statement](#) | [Free Document Readers](#)

Copyright © 2010 California Secretary of State

CERTIFICATE OF GOOD STANDING



## VOUNTEER LEADERSHIP ROSTER

### Board of Directors

**Cheryl Kilmer**  
Chair, President  
TERI  
CEO & Founder  
San Diego County  
Board Term 2  
years, exp. 2017

**Judy Remele**  
Board Member  
Educator  
San Diego County  
Board Term 2  
years, exp. 2017

**Martha Morrissey**  
Board Member  
Promising Futures  
Executive Director  
San Diego County  
Board Term 2 years,  
exp. 2017

**William Mara**  
Secretary/Treasurer  
TERI  
Chief Operating Officer  
San Diego County  
Board Term 2 years

**Coni Cassiero**  
Board Member  
Family Member of Individual  
With DD  
Yavapai County, AZ  
Board Term 2 years, exp 2017

### Board of Overseers

**Karen Angel** – Owner, Panache & Company Salon

**Alan Cseresznyak** – Senior Vice President, Toyota Material Handling, U.S.A., Inc. & Chief Information Officer –  
Toyota Material Handling North America, Inc.

**Salah Hassenain** – Chairman and CEO, SMH Entertainment Inc.

**Dan Tatar** – President, The ADK Group

**Ray Raub** – CEO, Modern Builders Supply, Inc.

**Tom Harding** – President & Founder, Agrisystems International

**James E. Grant , honorary member** - President, Grant General Contractors

Form 990

## Return of Organization Exempt From Income Tax

2012

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

Open to Public Inspection

► The organization may have to use a copy of this return to satisfy state reporting requirements

## A For the 2012 calendar year, or tax year beginning 07-01-2012, 2012, and ending 06-30-2013

B Check if applicable

 Address change Name change Initial return Terminated Amended return Application pending

C Name of organization

TERI Inc

Doing Business As

Number and street (or P O box if mail is not delivered to street address) 251 Airport Road

City or town, state or country, and ZIP + 4 Oceanside, CA 92058

D Employer identification number

95-3532129

E Telephone number

(760) 721-1706

G Gross receipts \$ 15,490,093

F Name and address of principal officer

Cheryl Kilmer  
251 Airport Road  
Oceanside, CA 92058

H(a) Is this a group return for affiliates?

 Yes  NoH(b) Are all affiliates included?  Yes  No  
If "No," attach a list (see instructions)

H(c) Group exemption number ►

I Tax-exempt status  501(c)(3)  501(c) ( ) (insert no)  4947(a)(1) or  527

J Website: ► www.teriinc.org

K Form of organization  Corporation  Trust  Association  Other ►

L Year of formation 1980

M State of legal domicile CA

## Part I Summary

1 Briefly describe the organization's mission or most significant activities

Serve Autistic and Developmentally Disabled people via Residential, Non-Public School, Adult Day, Respite, Transportation, Equestrian, Vocational, and Research Programs

2 Check this box ► if the organization discontinued its operations or disposed of more than 25% of its net assets

|   |    |     |
|---|----|-----|
| 3 Number of voting members of the governing body (Part VI, line 1a)             | 3  | 5   |
| 4 Number of independent voting members of the governing body (Part VI, line 1b) | 4  | 3   |
| 5 Total number of individuals employed in calendar year 2012 (Part V, line 2a)  | 5  | 483 |
| 6 Total number of volunteers (estimate if necessary)                            | 6  | 47  |
| 7a Total unrelated business revenue from Part VIII, column (C), line 12         | 7a | 0   |
| b Net unrelated business taxable income from Form 990-T, line 34                | 7b |     |

|   |            |            |
|---|------------|------------|
| 8 Contributions and grants (Part VIII, line 1h)                                     | 1,347,713  | 1,088,572  |
| 9 Program service revenue (Part VIII, line 2g)                                      | 13,947,684 | 14,272,031 |
| 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)                    | -26,801    | -4,035     |
| 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)         | 102,181    | 133,525    |
| 12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 15,370,777 | 15,490,093 |

|  |            |            |
|--|------------|------------|
| 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)                  |            | 0          |
| 14 Benefits paid to or for members (Part IX, column (A), line 4)                     |            | 0          |
| 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | 10,437,042 | 10,638,367 |
| 16a Professional fundraising fees (Part IX, column (A), line 11e)                    | 78,420     | 71,400     |
| b Total fundraising expenses (Part IX, column (D), line 25) ► 402,685                |            |            |
| 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)                      | 4,465,739  | 4,538,698  |
| 18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)          | 14,981,201 | 15,248,465 |
| 19 Revenue less expenses Subtract line 18 from line 12                               | 389,576    | 241,628    |

| Beginning of Current Year                                    | End of Year |
|--|-------------|
| 20 Total assets (Part X, line 16)                            | 12,546,641  |
| 21 Total liabilities (Part X, line 26)                       | 4,536,459   |
| 22 Net assets or fund balances Subtract line 21 from line 20 | 8,010,182   |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including my knowledge and belief, it is true, correct, and complete Declaration of preparer has any knowledge

Sign Here

\*\*\*\*\*

Signature of officer

Joseph Michalowski CFO

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name

Peter J Mersino

Preparer's signature

Firm's name ► KAKU &amp; MERSINO LLP

Firm's address ► 1588 SHAW AVENUE

CLOVIS, CA 936117814

May the IRS discuss this return with the preparer shown above? (see instructions)

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response to any question in this Part III **1** Briefly describe the organization's mission

Serve Autistic and Developmentally Disabled people via Residential, Non-Public School, Adult Day, Respite, Transportation, Equestrian, Vocational, and Research Programs

**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O

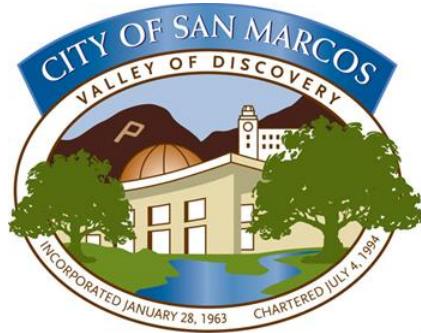
**3** Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O

**4** Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

|   |   |
|---|---|
| <b>4a</b>   | (Code ) (Expenses \$ 4,777,539 including grants of \$ ) (Revenue \$ 5,320,964 )                         |
| Provide Day Programs, Transportation Services, Respite Care, Vocational Opportunities, an Equestrian Program, and Research to more than two hundred and fifty individuals with developmental disabilities, and their families |   |
| <b>4b</b>   | (Code ) (Expenses \$ 4,131,656 including grants of \$ ) (Revenue \$ 4,625,870 )                         |
| Provide Non-Public Schools to more than one hundred children with autism and other developmental disabilities   |   |
| <b>4c</b>   | (Code ) (Expenses \$ 3,895,430 including grants of \$ ) (Revenue \$ 4,325,197 )                         |
| Provide group homes to sixty four developmentally disabled adults   |   |
| <b>4d</b>   | Other program services (Describe in Schedule O )<br>(Expenses \$ including grants of \$ ) (Revenue \$ ) |
| <b>4e</b>   | <b>Total program service expenses ► 12,804,625</b>  |

