



Agenda

MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION

TUESDAY, FEBRUARY 21, 2017 – 6:00 P.M.

SAN MARCOS COMMUNITY FOUNDATION BOARD MEETING
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 Council Chambers.

Americans with Disabilities Act: If you need special assistance to participate in this meeting, please contact the Board Secretary at (760) 744-1050, ext. 3116. 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. Forms are located at the rear of the Council Chambers. 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

NEW BUSINESS

1. INTRODUCTION OF NEW BOARD MEMBER

2. PRESIDENT'S REPORT

- 2-1-1 San Diego Update
- Other updates of note to the Board

Recommendation: **NOTE & FILE/DISCUSS/APPROVE**

3. FUND STATEMENT

Recommendation: **NOTE & FILE**

4. NORTH COUNTY HEALTH SERVICES GRANT AMENDMENT REQUEST

Recommendation: **CONSIDER/APPROVE**

5. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- (a) Winter Quarter Funding Recommendation Worksheet
- (b) Regular/Mini Grant Funding History Fiscal Year 2016/2017
- (c) Resolution 2017-01 – Winter Quarter Grants

Recommendation: **CONSIDER/APPROVE**

OLD BUSINESS

6. PROMOTIONAL AND FUNDRAISING ACTIVITIES/IDEAS

- Grant celebration event with awardees
- Advisory Committee meeting
- Upcoming outreach opportunities

Recommendation: **DISCUSS/APPROVE**

CONSENT CALENDAR

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

Recommendation: **WAIVE**

8. **APPROVAL OF MINUTES** SMCF Board Meeting November 15, 2016.

Recommendation: **CONSIDER/APPROVE**

9. **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 recommendations.

ITEMS FOR THE GOOD OF THE ORDER

10. MISCELLANEOUS

- (a) Selection of next quarter’s Grant Funding Committee

11. ADJOURNMENT

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

AFFIDAVIT OF POSTING

I, Michael Gordon, hereby certify that I caused the posting of this Agenda on the bulletin board located at the north entrance to City Hall on Friday, February 17, 2017 at 5:00 pm.

Michael Gordon, Recording Secretary – SMCF



City of San Marcos

Quarter 2 FY 2016-2017

October 2016 to December 2016

Quarter 2 Summary



663 calls from San Marcos clients



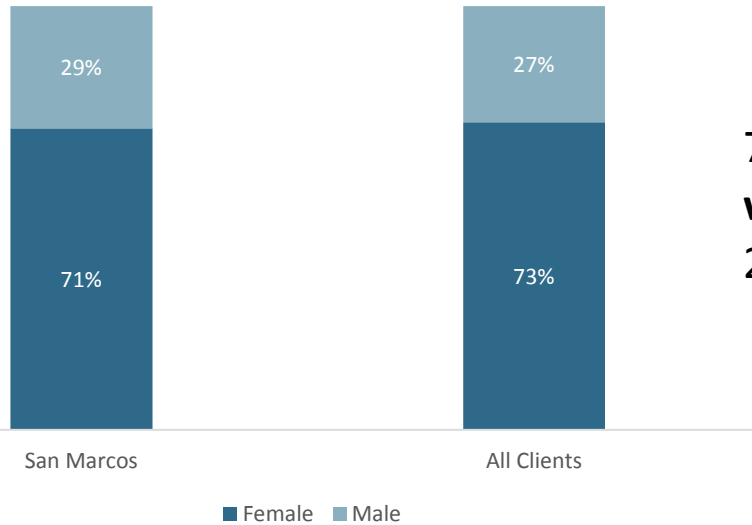
1,256 needs presented



1,519 referrals provided

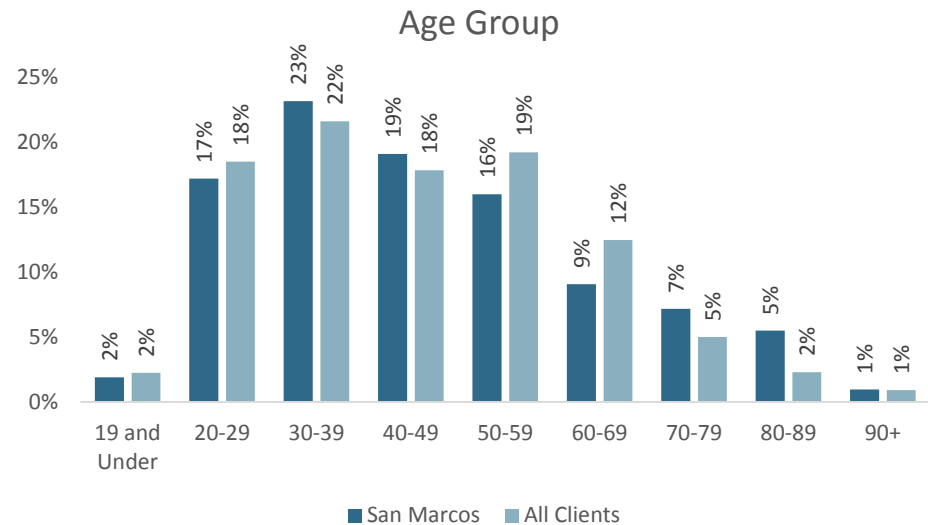
- In Quarter 2, October 2016 to December 2016, 2-1-1 San Diego created 663 cases for clients who resided in San Marcos (zip codes 92069, 92078, 92079, or 92096).
- These clients presented 1,256 needs, which resulted in 1,519 referrals to services to address these needs.

The majority of San Marcos clients are female



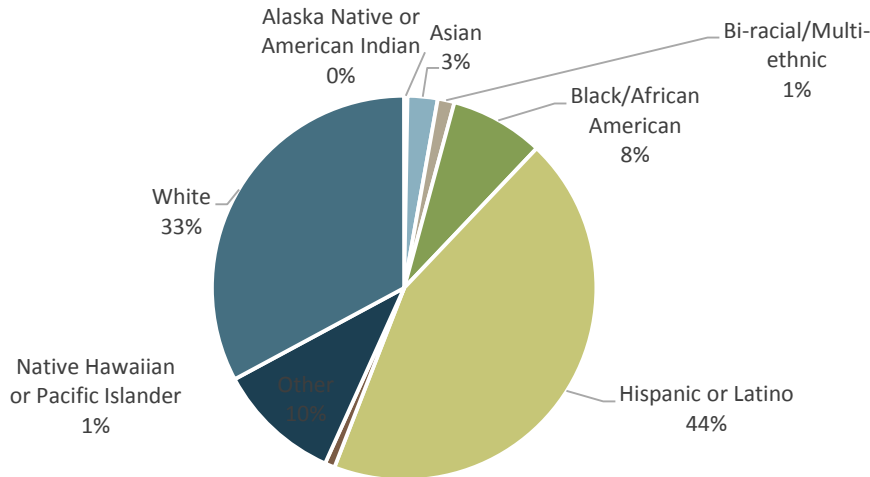
71% of clients who called from San Marcos are **women**, which is lower than the total population of 2-1-1 clients (73%).

Clients from San Marcos represent roughly the same age groups as the total population of 2-1-1 clients. There is a slightly smaller population of clients between 50 and 59 from San Marcos, as compared to the total population of 2-1-1 clients.