Form 990 (2012)



## **SAN MARCOS COMMUNITY FOUNDATION**

### **ITEM #2 Regular Grant Application Proposals**

**Copies of the most recent year-end  
Statement or Audit submitted with the  
regular grant applications are on file in the  
City of San Marcos Finance Department.**

**SMCF Resolution No. GFC 2015-04**

**A RESOLUTION OF THE SAN MARCOS COMMUNITY FOUNDATION  
GRANT FUNDING COMMITTEE AUTHORIZING THE AWARD OF GRANT  
MONIES TO CERTAIN NON-PROFIT ORGANIZATIONS**

**WHEREAS**, the San Marcos Community Foundation Grant Funding Committee is authorized, pursuant to the San Marcos Community Foundation adopted articles and bylaws, and Resolution 06-82 which puts into place The Grant and Fund Raising Guidelines and Procedures Manual setting forth the Basic Guidelines and Procedures established as of January 2, 2007, to entertain proposals for non-profit activities from qualified public and charitable groups; and

**WHEREAS**, there were three new proposals received by the San Marcos Community Foundation Grant Funding Committee prior to the October 7, 2015, Mini-Grant submittal deadline established by the San Marcos Community Foundation 2015 schedule of meetings; and

**WHEREAS**, the San Marcos Community Foundation Grant Funding Committee did, at its October 14, 2015, meeting, consider such proposals for Mini Grants in a public meeting duly advertised and held in the manner required by law; and

**NOW, THEREFORE, BE IT RESOLVED**, that the San Marcos Community Foundation Grant Funding Committee does hereby authorize funding of the following Mini Grant proposals in the amounts specified:

| <u>REQUESTING ORGANIZATION</u>           | <u>GRANT AWARD</u> |
|--|--------------------|
| Kiwanis Club of San Marcos Foundation    | \$1,500.00         |
| Miracle Babies                           | \$1,500.00         |
| Positive Action Community Theatre (PACT) | \$1,500.00         |

**BE IT FURTHER RESOLVED**, that actual award of the above Mini Grants shall be contingent upon satisfactory compliance with all preconditions to funding specified.

**BE IT FURTHER RESOLVED**, that the San Marcos Community Foundation Grant Funding Committee's decision is based upon its determination that each of the above-referenced requests meets applicable legal requirements for funding as a non-profit activity and conforms to Foundation policies pertaining to grant awards.

SMCF Resolution GFC 2015-04  
October 14, 2015  
Page Two

**PASSED AND ADOPTED** by the San Marcos Community Foundation Grant Funding Committee, at a regular meeting thereof, this 14th day October, 2015, by the following roll call vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

**APPROVED:**

---

Colleen Lukoff, Presiding Officer

**ATTEST:**

---

Wendy Kaserman, Board Secretary

Dated:

---



**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**

(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|   |   |   |
|---|---|---|
| Project Name: Holiday Parade<br><br>Date Submitted: 10/7/2015   | Total # of people served: 10,000<br><br>Total # of San Marcos residents served: 8,000 | Amount Requested: \$1,500   |
| Non-Profit Organization Name and Address, Website<br><br>Kiwanis Club of San Marcos Foundation<br>P. O. Box 493<br>San Marcos, CA 92079 |   | Contact Person – Name, Title & Phone, email<br><br>Kate Kovrig, Treasurer<br>(619) 246-3976<br>kkovrig@wd40.com |

**Briefly describe your request for funds (to be expanded upon in narrative for regular grant):**

The Kiwanis Club of San Marcos respectfully requests partnership support for the San Marcos Holiday Parade. For 19 years the Club has designed and delivered this event, the only privately-funded holiday parade in our County. Each year, the Club raises the funds needed to deliver a high-quality event heralding the beginning of the holiday season for the children in and around San Marcos. This year, we need additional help and turn to the SMCF as a community partner in order to stage and deliver a high quality, engaging, and fun event for City residents. Each year we give out approximately 3,500 to 4,500 toys, books, and handouts to parade goers, many of whom do not receive any other gift due to the family economic circumstance. This year we will be able to hand out books to every child in attendance. This has been the case throughout the years, where socioeconomically deprived children look forward to this day of joy and possibilities.

This, our 20<sup>th</sup> year delivering the Parade, our 40<sup>th</sup> year as a Club supporting San Marcos, and our 100<sup>th</sup> year of Kiwanis, promises to be the biggest and best parade yet: increased attendance, increased exhibitors, and an increased draw from surrounding communities. With your partnership, the Kiwanis club of San Marcos will make the 2015 San Marcos Holiday Parade one to be remembered.

**Briefly describe the significance of your request to the San Marcos community:**

Significance of this request to the San Marcos community is tremendous: approximately 10,000 people line the parade route to see friends, family, and exciting floats, bands, and dancers. This community-wide event is the kick-off to the holiday season encouraging all religious, sport, equestrian, dance, nonprofit and business participation. We ensure elected officials and other dignitaries are represented and can interact with the community. Fire, Sheriff, Palomar College, San Marcos and Mission Hills High Schools, Boys & Girls Club, Cub and Boy Scouts, Brownie and Girl Scouts, Ballet Folklorico and other dance troupes return year-after-year to perform in front of the residents. This event is the single-best community builder this City has, and we hope to be able to present this event for another 20 years!

|  |   |
|--|---|
| <p>Please attach the following items.</p> <p><b><u>Both Mini-Grant &amp; Regular:</u></b></p> <ol style="list-style-type: none"> <li>1. Budget for request (use SMCF Budget Worksheet)</li> <li>2. Annual Operating budget for the organization or unit</li> <li>3. Federal &amp; State Tax ID numbers</li> <li>4. Board of Directors listing with affiliations</li> </ol> <p><b>5. Regular Grants Only:</b></p> <ol style="list-style-type: none"> <li>a. 1-2 page narrative</li> <li>b. First 2 pages of Federal 990</li> <li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>d. Signature of President or Authorized Officer on Application</li> <li>e. Optional: letters of support</li> </ol> | <p>Expected date project will begin/end:</p> <p>Date by which funds will be expended:</p> <p>Signature of President or Authorized Officer</p> <p><u>Kate Kovrig</u> <u>10/7/2015</u><br/>Name, Title Date<br/><i>Kate Kovrig</i></p> <p>Submit Via Mail, In Person or Via Email to:<br/>San Marcos Community Foundation<br/>c/o City of San Marcos<br/>1 Civic Center Drive<br/>San Marcos, CA 92069<br/>Email (PDF Format): <a href="mailto:wkaserman@san-marcos.net">wkaserman@san-marcos.net</a></p> |
|--|---|

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|   |                      |
|---|----------------------|
| <u>Office supplies (tape, paper, printer ink, paper clips,)</u> | \$ <u>250.00</u>     |
| <u>Participant Trophies</u>                                     | \$ <u>600.00</u>     |
| <u>Postage/Mailings</u>   | \$ <u>250.00</u>     |
| <u>3 Speaker Stands for announcing</u>                          | \$ <u>1,200.00</u>   |
| <u>Stipend for Parade Assistance (SM Seniors)</u>               | \$ <u>1,200.00</u>   |
| <u>Porta Potties</u>  | \$ <u>2,000.00</u>   |
| <u>Bands</u>  | \$ <u>2,000.00</u>   |
| <u>Books</u>  | \$ <u>\$5,000.00</u> |
|   | \$ _____             |
|   | \$ _____             |
|   | \$ _____             |

**Total budget for this PROJECT:**

\$ 12,500.00

**Grant Request Amount:** \$ 1,500.00  
(*Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.*)

Is this a challenge grant? No Could it be? No

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|                 |   |               |
|-----------------|---|---------------|
| \$ <u>1,500</u> | (Name of source) <u>WalMart (Books/stuffed animals)</u>             | ** <u>(P)</u> |
| \$ <u>5,000</u> | (Name of source) <u>County of San Diego</u>                         | ** <u>(C)</u> |
| \$ <u>2,000</u> | (Name of source) <u>Molina Foundation - in kind</u>                 | ** <u>(C)</u> |
| \$ <u>2,500</u> | (Name of source) <u>Kiwanis Foundation and individual donations</u> | ** <u>(P)</u> |

Date **SEP 28 2006**

KIWANIS CLUB OF SAN MARCOS  
FOUNDATION  
PO BOX 493  
SAN MARCOS, CA 92079

Employer Identification Number:  
41-2143050  
DLN:  
17053249100036  
Contact Person:  
JOAN C KISER ID# 31217  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
May 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
June 22, 2004  
Contribution Deductibility:  
Yes

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

If you distribute funds to other organizations, your records must show whether they are exempt under section 501(c)(3). In cases where the recipient organization is not exempt under section 501(c)(3), you must have evidence the funds will be used for section 501(c)(3) purposes.

If you distribute funds to individuals, you should keep case histories showing the recipient's name and address; the purpose of the award; the manner of selection; and the relationship of the recipient to any of your officers, directors, trustees, members, or major contributors.

KIWANIS CLUB OF SAN MARCOS

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely,

Lois G. Lerner  
Director, Exempt Organizations  
Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c) (3)

Letter 947 (DO/CG)



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 942857  
SACRAMENTO CA 94257-0540

## Entity Status Letter

Date: 10/8/2015

ESL ID: 6676168399

According to our records, the following entity information is true and accurate as of the date of this letter.

Entity ID: 2658658

Entity Name: KIWANIS CLUB OF SAN MARCOS FOUNDATION

- 1. The entity is in good standing with the Franchise Tax Board.
- 2. The entity is **not** in good standing with the Franchise Tax Board.
- 3. The entity is currently exempt from tax under Revenue and Taxation Code (R&TC) Section 23701 .
- 4. We do not have current information about the entity.

The above information does not necessarily reflect:

- The entity's status with any other agency of the State of California, or other government agency.
- If the entity's powers, rights, and privileges were suspended or forfeited at any time in the past, or the entity did business in California at a time when it was not qualified or not registered to do business in California:
  - The status or voidability of any contracts made in California by the entity at a time when the entity was suspended or forfeited (R&TC Sections 23304.1, 23304.5, 23305a, 23305.1).
  - For entities revived under R&TC Section 23305b, any time limitations on the revivor or limitation of the functions that can be performed by the entity.

## Internet and Telephone Assistance

Website: [ftb.ca.gov](http://ftb.ca.gov)

Telephone: 800.852.5711 from within the United States  
916.845.6500 from outside the United States

TTY/TDD: 800.822.6268 for persons with hearing or speech impairments

**Information copy. Do not send to IRS.**

Form **990-N**  
Department of the Treasury  
Internal Revenue Service

**Electronic Notice (e-Postcard)**  
for Tax-Exempt Organizations not Required To File Form 990 or  
990-EZ

OMB No. 1545-  
2085

**2013**

Open to Public  
Inspection

**A** For the 2013 calendar year, or tax year beginning 6/1/2013, and ending 5/31/2014.

**B** Check if applicable

Terminated, Out of  
Business

Gross receipts are  
normally \$50,000 or less

**C** Name of organization: KIWANIS CLUB OF SAN MARCOS  
FOUNDATION

d/b/a:

PO Box 493  
San Marcos, CA, US, 92079

**D** Employer  
Identification  
Number  
41-2143050

**F** Name of Principal Officer: Terri Williams

**E** Website:

kiwanisclubofsanmarcos.org

PO Box 493

San Marcos, CA, US, 92079

**Privacy Act and Paperwork Reduction Act Notice.** We ask for the information on this form to carry out the Internal Revenue laws of the United States. You are required to give us the information. We need it to ensure that you are complying with these laws.

The organization is not required to provide the information requested on a form that is subject to the Paperwork Reduction Act unless the form displays a valid OMB control number. Books or records relating to a form or its instructions must be retained as long as their contents may become material in the administration of any Internal Revenue law. The rules governing the confidentiality of the Form 990-N is covered in Code section 6104.

The time needed to complete and file this form and related schedules will vary depending on individual circumstances. The estimated average times is 15 minutes.

**Note:** This image is provided for your records only. Do NOT mail this page to the IRS. The IRS will not accept this filing via paper. You must file your Form 990-N (e-Postcard) electronically.



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

(Choose one)  MINI-GRANT (Choose one)  REGULAR GRANT

|  |  |  |
|--|--|--|
| Project Name: Miracle Babies' Family Assistance Program<br>Date Submitted: 10/5/15   | Total # of people served: 60<br>Total # of San Marcos residents served: 60 | Amount Requested: \$1,500  |
| Non-Profit Organization Name and Address, Website<br><br>Miracle Babies<br>8745 Aero Drive Suite 111, San Diego, CA 92123<br>www.miraclebabies.org |  | Contact Person – Name, Title & Phone, email<br><br>Joelle Felton Lackey<br>Executive Director<br>jfelton@miraclebabies.org |

Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

We respectfully request \$1,500 to be used towards care packages for parents of critically ill newborns admitted to the Tri-City Hospital and Palomar Hospital neonatal intensive care units in North County San Diego. The funds will cover 60 NICU care packages at \$25 each and will include a NICU guide with useful information and inspirational stories, a bonding blanket, a list of community resources, and other essential items that help comfort and support parents as they care for their baby in the NICU.

Briefly describe the significance of your request to the San Marcos community:

Having a newborn in the NICU is an emotionally and financially draining time for families. Miracle Babies seeks to buffer the significant challenges families face while caring for their vulnerable baby in the NICU by providing essential support and inspiration directly to families. Each year nearly 1,000 babies are admitted to the NICUs at Tri-City Hospital and Palomar Hospital, both of which serve the San Marcos community. With the help of the San Marcos Community Foundation, Miracle Babies can move closer to its goal of distributing care packages to at least half of those families—helping parents navigate and overcome the constant uncertainty and hardship inherent in the NICU experience.

Please attach the following items.