Nearly half of San Marcos clients are Hispanic or Latino

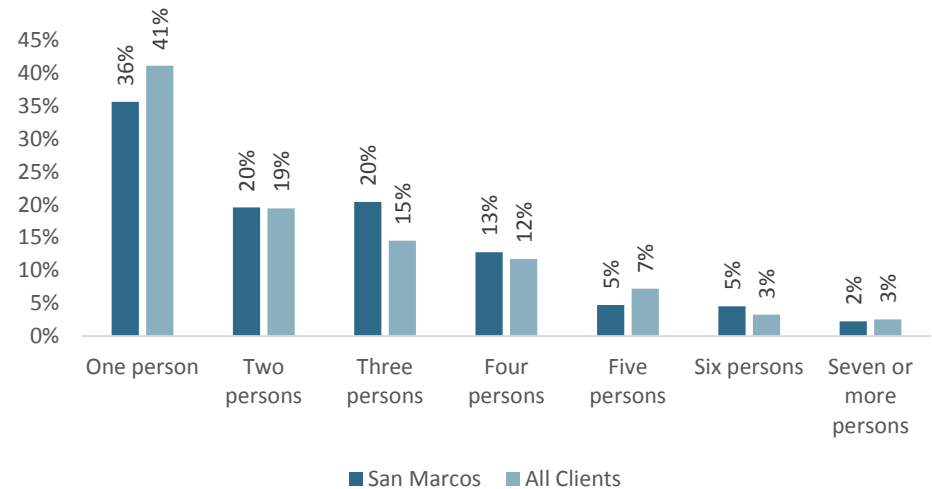
Race/Ethnicity of San Marcos Clients



Nearly half (44%) of the clients from San Marcos are **Hispanic or Latino**, which is higher than the total population of 2-1-1 clients (35%). Additionally, only 8% of the San Marcos clients are Black/African American, which is much lower than the total population of 2-1-1 clients (18%).

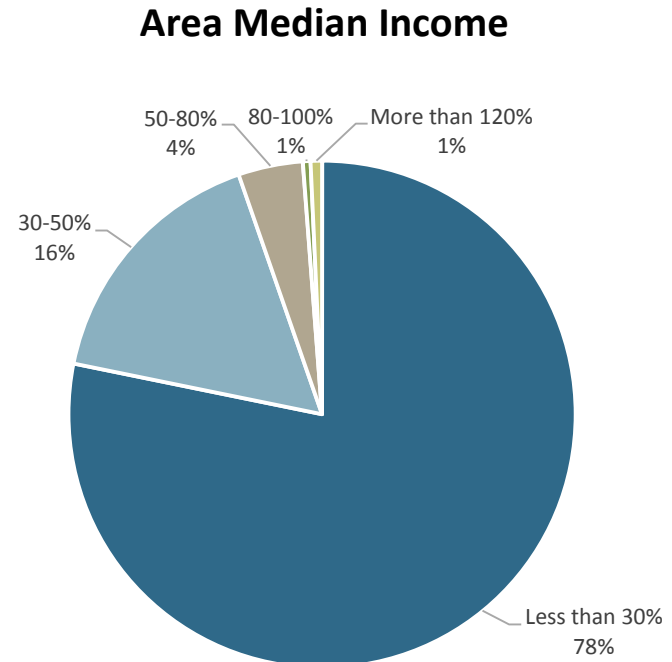
36% of San Marcos clients reside in **one person households**, which is lower than the total population of 2-1-1 clients (41%). Clients from San Marcos show a slightly higher representation among households with two or more persons than the total population of 2-1-1 clients.

Household Size



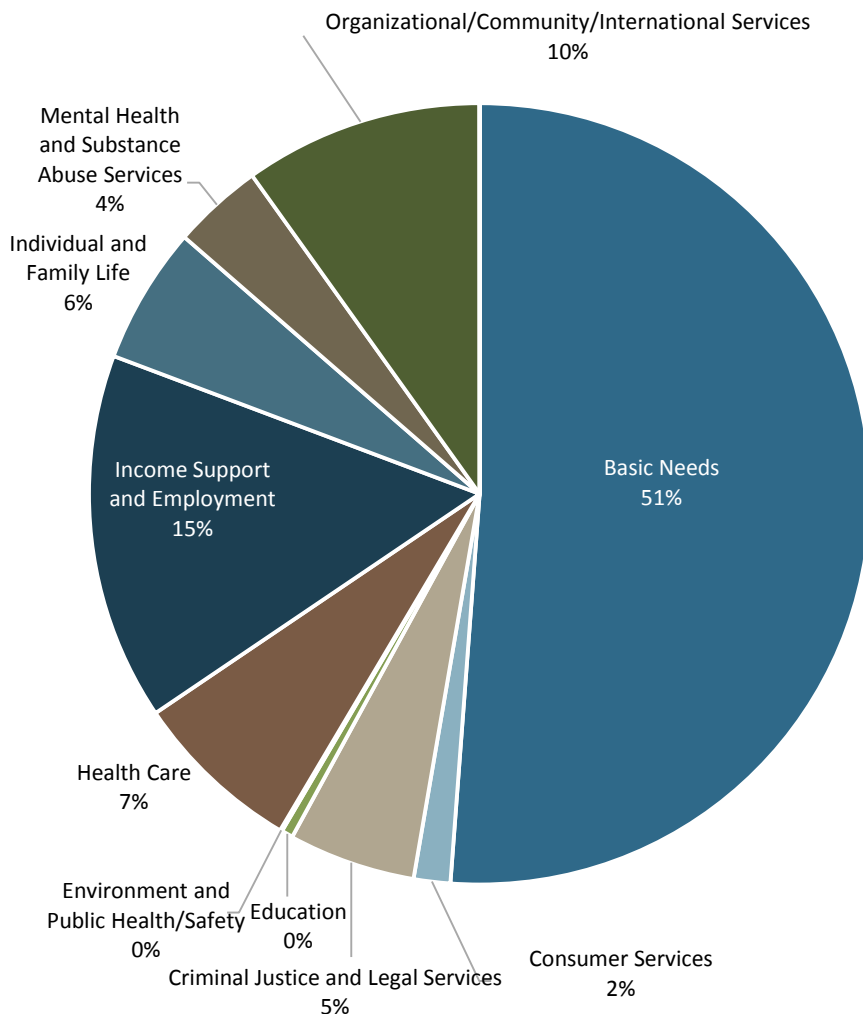
San Marcos clients show incomes much lower than the Area Median Income

- Of those who disclosed their annual household income, the majority of clients from San Marcos have incomes that place them at less than 30% of the Area Median Income (AMI).
- In total for Quarter 2, there were **550 clients with low to moderate incomes** (under 80% of AMI), or whose referrals indicated they were low income.



Basic needs are most common need presented

Overview of First Level Needs



Second Level Needs for Top 3 First Level Needs

First and Second Level Needs	Percent of First Level Need
Basic Needs	100%
Housing/Shelter	41%
Utilities	38%
Food	17%
Transportation	4%
Material Goods	1%
Income Support and Employment	100%
Public Assistance Programs	86%
Employment	7%
Temporary Financial Assistance	5%
Social Insurance Programs	2%
Organizational/Community/International Services	100%
Information Services	81%
Community Economic Development and Finance	7%
Donor Services	3%
Community Groups and Government/Administrative Offices	2%
Political Organization and Participation	2%
Military Service	2%
Occupational/Professional Associations	1%
Community Planning and Public Works	1%

San Marcos clients received more than 1,500 referrals this quarter

Top 10 Service Referrals

Referral Name	# of Referrals
Home Energy Bill Assistance Program, Campesinos Unidos Inc- San Diego Office	108
Benefits and Enrollment for CALFresh, Medi-Cal, 2-1-1 San Diego	100
Neighbor to Neighbor, Salvation Army, North Inland	40
County of San Diego Housing Resource Directory, Housing and Community Development	37
ACCESS Customer Service Center Self Service	36
Emergency Food Assistance Program (EFAP), Jacobs and Cushman San Diego Food Bank, Palomar Korean Church	36
California Lifeline Assistance, Assurance Wireless	34
CalFresh (Food Stamps/SNAP), Health and Human Services Agency, County of San Diego, North Inland Family Resource Center	31
California Alternate Rates for Energy (CARE) Program, San Diego Gas and Electric Company	28
City of San Diego Affordable Housing Information and Guide, San Diego Housing Commission	25

YTD Summary

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Calls	684	663	--	--	1,336
Low Income	571	550	--	--	1,112
Needs	1,207	1,256	--	--	2,419
Referrals	1,499	1,519	--	--	2,965



Michael Gordon
San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069-2918

FUND STATEMENT

**S.M. Community Found - Now & Forever Fund
For the Quarter Ending 12/31/2016**



4950 Murphy Canyon Road
San Diego, CA 92123
(858) 279-2740 tel
(858) 279-6105 fax
www.jcfsandiego.org

S.M. Community Found - Now & Forever Fund
Fund ID: Sanma
For the Quarter Ending 12/31/2016

How To Read This Fund Statement

Enclosed please find the statement for the ***S.M. Community Found - Now & Forever Fund*** of the Jewish Community Foundation. To help you navigate through this statement, below please find a few definitions.

Assets and Liabilities

Outlines the financial position of the Fund as of the statement date. This section details total assets (how your fund is invested) as well as outstanding liabilities, if any. New contributions to your fund may be held temporarily in one of the Foundation's operating accounts (displayed as "US Bank Gifts" or "US Bank Grants"). Items in Transit, if any, represent uncollected fees.

Fund Activity Summary

Recounts quarter-to-date and year-to-date activity for the Fund, including contributions, income, grants and expenses.

Definitions In This Section:

Contributions

- **Gifts / Additions:** Contributions to the Fund.
- **Transfers In:** Transfers from another Fund administered by the Foundation.

Investment Activity

- **Interests & Dividends:** Income from the investments of the Fund.
- **Realized Gains (Losses):** The difference between the value of the asset on the date it is gifted to the Foundation and the fair market value on the date an asset is sold.
- **Unrealized Gains (Losses):** Changes in the value of the Fund related to investments.
- **Investment Expenses:** Costs related to the sale of an asset, such as brokerage fees and commissions, and consultant and custodian fees for Funds invested in the pools.

Disbursements

- **Grants:** Distributions to charitable organizations from the Fund.
- **Transfers Out:** Transfers to another Fund administered by the Foundation.
- **Foundation Support:** The Foundation's fee for administering the Fund which supports operations and programs for the community.

Please know how very honored the Foundation is to assist you. If you have any questions regarding your statement, please call us at (858) 279-2740. Thank you for your support.



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For the Quarter Ending 12/31/2016

ASSETS AND LIABILITIES

Market Value as of 12/31/2016

Long Term Pool	\$ 4,183.02
Total Assets	\$ 4,183.02

Liabilities and Fund Balance

Fund Balance	\$ 4,183.02
Total Liabilities and Fund Balance	\$ 4,183.02



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FUND ACTIVITY SUMMARY

	Current Period 10/01/2016 - 12/31/2016	Year-To-Date 07/01/2016 - 12/31/2016
BEGINNING FUND BALANCE	\$ 4,215.69	\$ 4,070.62
Contributions		
Additions	\$ 0.00	\$ 0.00
Total Contributions	\$ 0.00	\$ 0.00
Investment Activity		
Interest & Dividends	\$ 10.99	\$ 25.95
Realized Gains (Losses)	(0.07)	(0.16)
Unrealized Gains (Losses)	(37.71)	98.31
Investment Expenses	(1.02)	(2.05)
Total Investment Activity	\$ (27.81)	\$ 122.05
Disbursements		
Foundation Support	(4.86)	(9.65)
Total Disbursements	\$ (4.86)	\$ (9.65)
Net Change	(32.67)	112.40
ENDING FUND BALANCE	\$ 4,183.02	\$ 4,183.02



Michael Gordon
San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069-2918

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Outlines the financial position of the Fund as of the statement date. This section details total assets (how your fund is invested) as well as outstanding liabilities, if any. New contributions to your fund may be held temporarily in one of the Foundation's operating accounts (displayed as "US Bank Gifts" or "US Bank Grants"). Items in Transit, if any, represent uncollected fees.

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For the Quarter Ending 12/31/2016

ASSETS AND LIABILITIES

Market Value as of 12/31/2016

Long Term Pool	\$	578,717.97
Endowment Pool		578,052.55
Total Assets	\$	<u>1,156,770.52</u>

Liabilities and Fund Balance

Fund Balance	\$	1,156,770.52
Total Liabilities and Fund Balance	\$	<u>1,156,770.52</u>



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FUND ACTIVITY SUMMARY

	Current Period 10/01/2016 - 12/31/2016	Year-To-Date 07/01/2016 - 12/31/2016
BEGINNING FUND BALANCE	\$ 1,178,164.21	\$ 1,152,765.09
Contributions		
Additions	\$ 0.00	\$ 0.00
Total Contributions	\$ 0.00	\$ 0.00
Investment Activity		
Interest & Dividends	\$ 2,022.57	\$ 5,254.02
Realized Gains (Losses)	128.40	221.43
Unrealized Gains (Losses)	(6,935.50)	28,757.26
Investment Expenses	(262.03)	(529.35)
Total Investment Activity	\$ (5,046.56)	\$ 33,703.36
Disbursements		
Custodial Withdrawals	(15,000.00)	(27,000.00)
Foundation Support	(1,347.13)	(2,697.93)
Total Disbursements	\$ (16,347.13)	\$ (29,697.93)
Net Change	(21,393.69)	4,005.43
ENDING FUND BALANCE	<u>\$ 1,156,770.52</u>	<u>\$ 1,156,770.52</u>



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FUND ACTIVITY DETAIL

Custodial Withdrawals

10/19/2016	San Marcos Community Foundation	\$	15,000.00
	Total Custodial Withdrawals	\$	15,000.00

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Appendix

ASSET CLASS DEFINITIONS

- **Equities** are stock investments in companies around the world: U.S. and non-U.S. The Foundation uses a wide variety of vehicles and structures, including separate accounts, mutual funds, commingled funds, and limited partnerships.
- **Fixed Income** are bond investments primarily in the U.S., but also outside the U.S. The Foundation uses a wide variety of vehicles and structures to gain exposure to fixed income, including separate accounts, mutual funds, commingled funds and limited partnerships. There are a wide variety of fixed income securities used, including U.S. Treasury and Agency bonds, other sovereign nation bonds, corporate bonds, mortgage-backed securities, and asset-backed securities.
- **Real Assets** are a wide variety of property, buildings and developments, timber, or commodities, which may be gained through mutual funds, commingled funds, and private partnerships. The goal of the Foundation's modest allocation to Real Assets is to provide a potential hedge against unexpectedly high inflation.
- **Multi-Strategy Investments** are investment strategies that allocate across traditional and alternative investments. These investments generally are not tied to market benchmarks, and the goal of these investments is a positive return over the medium term regardless of the performance of broad equity and fixed income markets.
- **Cash** can include cash investments, money market securities, certificates of deposit and short-term U.S. Treasuries.