**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations
5. **Regular Grants Only:**

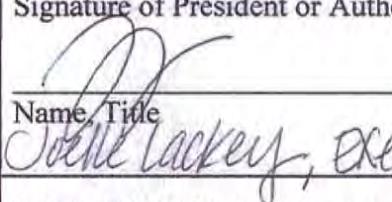
- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- c. Most recent year-end Statement or Audit including any management letters associated with Audit.
- d. Signature of President or Authorized Officer on Application
- e. Optional: letters of support

Expected date project will begin/end: 1/1/16

Date by which funds will be expended: 3/31/16

Signature of President or Authorized Officer

Name, Title

 10/5/15  
Joelle Lackey, Executive Director

Date

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

Email (PDF Format): [wkaserman@san-marcos.net](mailto:wkaserman@san-marcos.net)

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

Provide an itemized list of expenses for this project:  
(example – 72 bicycle helmets at \$7.80 each including tax = \$561.60)

|   |          |
|---|----------|
| 500 hand lotions at \$2.00 each including tax             | \$ 1,000 |
| 500 bonding blankets at \$3.50 each including tax         | \$ 1,750 |
| 500 bags at \$2.50 each including tax                     | \$ 1,250 |
| 500 Miracle Babies bracelets at \$0.50 each including tax | \$ 250   |
| 500 water bottles at \$5.50 each including tax            | \$ 2,750 |
| 500 packs of nursing pads at \$6.00 each including tax    | \$ 3,000 |
| 500 pairs of socks at \$3.00 each including tax           | \$ 1,500 |
| 500 packs of mints at \$0.50 each including tax           | \$ 250   |
| 500 lip balms at \$1.50 each including tax                | \$ 750   |
|   | \$       |
|   | \$       |
|   | \$       |

**Total budget for this PROJECT:** **\$ 12,500**

**Grant Request Amount:** \$ 1,500

*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No Could it be? Yes

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

\$ 5,000 (Name of source) Allocation from Fundraisers \*\*\_(C)  
\$ 1,000 (Name of source) Sundt \*\*\_(C)  
\$ 2,000 (Name of source) Cushman \*\*\_(P)  
\$ 3,500 (Name of source) WD-40 \*\*\_(P)

|                                       | REVENUE %     | 1%                   | 79%               | 20%            | 0%            | \$         | 1.00       |
|---------------------------------------|---------------|----------------------|-------------------|----------------|---------------|------------|------------|
|                                       | EXPENSE %     | 37%                  | 49%               | 9%             | 5%            | \$         | 1.00       |
|                                       | Total Program | Total Special Events | Total Fundraising | Mgt. & General | Annual Budget |            |            |
| <b>Income</b>                         |               |                      |                   |                |               |            |            |
| 40000 · DIRECT PUBLIC SUPPORT         |               |                      |                   |                |               | \$         | -          |
| 40100 · Contributions                 |               |                      |                   |                |               | \$         | 45,000.00  |
| 40110 · EE Matching Programs          |               |                      | 45,000            |                |               | \$         | 45,000.00  |
| 40120 · Grants                        |               |                      | 35,000            |                |               | \$         | 35,000.00  |
| 40130 · Corporate Contributions       |               |                      |                   |                |               | \$         |            |
| 40210 · Individuals                   | 4,900         | -                    | 29,750            | 350            | \$            | 35,000.00  |            |
| 40400 · Subscriptions                 |               |                      | 12,000            |                |               | \$         | 12,000.00  |
| Total 40100 · Contributions           | 4,900         | -                    | 121,750           | 350            | \$            | 127,000.00 |            |
| Total 40000 · DIRECT PUBLIC SUPPORT   | 4,900         | -                    | 121,750           | 350            | \$            | 127,000.00 |            |
| 42000 · SPECIAL EVENTS                |               |                      |                   |                |               | \$         |            |
| 42100 · Sponsorships                  |               |                      |                   |                |               | \$         |            |
| 42110 · Corporate Sponsorships        |               | 120,000              |                   |                |               | \$         | 120,000.00 |
| 42120 · Event Donations               |               | 60,000               |                   |                |               | \$         | 60,000.00  |
| 42140 · Team Sponsorships             |               | 65,000               |                   |                |               | \$         | 65,000.00  |
| Total 42100 · Sponsorships            | -             | 245,000              | -                 | -              |               | \$         | 245,000.00 |
| 42210 · Event Booth Rental            |               | 2,500                |                   |                |               | \$         | 2,500.00   |
| 42220 · Event Tickets                 |               | 100,000              |                   |                |               | \$         | 100,000.00 |
| 42230 · Games/Chinese Auction         |               | 3,000                |                   |                |               | \$         | 3,000.00   |
| 42240 · Live Auction                  |               | 50,000               |                   |                |               | \$         | 50,000.00  |
| 42250 · Raise the Paddle              |               | 50,000               |                   |                |               | \$         | 50,000.00  |
| 42260 · Silent Auction                |               | 20,000               |                   |                |               | \$         | 20,000.00  |
| 42300 · 3rd Party Fundraisers         |               | -                    |                   |                |               | \$         | -          |
| 42390 · Other                         |               | -                    |                   |                |               | \$         | -          |
| 42300 · 3rd Party Fundraisers - Other |               | 10,000               |                   |                |               | \$         | 10,000.00  |
| Total 42300 · 3rd Party Fundraisers   |               | 10,000               | -                 | -              |               | \$         | 10,000.00  |
| Total 42000 · SPECIAL EVENTS          |               | 480,500              |                   |                |               | \$         | 480,500.00 |
| 43000 · Temp Restricted Released      |               |                      |                   |                |               | \$         | -          |
| 48000 · PROMOTIONAL MERCHANDISE       |               |                      |                   |                |               | \$         |            |
| 48010 · Promotional Merchandise       |               |                      |                   |                |               | \$         |            |
| Total 48000 · PROMOTIONAL MERCH       | -             | -                    | -                 | -              |               | \$         | -          |
| 49000 · Interest Income               |               |                      |                   |                |               | \$         | -          |
| Total Income                          | 4,900         | 480,500              | 121,750           | 350            | \$            | 607,500.00 |            |
| <b>Expense</b>                        |               |                      |                   |                |               |            |            |
| 60100 · PROGRAM EXPENSES              |               |                      |                   |                |               | \$         |            |
| Total 60100 · PROGRAM EXPENSES        |               | 175,200              |                   |                |               | \$         | 175,200.00 |
| 70000 · OPERATIONS                    |               |                      |                   |                |               | \$         |            |
| 60190 · Payroll & Related             |               |                      |                   |                |               | \$         |            |
| Total 60190 · Payroll & Related       | 20,178        | 63,519               | 36,503            | 21,503         | \$            | 141,704.00 |            |
| 71100 · Accounting Fees               |               |                      |                   |                |               | \$         |            |
| Total 71100 · Accounting Fees         | 4,063         | 6,684                | 1,179             | 1,179          | \$            | 13,105.00  |            |
| 71200 · Bank Charges                  |               |                      |                   |                |               | \$         | -          |
| Total 71200 · Bank Charges            | 1,022         | 3,432                | 81                | 81             | \$            | 4,616.38   |            |
| 71250 · Board Meetings/Development    |               |                      |                   |                |               | \$         |            |
| 71300 · Donor & Volunteer Apprectxn   | 83            | 331                  |                   |                |               | \$         | 413.24     |
| 71500 · Equipment Costs               |               |                      |                   |                |               | \$         |            |
| Total 71500 · Equipment Costs         | 930           | 1,530                | 270               | 270            | \$            | 3,000.00   |            |
| 72100 · Facilities                    |               |                      |                   |                |               | \$         |            |