INVESTMENT OBJECTIVES

- **Endowment Pool**
Designed for donors and nonprofits with very long-term investment horizons (20+ years) and a modest, fixed annual spending rate. The Endowment Pool is managed consistent with endowment best practices, and includes both Real Assets and Multi-Strategy investments (both defined above).
- **Long Term Pool**
Designed for donors and nonprofits with long-term investment horizons (7+ years) and a modest, fixed, annual spending objective. The risk and return profile is designed to be similar to that of the Endowment Pool, although the Long Term Pool will remain liquid and does not include an allocation to Multi-Strategy investments.
- **Long Term Index Pool**
Designed for donors and nonprofits with long-term investment horizons (7+ years) and a desire for a 100% passive (index fund) investment approach. The risk and return profile is designed to be similar to the Long Term and Endowment Pools. The Long Term Index Pool will not include an allocation to Real Assets.
- **Mid Term Pool**
Designed for donors and nonprofits with medium-term investment horizons (3-7 years). The Mid Term Pool is designed to be moderately conservative and emphasize shorter-term income over longer-term growth. The Mid Term Pool will not include an allocation to Multi-Strategy investments.
- **Short Term Pool**
This cash-equivalent pool is designed for donors or nonprofits that wish to make grants immediately or that cannot sustain any loss of principal over any time horizon.

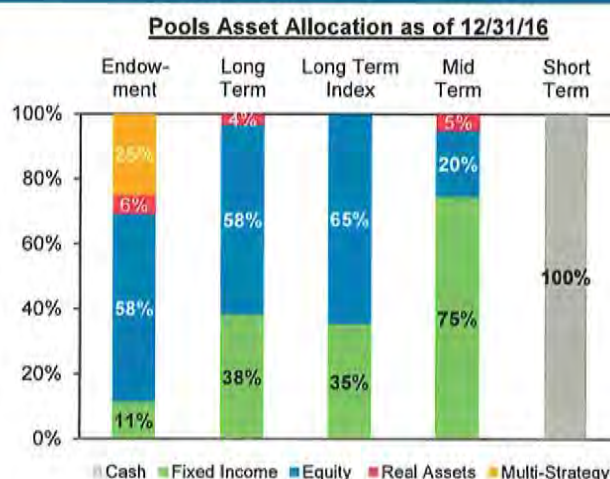
Note: If you would like to recommend a change to the investment of a Donor Advised Fund, please write to us at Finance@jcfsandiego.org or call us at (858) 279-2740.

Market Update:

- Economic growth has picked up globally, but the recent spike in the U.S. dollar eroded much of the performance from international investments for U.S. dollar denominated investors, and somewhat curtailed emerging market optimism. Stocks moved up sharply following the election in anticipation of lower corporate tax rates and increased infrastructure spending. Financials was the strongest performing sector this quarter, as higher interest rates and a steepening yield curve will increase income and with hopes that a lower level of Federal regulation will result in better performance in the coming years. Other sectors that will benefit from infrastructure spending such as commodities and durable goods also performed well.
- Yields rose sharply on election results pushing total returns negative across all bond sectors, without high yield, for the quarter. Anticipated higher economic growth and inflation associated with President-elect Trump's promise of fiscal stimulus via tax cuts and infrastructure spending drove yields higher. In December, the FOMC voted to raise rates by 25 bps, setting the new Fed Funds rate target to 0.50% - 0.75%.

Pool Asset Allocation Effect on Performance:

- **Endowment Pool:** The Endowment Pool was down -0.2% in the fourth quarter. The Equity and Multi-Strategy components were a drag on relative portfolio performance in the quarter, with a diversified approach remaining unrewarded in the quarter. The Fixed Income components fell as rates rose, but this asset class outperformed its benchmark.
- **Long Term Pool:** The Long Term Pool was down -0.2% in the quarter as the allocation to Fixed Income was the largest drag on absolute portfolio performance. The Equity component was a drag on relative performance in the quarter, while the Real Assets component outperformed its benchmark.
- **Long Term Index Pool:** The Long Term Index Pool was down -0.2% in the quarter. The passive Fixed Income fund was a drag on absolute performance in the face of rising rates.
- **Mid Term Pool:** The Mid Term Pool was down -1.4% in the quarter. The heavy allocation to Fixed Income resulted in underperformance relative to the other pools in the quarter.


Pool Performance Summary, Through December 31, 2016

JCFSD Pool	Past 3 Months	Cal. YTD	Fiscal YTD	1 Year	3 Years*	5 Years*	Since Inception**
Endowment	-0.2	4.8	3.5	4.8	2.7	6.3	4.9
Long Term	-0.2	6.4	3.4	6.4	2.7	6.4	6.0
Long Term Index	-0.2	6.7	3.5	6.7	--	--	1.9
Mid Term	-1.4	3.0	-0.5	3.0	1.6	3.4	4.8
Short Term	0.0	0.5	0.2	0.5	0.3	0.3	1.5
Market Benchmarks							
S&P 500 Index	3.8	12.0	7.8	12.0	8.9	14.7	
Russell 2000 Index	8.8	21.3	18.7	21.3	6.7	14.5	
MSCI EAFE Index	-0.7	1.0	5.7	1.0	-1.6	6.5	
MSCI Emerging Mkts. Index	-4.2	11.2	4.5	11.2	-2.6	1.3	
Barclays U.S. Agg. Index	-3.0	2.6	-2.5	2.6	3.0	2.2	
Barclays Global Agg. Index	-7.1	2.1	-6.3	2.1	-0.2	0.2	

All performance is shown net of (after) investment management fees.

*Annualized **July 2008 for Endowment Pool, July 2003 for Long Term Pool, Mid Term Pool, and Short Term Pool, July 2014 for the Long Term Index Pool.

At the time of this printing, peer ranking data is not available. Please access your fund on our website in approximately two weeks to find additional Performance, Analysis and Commentary which includes pool performance compared to benchmarks and rankings compared to other endowments and foundations.

Hi Michael,

North County Health Services(NCHS) used San Marcos Community Foundation funds to purchase a new Electrocardiograph machine (ECG) for our San Marcos Health Center (proposal and budget form are attached). The Grant amount was \$4,700. The cost of the ECG was \$4,455 and the required moveable cart to make it accessible to testing patients was \$275, which totals \$4,730. NCHS provided in-kind the outstanding \$30 plus tax and calibration costs as indicated in the proposal and on the budget form.

However, I neglected to list the cart on the budget form or to mention it in the proposal and would like to know if this is an allowable expense.

If not, NCHS will return the remaining \$245 to San Marcos Community Foundation.

As you advised me on the phone, I will await your Board's reply before submitting the final report.

Thank you for your patience and understanding,

Alta

Alta Farley, MAE

Grant Writer

www.nchs-health.org



We're here for you.

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NCHS is proud to announce that we have achieved the highest level Patient Centered Medical Home (PCMH) recognition from the NCQA.

Winter Quarter 2016-2017: Funding Recommendation Worksheet

Asset Balance on 6/30/2016:	\$1,152,765
Available for Distribution for FY16-17:	\$46,111-\$57,638
Total FY16-17 Distributions Year to Date:	\$26,144.00
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$9,609
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$15,372

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Partnerships with Industry	5,000.00	Regular	Employment Services	To provide San Marcos residents with disabilities with employment training, job coaching support and job placement. Serves 5 existing clients and plans to expand to additional San Marcos business partners.	\$0.00
Just in Time for Foster Youth	4,186.88	Regular	College Bound	To provide eight San Marcos former foster youth with laptops and printers for their educational pursuits at Cal State San Marcos. Will serve 8 San Marcos residents. Currently supports 15-20 San Marcos students.	\$3,126.00
Wounded Warrior Homes	10,000.00	Regular	Warrior Housing	To support a program of transitional housing for homeless or at risk disabled veterans who are symptomatic of post-traumatic stress and/or traumatic brain injury. Serves 0 San Marcos residents.	\$0.00
EMS -- Employment Means Success	10,000.00	Regular	Transitional Youth to Work	To assist youth with disabilities to go to work in the jobs of their choice through employment preparation services. Plan to serve 15 San Marcos residents.	\$3,658.00
Feeding San Diego	7,000.00	Regular	Mobile Pantry -- San Marcos	To cover costs to operate its mobile pantry distributions in San Marcos. Serves over 11,232 San Marcos residents.	\$2,825.00
Total Grants Requested:					\$9,609.00



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Employment Services Date Submitted: 12/20/2016	Total # of people served: 1,100 Total # of San Marcos residents served: 5 existing client positions as well as supporting multiple families and expanding to additional San Marcos business parnters	Amount Requested: \$5,000
Non-Profit Organization Name and Address, Website Partnerships With Industry 7540 Metropolitan Drive, Suite 105 San Diego, CA 92108 www.pwiworks.org	Contact Person – Name, Title & Phone, email Debbie Kempinski Development Officer 619-354-6156 dkempinski@pwiworks.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): Established in 1985, Partnerships With Industry (PWI) has assisted 12,500 individuals with disabilities find employment. 100% of the individuals served by PWI were unemployed prior to enrolling in PWI's serves. This request will empower adults with disabilities to become successful members of the workforce. A grant of \$5,000 from the San Marcos Community Foundation will provide current and upcoming PWI clients that are San Marcos residents with the employment training, job coaching support, and job placement they need to thrive in the workforce and move toward greater independence.		
Briefly describe the significance of your request to the San Marcos community: In California, 78.1% of adults with intellectual and/or developmental disabilities (IDD) are unemployed. Even with the passing of the Americans with Disabilities Act (ADA; 1990), research studies and statistical evidence continue to prove the persistence of stereotyping and discrimination in employment decisions, especially against adults with an IDD. This grant will give existing and new PWI clients and their families in San Marcos, who are eager to work, the opportunity to work and become productive and contributing members of the local community.		
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 Name, Title MARK BERGER, PRESIDENT/CEO Date 12/22/16 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): mgordon@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)

83 Employment Training Specialists (job coaches)	\$1,995,231
23 Program Managers, and Directors	\$1,587,701
5 Business and Job Developers	\$ 340,998
Client Salaries and Wages (375 clients – most paid by business)	\$1,549,617
Rent	\$ 586,318
Utilities and Phones	\$ 119,209
Client Break Room Equipment (4 microwaves, 4 refrigerators)	\$ 36,090
Tables (30 – for work stations and client break rooms)	\$ 4,200
Heat Sealers and other safety supplies	\$ 3,920
Delivery Vehicle (lease, gas, mileage, maintenance)	\$ 166,208
Shipping Supplies (postage, boxes, tape, stuffing, etc.)	\$ 26,592
Marketing materials (brochures, case statements, etc.)	\$ 1,713

Total budget for this PROJECT: \$6,335,702

Grant Request Amount: **\$ 5,000**

(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).**

\$ 4,610,598 - San Diego Regional Center	** CD (Fee for service)
\$ 52,192 – Department of Rehabilitation	** CD (Fee for service)
\$ 1,770,241 – Business Partner Contract Revenue	** CD (Fee for service)
\$ 25,000 – Qualcomm Foundation	** C
\$ 20,000 – Genentech Foundation	** C
\$ 5,000 – Maximus Foundation	** C
\$ 5,000 – US Bank	** C
\$ 5,000 – Bank of the West	** C

Partnerships With Industry

Organizational Budget FY 17

EXPENSES	FY 15		FY16		FY17
	Projected	Actual	Projected	Actual	Projected
<u>Personnel Expenses</u>					
Payroll	3,127,500	2,926,799	3,110,806	2,516,896	3,274,380
Client Salaries	909,410	916,211	1,413,841	1,121,168	1,253,482
Payroll Taxes and Benefits	497,430	439,625	496,685	404,259	513,925
Workers Comp	182,720	209,512	231,382	242,948	256,601
Payroll Processing	24,240	23,315	27,660	29,218	31,040
Professional Services	43,200	56,132	80,000	101,583	134,949
Travel/Lodging/Meals	11,880	8,335	10,644	4,265	7,521
Staff Recruitment/Retention	16,920	18,672	19,446	17,400	25,946
Total Personnel Expenses	4,813,300	4,598,601	5,390,464	4,437,737	5,497,844
<u>Operating Expenses</u>					
Rent	652,090	597,130	577,558	697,260	637,303
Telephone	27,240	27,025	31,320	40,011	31,740
Tools and Equipment	46,680	49,282	60,706	43,484	56,200
Utilities	63,360	79,406	137,076	86,560	97,835
Insurance	28,560	25,277	34,488	242,948	39,379
Repairs and Maintenance	28,060	33,899	20,618	47,466	26,164
Janitorial Service	1,320	4,556	4,970	1,830	5,670
Program Vehicles	20,400	24,022	24,418	19,315	19,949
Program Vehicles Gas	43,200	15,270	19,000	19,390	17,000
Office Supplies	47,880	57,482	53,778	42,658	51,349
Misc. Operating Expenses	12,080	13,323	9,110	37,967	15,890
Total Operating Costs	970,870	926,672	973,042	1,278,889	998,479
<u>Programmatic Expenses</u>					
Mileage Reimbursement	92,480	111,089	111,412	100,808	107,580
Contract Supplies	33,360	38,328	40,200	28,824	41,196
Staff Training	5,400	3,485	5,660	12,788	2,650
Safety Supplies	1,320	4,110	3,200	2,557	2,960
Dues / Subs / Accreditation	16,440	16,907	17,293	18,397	16,960
Total Programmatic Expenses	149,000	173,919	177,765	163,374	171,346
<u>Other Expenses</u>					
Fundraising	0	5,614	15,000	77,220	10,000
Printings and Mailings	13,200	7,932	10,516	13,805	13,097
Public Relations	9,180	6,239	7,980	107	6,000
Total Other Expenses	22,380	19,785	33,496	91,132	29,097
TOTAL EXPENSES	5,955,550	5,718,977	6,574,767	5,971,132	6,696,766

Partnerships With Industry

Organizational Budget FY 17

INCOME	FY 15		FY16		FY17
	Projected	Actual	Projected	Actual	Projected
<u>Fee For Service - Reimbursements</u>					
Work Activity programs	2,013,132	1,813,645	1,948,536	1,880,390	1,917,931
Supported Employment	2,323,608	2,093,355	2,448,521	2,260,696	2,744,859
<i>Total Fee For Service</i>	<i>4,336,740</i>	<i>3,907,000</i>	<i>4,397,057</i>	<i>4,141,086</i>	<i>4,662,790</i>
<u>Contract Revenue</u>					
Work & Training Center Contracts	453,490	414,910	517,140	490,605	518,316
Group Services Contracts	769,560	915,815	1,258,844	1,114,976	1,251,925
Document Destruction Center	46,320	37,622	71,945	30,036	
<i>Total Contract Revenue</i>	<i>1,269,370</i>	<i>\$1,368,347</i>	<i>1,847,929</i>	<i>\$1,635,617</i>	<i>1,770,241</i>
<u>Donations</u>					
Grants	220,000	197,023	170,000	196,488	240,000
Events	48,000	3,500	50,000	73,796	60,000
Gifts from Individuals	131,000	80,385	130,000	87,744	125,000
Inkind			0	73,784	
<i>Total Donations</i>	<i>\$399,000</i>	<i>\$280,908</i>	<i>\$350,000</i>	<i>\$431,812</i>	<i>\$425,000</i>
<u>Investment income</u>				\$1,576	
TOTAL INCOME	6,005,110	5,556,255	6,594,986	6,210,091	6,858,031

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

In reply refer to: 4077552844
June 29, 2011 LTR 4168C 0
33-0169950 000000 00
00040582
BODC: TE

PARTNERSHIPS WITH INDUSTRY
% MARK BERGER
7540 METROPOLITAN DR STE 105
SAN DIEGO CA 92108-4416

19

Employer Identification Number: 33-0169950
Person to Contact: Ms Fox
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Apr. 14, 2011, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(03) of the Internal Revenue Code in a determination letter issued in August 1986.