|  |                  |                   |                  |                  |           |                   |
|--|------------------|-------------------|------------------|------------------|-----------|-------------------|
| 72110 · Rent                                       | 3,157            | 14,102            | 1,894            | 1,894            | \$        | 21,048.00         |
| 72170 · Utilities                                  | 300              | 1,340             | 180              | 180              | \$        | 2,000.00          |
| <b>Total 72100 · Facilities</b>                    | <b>3,457</b>     | <b>15,442</b>     | <b>2,074</b>     | <b>2,074</b>     | <b>\$</b> | <b>23,048.00</b>  |
| 72300 · Insurance                                  |                  |                   |                  |                  |           |                   |
| 60130 · Insurance - Liability                      | 525              | 2,345             | 315              | 315              | \$        | 3,500.00          |
| 72310 · D&O  | 240              | 1,073             | 144              | 144              | \$        | 1,601.00          |
| <b>Total 72300 · Insurance</b>                     | <b>765</b>       | <b>3,418</b>      | <b>459</b>       | <b>459</b>       | <b>\$</b> | <b>5,101.00</b>   |
| 72400 · Legal & Professional Fees                  |                  |                   |                  |                  |           |                   |
| 72430 · Legal Fees                                 |                  |                   |                  |                  |           |                   |
| <b>Total 72400 · Legal &amp; Professional Fees</b> | <b>-</b>         | <b>-</b>          | <b>-</b>         | <b>-</b>         | <b>\$</b> | <b>-</b>          |
| 73000 · Marketing                                  |                  |                   |                  |                  |           |                   |
| 60235 · Marketing/Web Hosting                      | 19               | 84                | 11               | 11               | \$        | 125.00            |
| 73010 · Electronic Media                           | 5                | 24                | 3                | 3                | \$        | 35.21             |
| 73020 · Marketing Materials                        | 1,275            | 5,695             | 765              | 765              | \$        | 8,500.00          |
| 73040 · Public Relations                           | 3,600            | 16,080            | 2,160            | 2,160            | \$        | 24,000.00         |
| 73050 · Website Costs                              | 375              | 1,675             | 225              | 225              | \$        | 2,500.00          |
| 73000 · Marketing - Other                          |                  |                   |                  |                  | \$        | -                 |
| <b>Total 73000 · Marketing</b>                     | <b>5,274</b>     | <b>23,557</b>     | <b>3,164</b>     | <b>3,164</b>     | <b>\$</b> | <b>35,160.21</b>  |
| 78500 · Computer & Internet                        | 225              | 1,005             | 135              | 135              | \$        | 1,500.00          |
| 73500 · Meals & Entertainment                      |                  |                   |                  |                  | \$        | -                 |
| 74000 · Meetings & Hospitality                     |                  |                   | 125              | 125              | \$        | 250.00            |
| 74500 · Postage, Mailing Service                   | 225              | 1,005             | 135              | 135              | \$        | 1,500.00          |
| 74600 · Office Supplies                            | 525              | 2,345             | 315              | 315              | \$        | 3,500.00          |
| 75000 · Printing and Copying                       | -                | -                 | -                | -                | \$        | -                 |
| 76500 · Supplies                                   | -                | -                 | -                | -                | \$        | -                 |
| 77000 · Telecommunications                         | 306              | 1,367             | 184              | 184              | \$        | 2,040.00          |
| 78100 · Travel Expenses                            | -                | -                 | -                | -                | \$        | -                 |
| 78130 · Parking                                    | -                | -                 | -                | -                | \$        | -                 |
| <b>Total 78100 · Travel Expenses</b>               | <b>-</b>         | <b>-</b>          | <b>-</b>         | <b>-</b>         | <b>\$</b> | <b>-</b>          |
| <b>Total 70000 · OPERATIONS</b>                    | <b>37,053.10</b> | <b>123,634.26</b> | <b>44,625.24</b> | <b>29,625.24</b> | <b>\$</b> | <b>234,937.83</b> |
| 65000 · DEVELOPMENT                                |                  |                   |                  |                  |           |                   |
| <b>Total 65000 · DEVELOPMENT</b>                   | <b>15,000</b>    | <b>-</b>          | <b>8,500</b>     | <b>-</b>         | <b>\$</b> | <b>23,500.00</b>  |
| 80000 · EVENTS                                     |                  |                   |                  |                  |           |                   |
| <b>Total 80000 · EVENTS</b>                        | <b>-</b>         | <b>173,900</b>    | <b>-</b>         | <b>-</b>         | <b>\$</b> | <b>173,900.00</b> |
| 66000 · COST of MERCH SOLD                         |                  |                   |                  |                  |           |                   |
| 66010 · MB Merchandise                             |                  |                   |                  |                  |           |                   |
| <b>Total 66000 · COST of MERCH SOLD</b>            | <b>-</b>         | <b>-</b>          | <b>-</b>         | <b>-</b>         | <b>\$</b> | <b>-</b>          |
| <b>Total Expense</b>                               | <b>227,253</b>   | <b>297,534</b>    | <b>53,125</b>    | <b>29,625</b>    | <b>\$</b> | <b>607,537.83</b> |
| <b>Net Ordinary Income</b>                         | <b>(222,353)</b> | <b>182,966</b>    | <b>68,625</b>    | <b>(29,275)</b>  | <b>\$</b> | <b>(37.83)</b>    |

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date **FEB - 5 2010**

MIRACLE BABIES  
501 W BROADWAY STE 510  
SAN DIEGO, CA 92101

Employer Identification Number:  
71-1001702  
DLN:  
17053259313039  
Contact Person:  
MS K WILMER ID# 52405  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
509(a)(2)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
January 23, 2008  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (DO/CG)

MIRACLE BABIES

Sincerely,



Robert Choi  
Director, Exempt Organizations  
Rulings and Agreements

Enclosure: Publication 4221-PC

Letter 947 (DO/CG)



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 1286  
RANCHO CORDOVA CA 95741-1286

In reply refer to  
755:AFF:ARJ

June 14, 2010

MIRACLE BABIES  
501 W BROADWAY STE 510  
SAN DIEGO CA 92101-8595

Purpose : CHARITABLE  
Code Section : 23701d  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number : 2594415

**EXEMPT ACKNOWLEDGEMENT LETTER**

This letter acknowledges that the Franchise Tax Board (FTB) has received your federal determination letter that shows exemption under Internal Revenue Code (IRC) Section 501(c)(3). Under California law, Revenue and Taxation Code (R&TC) Section 23701d(c)(1) provides that an organization is exempt from taxes imposed under Part 11 upon submission of the federal determination letter approving the organization's tax-exempt status pursuant to Section 501(c)(3) of the IRC.

The effective date of your organization's California tax-exempt status is 01/23/2008.

R&TC Section 23701d(c)(1) further provides that the effective date of an organization's California tax-exempt status is the same date as the federal tax-exempt status under IRC Section 501(c)(3).

Under R&TC Section 23701d(c), any change to your organization's operation, character, or purpose that has occurred since the federal exemption was originally granted must be reported immediately to this office.