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.

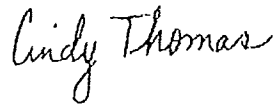
Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third 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.

4077552844
June 29, 2011 LTR 4168C 0
33-0169950 000000 00
00040583

PARTNERSHIPS WITH INDUSTRY
% MARK BERGER
7540 METROPOLITAN DR STE 105
SAN DIEGO CA 92108-4416

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

Sincerely yours,

A handwritten signature in cursive script that reads "Cindy Thomas".

Cindy Thomas
Manager, EO Determinations



PO BOX 1286
RANCHO CORDOVA CA 95741-1286

In reply refer to
755:G :GRW

March 24, 2008

PARTNERSHIPS WITH INDUSTRY
7540 METROPOLITAN DR STE 105
SAN DIEGO CA 92108-4416

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: June 30
Organization Number : 1375185

EXEMPT DETERMINATION LETTER

This letter confirms your previous exemption from state franchise and income tax under Section 23701d, Revenue and Taxation Code. In confirming your exempt status, we have made no examination of your current activities. If the organization has changed its operation, character, or purpose since exemption was originally granted, that change must be reported immediately to this office.

To retain exempt status, organizations are required to be organized and operating for nonprofit purposes within the provisions of the above section. An inactive organization is not entitled to exemption.

For filing requirements see, FTB Pub. 1068, Exempt Organizations - Requirements for Filing Returns and Paying Filing Fees is available online at www.ftb.ca.gov.

Note: This exemption is for state franchise or income tax purposes only.

G WALKER
EXEMPT ORGANIZATIONS
BUSINESS ENTITIES SECTION
TELEPHONE (916) 845-6053
FAX NUMBER (916) 845-9501

RTF:



Partnerships With Industry 2016 – 2017 Board of Directors (as of December 2016)

The PWI board dedicates their valuable experience and professional resources to ensure that the organization is managed well, defines and meets challenging, but realistic, goals for the future, and carefully oversees the well-being of our clients, staff and fellow board members.

Name and Title	Business Affiliation (informational purposes only)
Barrett Lambert – Board Chair	Retired Chief Financial Officer (international electronics firm) barrettlambert@cox.net (619) 990-6681
Carol Stachwick – Board Vice Chair	CPA, Accounting Consultant to Nonprofits cstachwick@gmail.com (858) 212-3147
Jeffrey Litteken – Immediate Past Board Chair	Principal at Talent Link Solutions (financial search firm) jlitteken@talentlinksolutions.com (619) 795-7403 C: (619) 252-1615
Joseph Wilkinson – Board Treasurer	Chief Operating Officer at Taiyo Yuden (USA) jwilkinson@t-yuden.com (858) 756-0856
Jennifer Berry – Board Secretary	Associate City Attorney, Office of the San Diego City Attorney jennifer@berry.org (619) 243-6772
Greg Altman – Board Member	Vice President and District Manager, US Bank James.altman@usbank.com (858) 623-2921
Mark Berger – President	President/CEO at Partnerships With Industry mberger@pwiworks.org (619) 450-8000 C: (619) 303-1200
Ted Finkel – Board Member	Retired Financial Advisor tvfinkel@gmail.com (619) 417-8410
Sam Quigley – Board Member	Director, Commercial Department at Barney and Barney Samq@barneyandbarney.com (858) 587-7162
Judi Reynolds – Board Member	Director of Membership Development, Corporate Alliance judreynolds@corporatealliance.net (858) 255-6703 C: (619) 743-5870
Veronica Vallejo – Board Member	Arena Pharmaceuticals vvallejo@arenapharm.com (858) 449-9042



Creating Jobs. Enhancing Lives.™

Partnerships With Industry
Employment Services Program
Prepared for: San Marcos Community Foundation

Established in 1985, PWI has assisted over 12,500 adults with disabilities find employment in San Diego County. PWI's mission is to successfully create win-win partnerships between San Diego County businesses and adults with disabilities who want to work. PWI clients have a wide range of intellectual, developmental, and/or other disabilities, including but not limited to: Autism Spectrum Disorder, Down syndrome, cerebral palsy, epilepsy, blindness, physical disabilities, and mental illnesses.

Even with the passing of the Americans with Disabilities Act (ADA; 1990), research studies and statistical evidence continue to prove the persistence of stereotyping and discrimination in employment decisions, especially against adults with intellectual and/or developmental disabilities (IDD). California is home to 864,659 adults with IDD, of whom 78.1 percent are unemployed. This staggering statistic is evidence of the continued perception that adults with IDD are incapable, ineffective, and a burden rather than a benefit to a work environment. Nothing is further from the truth.

Each year, PWI helps 1,100 individuals with disabilities find employment and thrive in a work environment. PWI assists clients in identifying their talents and challenges, marketing their skills, learning professional etiquette, and overcoming obstacles that may prevent them from entering the workforce. A specialized staff of job coaches, job trainers and assessors, and business developers work tirelessly to find the best environments for our clients; environments where both the client can thrive and PWI can provide a service to the business.

The impact of employment goes beyond financial stability. American culture expects and values independence and self-reliance, and assumes capable adults will enter the workforce. This expectation is not lost on individuals with disabilities; they too want to contribute, to put their abilities to work and to be a part of the workforce. The individuals active in PWI's services benefit financially, psychologically, and socially; increasing their connectedness to the community and stimulating the economy through increased spending and helping local businesses fill their staffing needs.

PWI provides three types of employment opportunities through its Employment Services Program:

Work and Training Centers (WTC)

PWI's four WTC are located at each one of its four office locations: San Diego, Oceanside, Santee, and Chula Vista. The WTC are often the first exposure clients have to a work environment. In addition to hands on work experience, clients receive training on professional etiquette, communication, and workplace safety. The WTC are structured as team environments where clients work together to assemble product for PWI business partners. Each day, 268 individuals go to work at a WTC, 44 of whom work in the North County Office, located in Oceanside.

Group Services (GS)

Group Services' clients work in teams of three or four in the community, with the support of an Employment Training Specialist (aka job coach). Currently, 130 individuals with disabilities are employed through GS. Clients are responsible for interviewing for available GS positions, for arriving to work on time, and for completing their tasks with minimal support. Individuals employed through GS typically work 20 hours per week. Current GS jobs in North County include: Genentech, City of Vista, The Quad at CSUSM, and Hoehn Mercedes.

Individual Placement (IP)

Individual Placement provides the highest level of independence of the employment services provided to adults with intellectual and/or developmental disabilities. Currently, 97 individuals are employed through IP. IP clients do not work in a team or with a group, but rather independently. The Employment Training Specialists assigned to IP clients start by helping the clients 100 percent of the time, and slowly reduce to a schedule of approximately 20 percent after the first six months. Current IP jobs in North County include: Albertsons (San Marcos Blvd.), 24 Hour Fitness' Corporate Office, and Legoland.

PWI strives to help every person we serve achieve maximum independence and success in a work environment. This is accomplished by always pursuing our goal of helping adults with disabilities find employment, and striving to hit each of the following objectives.

Goal: Help adults with intellectual and/or developmental disabilities find employment in the San Diego community.

Objective A: Ensure employment within the first 3 months of working with PWI, for 100% of new clients.

Objective B: Enroll a minimum of 200 new clients in FY17.

Objective C: Establish 30 new business partnerships that provide employment opportunities for those served by PWI.

Objective D: Host annual meetings with each client to ensure their satisfaction with their employment and to keep in focus their individual vocational goals.

Support from the San Marcos Community Foundation will help San Marcos adults with intellectual and/or developmental disabilities identify their vocational aspirations, learn the skills necessary to reach those aspirations, and ultimately find employment at a local business. Your support will help clients like "Jerry" who came to PWI with zero work experience and a mild intellectual and developmental disability, determined to become a janitor, just like his dad. After a few years of training and experience in Group Services, "Jerry" has reached his vocational goal and is employed in Individual Placement as the janitor for PWI's San Diego office. Your support will also help clients like "Cory" who is on the autism spectrum. "Cory" is a bright, hardworking, dedicated individual, fully capable of successful employment, but he struggles with communication and social interactions, making it difficult to shine in interviews and form relationships with his supervisors and coworkers. PWI helped "Cory" find the perfect position at Albertsons, and continues to provide ongoing on-the-job support to "Cory."

Every day PWI opens the door for individuals with disabilities to find meaningful employment and prove to themselves, their loved ones, and the community at large that they are capable of not only becoming employed, but also excelling in a work environment. A grant of \$5,000 from the San Marcos Community Foundation will undoubtedly impact the lives of existing PWI clients and upcoming PWI clients in San Marcos with disabilities by giving them the confidence and skills they need to be successful in a work environment and move towards maximum independence.

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)

- ▶ 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.

OMB No. 1545-0047

2015

Open to Public
Inspection

A For the 2015 calendar year, or tax year beginning **JUL 1, 2015** and ending **JUN 30, 2016**

B Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization

PARTNERSHIPS WITH INDUSTRY

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite

7540 METROPOLITAN DR 105

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

SAN DIEGO, CA 92108

F Name and address of principal officer: **MARK BERGER**

SAME AS C ABOVE

D Employer identification number

33-0169950

E Telephone number

619-681-1999

G Gross receipts \$ **6,196,047.**

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates 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.PWIWORKS.ORG**

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: **1985**

M State of legal domicile: **CA**

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <u>SEE SCHEDULE O</u>		
	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	12
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	11
	5 Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	671
	6 Total number of volunteers (estimate if necessary)	6	98
	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.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	280,908.	417,768.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	5,275,347.	5,776,703.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	3,505.	1,576.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	-4,500.	-44,474.
	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	5,555,260.	6,151,573.
	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)	0.	0.
	16a Professional fundraising fees (Part IX, column (A), line 11e)	4,282,637.	4,406,398.
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ 190,006.	0.	0.
Expenses	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	1,477,725.	1,506,216.
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	5,760,362.	5,912,614.
	19 Revenue less expenses. Subtract line 18 from line 12	-205,102.	238,959.
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	1,582,313.	1,815,372.
	22 Net assets or fund balances. Subtract line 21 from line 20	299,822.	293,922.
		1,282,491.	1,521,450.

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
	MARK BERGER, PRESIDENT & CEO	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature
	LISA M. CUMMINGS, CPA	
	Firm's name ▶ COHNREZNICK LLP	Firm's EIN ▶ 22-1478099
	Firm's address ▶ 400 CAPITOL MALL, SUITE 1200	Phone no. 916-442-9100
	SACRAMENTO, CA 95814	

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

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

**SUCCESSFULLY CREATING WIN-WIN PARTNERSHIPS BETWEEN SAN DIEGO COUNTY
BUSINESSES AND ADULTS WITH DISABILITIES WHO WANT TO WORK.**

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 \$ 2,616,749. including grants of \$) (Revenue \$ 2,546,760.)

**GROUP SERVICES: INDIVIDUALS PLACED IN GROUP SERVICES WORK AT LOCAL
BUSINESSES SUCH AS HOTELS, RETAIL SETTINGS, COLLEGES AND UNIVERSITIES
IN A SMALL GROUP OF 3 OR MORE PEERS WITH THE SUPPORT OF A DEDICATED JOB
COACH. CURRENT JOBS INCLUDE: LANDSCAPING, JANITORIAL SERVICES,
PRODUCTION SUPPORT, HOUSEKEEPING AND RECYCLING. INDIVIDUALS EMPLOYED
THROUGH GROUP SERVICES TYPICALLY WORK 20+ HOURS A WEEK.**

**THERE WERE 43 BUSINESSES THAT PARTNERED WITH PWI TO MEET THEIR BUSINESS
NEEDS THIS YEAR. THESE PARTNERSHIPS PROVIDED WORK OPPORTUNITIES FOR
OVER 350 CLIENTS.**

4b (Code:) (Expenses \$ 1,938,311. including grants of \$) (Revenue \$ 2,371,272.)

**WORK ACTIVITY PROGRAMS: THESE PROGRAMS PROVIDE HANDS-ON EXPERIENCE AND
WORK SKILLS TRAINING IN A STRUCTURED ENVIRONMENT WITH CONTINUOUS
SUPPORT BY DEDICATED JOB COACHES. PARTICIPANTS DEVELOP VOCATIONAL AND
SOCIAL SKILLS THROUGH VOCATIONAL TRAINING AND CLASSROOM INSTRUCTION AND
LEARN THE SKILLS NECESSARY TO FIND FUTURE EMPLOYMENT IN THE COMMUNITY.
INDIVIDUALS EARN A PAYCHECK WHILE COMPLETING DIVERSE PROJECTS FOR OUR
LOCAL BUSINESSES.**

**WORK SKILLS TRAINING WAS OFFERED TO OVER 350 CLIENTS THROUGHOUT THE
YEAR. PWI ASSISTED OVER 45 BUSINESSES IN THE COMMUNITY.**

4c (Code:) (Expenses \$ 547,626. including grants of \$) (Revenue \$ 858,671.)

**INDIVIDUAL AND DIRECT PLACEMENTS AND VOCATIONAL ASSESSMENT SERVICES:
THERE WERE OVER 200 CLIENTS THAT RECEIVED WORK SUPPORT SERVICES FROM
PWI THIS YEAR.**

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

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

4e Total program service expenses **5,102,686.**

Form 990 (2015)



12,500
adults with
disabilities
employed since
1985



750
adults with
disabilities
employed daily



**4 Computer
Resource
Centers**

89,831
hours of job
training and
development in
2015



230+
local business
partnerships



**Work & Training
Centers
&
Community-
based
Programs**



**1100+
lives
impacted
each year**

Partnerships With Industry

empowers adults with disabilities to pursue their vocational aspirations and maximize their potential

Serving all of San Diego County

Partnerships With Industry

Creating Jobs. Enhancing Lives. Since 1985.

619-681-1999

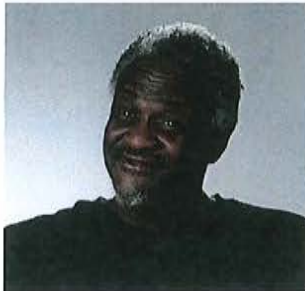
www.pwiworks.org



Creating Jobs. Enhancing Lives.™

Partnerships With Industry

Successfully creating win-win partnerships between San Diego County businesses and adults with disabilities who want to work since 1985



A Word from a Client

"I do my best. PWI helps me a lot to get the job done. I love going to work and being with my friends and co-workers."