June 14, 2010  
MIRACLE BABIES  
ENTITY ID : 2594415  
Page 2

Additionally, organizations are required to be organized and operating for nonprofit purposes to retain California tax-exempt status.

For filing requirements, see FTB Pub. 1068, Exempt Organizations - Requirements for Filing Returns and Paying Filing Fees. Go to our website at [ftb.ca.gov](http://ftb.ca.gov) and search for 1068.

Note: This exemption is for state franchise or income tax purposes only. For information regarding sales tax exemption, contact the State Board of Equalization at 800.400.7115, or go to their website at [boe.ca.gov](http://boe.ca.gov).

A JENKINS  
EXEMPT ORGANIZATIONS  
BUSINESS ENTITIES SECTION  
TELEPHONE (916) 845-4605  
FAX NUMBER (916) 845-9029

RTF:  
CC :COLLEEN WALSH

COPY



Health. Respect. Hope.

## Board of Trustees

**Sean Daneshmand, M.D.**

*Founder*

*San Diego Perinatal Center*

**Marjan Mortazavi, Esq.**

*Bankruptcy Legal Group*

**Micaiah Kenney**

*CareFusion now part of BD*

**Mark A Gough**

*Maison d'Erte*

**Kim O'Hara**

*Microsoft*

**Lance Stern**

*SWELL*

**Berenice Zamaro**

*Union Bank*

**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**



(Choose one)  **MINI-GRANT** (Choose one)  **REGULAR GRANT**

|   |   |   |
|---|---|---|
| Project Name:<br>The Country School Theatre Project<br>Date Submitted: 9/6/15   | Total # of people served: 25<br>Total # of San Marcos residents served: 3 | Amount Requested: \$ 1,500  |
| Non-Profit Organization Name and Address, Website<br>Positive Action Community Theatre (PACT)<br>2061 Village Park Way, #227<br>Encinitas, CA 92024<br><br><a href="http://www.pacthouse.org">www.pacthouse.org</a> |   | Contact Person – Name, Title & Phone, email<br>Kathryn Campion<br>Co-founder/Executive Director<br>760-815-8512<br>info@pacthouse.org |

**Briefly describe your request for funds (to be expanded upon in narrative for regular grant):**

We are requesting funds for our theatre/life skills workshops for students with autism at The Country School in San Marcos. Virtually all of their 25 students have autism; 3 of them are San Marcos residents. This grant will help pay the expenses of these 3 students for one school-year of workshops. They will receive one 8-week cycle in the fall of 2015, and one 12-week cycle in the winter/spring of 2016.

The Country School's director and teaching staff continue to see significant improvements in their students' life and social skills as a result of participating in our theatre/life skills workshops, and are very enthusiastic about our return this fall. Last year we were very grateful to have received a mini-grant of \$1,500 from the San Marcos Community Foundation. We are a small organization, so this grant made a big difference in our ability to serve these students.

Children and teens with autism often have talent and interest in the performing arts and it has proven to be a very effective vehicle for helping them to master social interaction and communication – their main challenges – as well as to build their confidence, encourage habits of fitness, and teach them to solve problems creatively. We have watched many children and teens come out of the isolation of autism and into meaningful interaction with their peers through our workshops, sometimes for the first time. We remain inspired to serve this deserving population and are filling an otherwise unmet need in the San Marcos community with our programs.

Briefly describe the significance of your request to the San Marcos community:

We have been teaching life skills through theatre to those with autism since 2008 in Encinitas. Building on the success of these programs we began serving the San Marcos community with theatre/life skills workshops at The Country School in January, 2013. We see San Marcos as part of our community. The workshop director for the program lives on the border of San Marcos and her children have grown up in the San Marcos school district. We have just hired one of her children, a young adult with Aspergers, to serve as assistant workshop director for our workshops at The Country School, and we will be providing him with the training he needs to be successful at his new job. This aligns with our mission to empower those with autism to reach their full potential.

The Country School is a Teri, Inc. school. Teri, Inc. is in the process of building a major school complex in San Marcos, and we look forward to a long and fruitful partnership with them in improving the lives of many San Marcos residents with autism by teaching them the life and social skills they need to succeed through our theatre workshops. Your grant will enable us to continue developing this collaboration. Thank you for considering this request.

Please attach the following items.

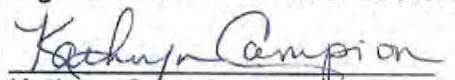
**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations
5. **Regular Grants Only:**
  - a. 1-2 page narrative
  - b. First 2 pages of Federal 990
  - c. Most recent year-end Statement or Audit including any management letters associated with Audit.
  - d. Signature of President or Authorized Officer on Application
  - e. Optional: letters of support

Expected date project will begin/end: 09/01/2015 to 06/30/2016.

Date by which funds will be expended:  
06/30/2016

Signature of President or Authorized Officer

 9-6-15  
Kathryn Campion Date  
Co-founder/Executive Director

Submit Via Mail, In Person or Via Email to:  
San Marcos Community Foundation  
c/o City of San Marcos  
1 Civic Center Drive  
San Marcos, CA 92069  
Email (PDF Format): [wkaserman@san-marcos.net](mailto:wkaserman@san-marcos.net)

**SAN MARCOS COMMUNITY FOUNDATION****Budget Worksheet – 9/01/15 to 6/30/16****The Country School Theatre Project**

The budget below reflects one 8-week workshops series and one 12-week workshop series for all 25 students. Of the total budget of \$13,900, the 3 San Marcos residents comprise 12%, or \$1,668. We are requesting a mini-grant of \$1,500 to help pay expenses to serve the 3 students who are San Marcos residents.

**One 8-week cycle of workshops and one 12-week cycle of workshops for 25 students:**

|   |                 |
|---|-----------------|
| Project Director: 75 hours at \$40 per hour:                                    | \$ 3,000        |
| Senior Workshop Director: 82.5 hours at \$40 per hour:                          | \$ 3,300        |
| Assistant Workshop Director: 20 hours at \$15 per hour:                         | \$ 300          |
| Training: 20 hours of training for assistant workshop director at \$40 per hour | \$ 800          |
| Payroll taxes:  | \$ 900          |
| Health Benefits:  | \$ 700          |
| Office Rental: this project's share of \$500/month for 9 months:                | \$ 2,000        |
| Office supplies & repair:   | \$ 200          |
| Insurance:  | \$ 500          |
| Phone/Fax/Internet/Website: this project's share of these expenses:             | \$ 1,500        |
| Transportation: 833 miles at .60/miles:   | \$ 500          |
| Payroll services :  | <u>\$ 200</u>   |
| <b>Total:</b>   | <b>\$13,900</b> |
| <b>12% of \$13,900</b>  | <b>\$ 1,668</b> |
| <b>Grant Request Amount:</b>  | <b>\$ 1,500</b> |

**Please list any other funding sources for this project.**

\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

|                 |   |            |
|-----------------|---|------------|
| \$ 2,400        | Individual/Corporate Donations          | ** C and P |
| \$ 5,000        | Transformation Trust, Inc.              | ** P       |
| \$ 1,500        | Nordson Corporation Foundation          | ** P       |
| \$ 1,500        | Wells Fargo Foundation                  | ** C       |
| <u>\$ 2,000</u> | National Foundation for Autism Research | ** P       |
| <b>\$12,400</b> |   |            |

POSITIVE ACTION COMMUNITY THEATRE (PACT)  
 Annual Operating Budget  
 9-1-15 to 8-31-16

**Expenses**

|  |                    |
|--|--------------------|
| 1. Personnel                             |                    |
| Executive/Project Director               | \$14,000.00        |
| Senior Workshop Director                 | \$8,300.00         |
| Assistant Workshop Directors             | \$2,300.00         |
| Mentors/Trainers                         | \$2,000.00         |
| Payroll Taxes                            | \$3,200.00         |
| Health Benefits                          | <u>\$3,000.00</u>  |
| Subtotal: Personnel                      | \$32,800.00        |
| 2. Services/Supplies                     |                    |
| Workshop Room Rental                     | \$2,000.00         |
| Office Rental                            | \$6,000.00         |
| Phone/Fax/Internet/Website               | \$3,800.00         |
| Office Supplies/Printing/Postage/Repairs | \$1,200.00         |
| Program Supplies/Misc.                   | \$1,000.00         |
| Insurance                                | \$1,200.00         |
| Transportation                           | \$2,000.00         |
| Marketing                                | \$2,000.00         |
| Meetings/Training                        | \$650.00           |
| Payroll Services                         | <u>\$500.00</u>    |
| Subtotal: Supplies/Services              | \$20,350.00        |
| <b>TOTAL EXPENSES</b>                    | <b>\$53,150.00</b> |

**Revenue**

|   |                    |
|---|--------------------|
| Tuition   | \$4,000.00         |
| Individual/Corporate Donations                        | \$8,950.00         |
| Sydney Stem Memorial Trust                            | \$5,000.00         |
| City of Encinitas & Mizel Family Fdn Comm Grant Prog. | \$3,200.00         |
| Birch Foundation                                      | \$5,000.00         |
| Wells Fargo Foundation                                | \$2,500.00         |
| Nordson Foundation                                    | \$3,000.00         |
| Foundation for Developmental Disabilities             | \$5,000.00         |
| Transformation Trust, Inc.                            | \$10,000.00        |
| National Foundation for Autism Research               | \$5,000.00         |
| Requested of the San Marcos Community Foundation      | <u>\$1,500.00</u>  |
| <b>TOTAL REVENUE</b>                                  | <b>\$53,150.00</b> |

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **FEB 06 2009**

POSITIVE ACTION COMMUNITY THEATRE  
PACT  
C/O KATHRYN CAMPION  
2061 VILLAGE PARK WAY STE 227  
ENCINITAS, CA 92024

Employer Identification Number:  
37-1566774  
DLN:  
17053172309038  
Contact Person:  
JEFFERY A CULLEN ID# 31215  
Contact Telephone Number:  
(877) 829-5500  
  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
May 13, 2008  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (DO/CG)



STATE OF CALIFORNIA  
FRANCHISE TAX BOARD  
PO BOX 1286  
RANCHO CORDOVA CA 95741-1286

In reply refer to  
755:AFF:ARJ

June 8, 2009

POSITIVE ACTION COMMUNITY THEATRE (PACT)  
KATHRYN CAMPION  
2061 VILLAGE PARK WA  
ENCINITAS CA 92024

Purpose : CHARITABLE  
Code Section : 23701d  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number : 3115313

#### EXEMPT ACKNOWLEDGEMENT LETTER

This letter acknowledges that the Franchise Tax Board (FTB) has received your federal determination letter that shows exemption under Internal Revenue Code (IRC) Section 501(c)(3). Under California law, Revenue and Taxation Code (R&TC) Section 23701d(c)(1) provides that an organization is exempt from taxes imposed under Part 11 upon submission of the federal determination letter approving the organization's tax-exempt status pursuant to Section 501(c)(3) of the IRC.

The effective date of your organization's California tax-exempt status is 05/13/2008.

R&TC Section 23701d(c)(1) further provides that the effective date of an organization's California tax-exempt status is the same date as the federal tax-exempt status under IRC Section 501(c)(3).

Under R&TC Section 23701d(c), any change to your organization's operation, character, or purpose that has occurred since the federal exemption was originally granted must be reported immediately to this office. Additionally, organizations are required to be organized and operating for nonprofit purposes to retain California tax-exempt status.

For filing requirements, see FTB Pub. 1068, Exempt Organizations - Requirements for Filing Returns and Paying Filing Fees. Go to our website at [ftb.ca.gov](http://ftb.ca.gov) and search for 1068.

Note: This exemption is for state franchise or income tax purposes only. For information regarding sales tax exemption, contact the State Board of Equalization at 800.400.7115, or go to their website at [boe.ca.gov](http://boe.ca.gov).

A JENKINS  
EXEMPT ORGANIZATIONS  
BUSINESS ENTITIES SECTION  
TELEPHONE (916) 845-4605  
FAX NUMBER (916) 845-9029

Positive Action Community Theatre (PACT)

Board of Directors 2015

William Simonson, Board Chair  
PACT Co-founder  
Professional Actor, Director, Stage Manager (retired)

Darren Thierry, Board Treasurer  
Head of Global Supply Center Operations  
Life Technologies  
Father of special needs child

Maggie Murphy Maertz, Board Secretary  
Strategy Planning Leader  
Enterprise Talent Planning & Development  
Wells Fargo & Company

Paul Goul, Board Member  
Supplier Quality Supervisor  
Nordson Corporation  
Advanced Technology Systems

Elaine Primiano, Board Member  
Web and Marketing Communications Consultant  
Managing Editor of Teaching Magazine (retired)

Chris Webster  
Young adult with Aspergers  
PACT Program Volunteer  
Member of GAP Program

Kathryn Campion, Board Member  
PACT Co-founder, Executive Director  
Non-profit Management Background

June 22, 2015

To Whom It May Concern:

I am writing in support of Positive Action Community Theatre's program at The Country School. We have been receiving the benefits of this grant funded theater-life skills program since January, 2013, and have been very happy with the results.

Our students, most of whom have autism, greatly enjoy the program. I also receive positive feedback from the teachers and aides from the school that attend the program. The goal of the program is successful in that we are seeing improvements in their confidence, their ability to work as a team, their interest in participating in the physically active theater games, and their ability to think more creatively. These positive results are helping the students be more successful in the rest of their school day.

The workshop director for the program is excellent. She clearly has a feel for how to work with our students effectively, and for how to gain their support.

Because we could not otherwise afford to fund this program at this time, I urge you to provide Positive Action Community Theatre with the grant funds they need so that our students can continue to benefit from these very worthwhile programs.

Sincerely,



Shane Hamilton  
Director of the Country School

## Report for San Marcos Community Foundation

**Grantee:** San Marcos High School Music Boosters

**Grant:** \$1,000 for transportation (Fall 2014)

### Grant Purpose

Last Fall (2014), we received a grant from SMCF to help get Knight Regiment to Championships in Chino Hills, California. It was to be the longest and most costly trip to date for the full Knight Regiment ensemble. Transportation, alone, was anticipated to be more than \$6000.

### Outcome

San Marcos had a stellar 2014 marching season, and was proud to represent our entire city at the Southern California School Bands and Orchestra Association's 6A Championships in Chino Hills. The 6A classification is for the largest ensembles with 150 members and up. In 2014, at 225 members, San Marcos was the largest marching arts program in San Diego County.

San Marcos HS went to championships as the highest ranking (points total) of the four San Diego County high schools to make SCSBOA 6A Southern California championships. We are very proud to say, San Marcos Knight Regiment earned the Silver Medal, coming in a very close second to Arcadia HS, a long-time marching band dynasty.

Support like that which we received from SMCF is what helps to make accomplishments like this possible. Our families are strong supporters and our boosters work miracles each year to stretch every dollar and fund the gap between what families can provide and the costs of a program of our size and competitive level. But strong support from local businesses and the community are essential in that mix.

### Billing Issue – Delayed Report

SMHS Music Boosters pays for transportation for the music program. It is billed to us by San Marcos Unified School District. There is generally a months-long delay between use of the transportation and the arrival of the bill. We had anticipated receiving the final transportation bill in May, however, despite numerous attempts to get the bill, it did not arrive and we are not able to get information about its status, other than the billing department was backed up.

In May, we provided an interim status and brief outcome of our successful Fall season. Since then, I have checked periodically with the billing department to no avail. Finally, on September 9, I was able to have a face to face meeting with the Transportation Department and, with their help, we were able to get an answer from Billing.

The billing delay has created an unusual situation. The SMUSD Billing department automatically takes funds from school-controlled accounts that we are required to put fundraising money into. Ordinarily, the transportation bill is calculated and delivered to us in May, prior to our Spring fundraising performances (when the balance in the school-controlled account is low or zero). In this case, because billing was so delayed, proceeds from our school-based Spring fundraising activities (Axiom and Spring Concert performances) were in the school-controlled accounts. Consequently, the Billing department took those funds to pay the transportation bill rather than billing SMHS Music Boosters. This situation has created a double dilemma: 1) we are not able to make payment for transportation and utilize the

grant money in the way it was intended; 2) money that we had anticipated from Spring fundraising and was earmarked for Fall 2015 has already been used by SMUSD.

#### **Request/Proposal**

Given these unusual circumstances, we would like to propose and request, that the SMCF 2014 grant of \$1000, be applied to Knight Regiment Fall 2015 marching season transportation expenses. There is not a possibility that the same situation could occur this year because for 2015 we are planning to go to statewide championships in Fresno. Expenses for Fresno will be quite a bit higher than any amount that could be in district-controlled accounts. SMHS Music Boosters will make payment directly.

For 2015, Knight Regiment has grown to nearly 270 students, and remains the largest high school marching band and color guard in San Diego County. As the only high school attending championships from San Diego County, Knight Regiment will proudly represent both San Marcos and San Diego County. SMHS Music Boosters has and will continue to raise funds in order to make this trip possible for our students. We are so appreciative of San Marcos Community Foundation's support of San Marcos High School marching band and color guard, Knight Regiment. We would greatly appreciate being able to apply the 2014 grant to the staggering expenses of 2015 championships.

#### **Images of San Marcos High School Knight Regiment (2014)**



*Knight Regiment waiting take the field (Sept. 2014)*

[Video of Knight Regiment's 2014 SCSBOA Championship Silver Medal performance](#)

[Video of Silver Medal Announcement](#)

[Video of presentation of award to Knight Regiment by their Drum Majors](#)

[About Knight Regiment](#)

[About SMHS Music Program](#)

*Submitted: September 19, 2015 by Linda Burke, Co-President, San Marcos HS Music Boosters*

MINUTES  
SAN MARCOS COMMUNITY FOUNDATION  
GRANT FUNDING COMMITTEE  
SAN MARCOS ROOM  
1 CIVIC CENTER DRIVE  
SAN MARCOS, CA 92069

MEETING OF THE GRANT FUNDING COMMITTEE  
SEPTEMBER 9, 2015 – 6:00 PM

CALL TO ORDER BOARD PRESIDENT LUKOFF called the meeting to order at 6:03 p.m.

ROLL CALL

PRESENT: BOARD MEMBERS: LUKOFF, NAJERA, WASCO  
ABSENT: BOARD MEMBERS: NONE

ALSO PRESENT Recording Secretary, Wendy Kaserman and City Staff Michael Gordon

OLD BUSINESS

1. GRANT AWARD HISTORY Fiscal year 2015-2016

Noted and filed.

NEW BUSINESS

2. MINI-GRANT APPLICATION PROPOSALS

A. **THE ANGEL'S DEPOT**

The Committee discussed the request from The Angel's Depot for \$1,500 in funding to support its continued efforts to feed up to 60 seniors living in poverty in San Marcos.

B. **KIWANIS CLUB OF SAN MARCOS FOUNDATION**

The Committee discussed the request from Kiwanis Club of San Marcos Foundation for \$750 in funding to support the President of Palomar College Circle K Club's attendance at the Circle K International Conference in Indianapolis, Indiana.

C. **THE ESCONDIDO CREEK CONSERVANCY**

The Committee discussed the request from The Escondido Creek Conservancy for \$1,498 in funding to support the costs of uniforms for the organization's volunteer docent program.

**BOARD MEMBER NAJERA MOTIONED TO APPROVE RESOLUTION GFC-2015-03, AWARDING A MINI GRANT IN THE AMOUNT OF \$1,500 TO THE ANGEL'S DEPOT, A MINI GRANT IN THE AMOUNT OF \$0 TO KIWANIS CLUB OF SAN MARCOS FOUNDATION, AND A MINI GRANT IN THE AMOUNT OF \$1,498 TO THE ESCONDIDO CREEK CONSERVANCY. BOARD MEMBER WASCO SECONDED THE MOTION. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: LUKOFF, NAJERA, WASCO  
NOES: NONE  
ABSTENTION: NONE  
ABSENT: NONE

**CONSENT CALENDAR**

**MOTIONED BY BOARD MEMBER NAJERA AND SECONDED BY BOARD MEMBER WASCO TO APPROVE THE CONSENT CALENDAR. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: LUKOFF, NAJERA, WASCO  
NOES: NONE  
ABSTENTION: NONE  
ABSENT: NONE

3. **WAIVER OF TEXT** – Waived.
4. **APPROVAL OF MINUTES** – Approved - SMCF Grant Funding Committee Meeting minutes of August 12, 2015.
5. **ORAL COMMUNICATIONS** - No members of the public requested to speak.

**ITEMS FOR THE GOOD OF THE ORDER**

6. **NEXT MEETING DATE** – The next Grant Funding Committee meeting is scheduled for Wednesday, October 14, 2015. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, November 17, 2015.
7. **MISCELLANEOUS**
8. **ADJOURNMENT**

**MOTIONED BY BOARD MEMBER NAJERA AND SECONDED BY BOARD MEMBER WASCO TO ADJOURN THE MEETING. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

Meeting adjourned at 6:23 PM.

---

Colleen Lukoff, Board President

ATTEST:

---

Wendy Kaserman, Recording Secretary