A Word from a Sibling

"We have moved quite a bit, after our most recent move, my sister started to doubt herself and lose confidence in her abilities. My family and I, not used to seeing her be so hard on herself, were hesitant to put her in another program in which she may get lost in the crowd."

"With PWI, we did not have this problem. From her first day to the present, my sister's eyes light up when it's time for work. At PWI, she truly feels that she is doing something of worth, and learning useful life and job skills. My sister has grown immensely since she started at PWI. Most important of all, she is smiling once again."

A Word from a Business Partner

*"Annex Brand/Postal Annex+ has used PWI's product assembly services for over 10 years. **We hold in high respect the quality & speed of the work their clients do for us.** With their assistance, we're able to communicate with our franchisees more quickly & efficiently than we could do on our own."*

A Word from a Volunteer

"This is THE highlight of my week. I get such tremendous reward from being with the Clients. It's such a pleasure volunteering at PWI with the amazing individuals who try their best & work so hard. I look forward to coming here each week – they really lift me up!"



Creating Jobs. Enhancing Lives.™

www.pwiworks.org
(619) 681-1999

7540 Metropolitan Drive, Suite 105
San Diego, CA 92108

Project Name: College Bound	Total # of people served:70	Amount Requested: \$4,186.88
Date Submitted:	Total # of San Marcos residents served: 15-20 students	
Non-Profit Organization Name and Address, Website Just In Time For Foster Youth P.O. Box 81292 San Diego, CA 92138 www.jitfosteryouth.org	Contact Person – Name, Title & Phone, email Don Wells, Executive Director 858-663-2081 don@jitfosteryouth.org	
<u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant): Just in Time (JIT) requests a \$4,186.88 grant from the San Marcos Community Foundation to provide eight San Marcos transition age former foster youth with laptops and printers for their educational pursuits at Cal State San Marcos. These resources will be provided along with a caring and committed JIT College Bound Coach (volunteer) to provide the encouragement, support and attention that will eventually help lead to graduation.		
<u>Briefly</u> describe the significance of your request to the San Marcos community: San Marcos foster youth leaving the child welfare system are faced with devastating odds. 40-50% of former foster youth become homeless within 18 months of emancipation, 50% experience high rates of unemployment within five years and 25% of former foster youth will spend time in jail within the first two years of emancipation. For the only 10% of former foster youth, that beat these odds, and enter college only 3-5% graduate. Just in Time’s College Bound program helps residents of San Marcos, and those who attend Cal State San Marcos, by becoming the family they need to succeed in their educational and life goals so they are able to give back to their community.		
Please attach the following items. <u>Both Mini-Grant & Regular:</u> 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. <u>Regular Grants Only:</u> 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  <u>Executive Director</u> <u>12/28/16</u> 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): mgordon@san-marcos.net

**SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet**

Just In Time For Foster Youth's College Bound Program

70 Youth Awards	
Laptops, Printers, Books, Dorm Set Up, School Supplies @1,200 each	\$ 84,000
15 Youth Laptops (year round) @ \$500 each	\$ 7,500
6 Youth Tuition Fees Assistance @ \$300 each	\$ 1,800
15 Youth Book Assistance @ \$200 each	\$ 3,000
Transportation Assistance - 25 Youth with bus passes @ \$74 each	\$ 1,850
10 Youth with School Supplies @ \$60 each	\$ 600
College Bound Event/Year Long Events	\$ 5,000
1 Graduate Scholarship	\$ 2,000
Computer Repairs/Software for Youth	\$ 1,000
Program Coordinator	\$ 21,225
Administrative Costs	\$ 5,233

Total Budget for the PROJECT **\$ 133,208**

Grant Request Amount **\$ 4,186.88**

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

Is this a challenge grant? **NO** Could it be? **Possibly**

Please list any other funding sources for this project.

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

\$32,500	Moxie Foundation	**	C
\$10,000	Crevier Family Foundation	**	C
\$25,000	Farrell Family Foundation	**	C
\$20,000	Ashford University	**	P
\$2,500	Sundt Foundation	**	P
		**	
		**	
		**	

* P - Donated last year and expect to receive this year

Just in Time For Foster Youth
Statement of Activity
FY17 Budget

	FY17 Budget	FY16 Budget
REVENUE		
Direct Public Support		
Corporations	\$ 186,350	\$ 240,000
Foundations	677,500	555,000
Individuals	663,584	560,000
Civic and Faith Organizations	112,500	90,000
Special Events		
Gross Revenue Special Events	471,000	435,000
Less Direct Costs of Special Events	(115,000)	(90,000)
Special Events - Net Revenue	356,000	345,000
Total Direct Public Support	1,995,934	1,790,000
Government Agencies/Partner Program Grants	50,000	25,000
Board Restricted Operating/Quasi Endowment Revenue	200,000	
Subtotal Revenue	2,245,934	1,815,000
 In-Kind Donations	 166,456	 284,720
Interest and Dividend Income		
TOTAL REVENUE	2,412,390	2,099,720
 AWARDS AND EXPENSES		
Program Awards		
Basic Needs	106,760	98,300
My First Home	50,040	41,600
Education	179,650	84,000
Career Horizons	39,300	32,200
Bridge to Success	40,375	34,100
Financial Fitness	85,200	146,000
Coaching/Volunteer	96,252	51,010
Ambassador/ LEAP/Take Charge	7,250	21,500
Community and other	23,500	21,000
Overall Program related expenses	18,000	
Program Personnel Expense	715,814	684,276
Administrative Expense allocation	48,148	63,893
Total Program Awards	1,410,289	1,277,879

	FY17 Budget	FY16 Budget
In-Kind Awards		
Educational & Vocational		16,400
Basic Needs	6,600	35,800
Career Horizons	13,920	39,000
Home Furnishings	80,500	80,000
Rent & Miscellaneous	62,844	65,364
Total In-Kind Awards	163,864	236,564
Development and Fundraising Expenses		
Advertising/Promotional	30,700	30,000
Advertising/Promotional - inkind SVP	-	12,000
Consultants - Marketing	5,000	24,000
Consultants - Advertising	40,000	36,000
Credit Card Charges		5,000
Event Expense	9,000	5,000
Office Expense	5,936	720
Rent Expense	14,568	23,132
Printing, Copying & Postage	11,200	9,733
Travel/Meals/Entertainment	12,000	1,200
Software Services	+	
Development Salary expense	346,697	254,976
Administrative Expense Allocations	18,027	21,817
Total Development and Fundraising Expense	493,128	423,578
Administrative Expenses		
Computer and Internet	240	8,800
Contract Services	75,160	101,100
Credit Card Fees	-	1,500
Insurance - Liability, D and O	13,440	12,000
Telephone, Telecommunications	5,844	4,800
Office Expense	4,810	8,800
Printing and Copying	1,200	4,000
Advertising/Promotional	600	
Office Rent - In-kind	2,592	2,556
Office Rent - Annex	20,796	1,151
Registration and Licensing Fees	310	
Staff Development	13,200	9,000
Travel and Meetings	9,040	7,400
Depreciation Expense	1,224	
Total Administrative Expenses	148,456	161,107
Less Administrative Expense allocations	-66,175	-85,710
Administrative Expense	82,281	75,397

	FY17 Budget	FY16 Budget
Personnel Expense		
Employees Salaries	941,727	840,996
Insurance - Healthcare	75,000	70,800
401k Employer Contribution	24,288	6964
Payroll Service Fees	624	600
Payroll Taxes	76,404	69,050
Workers' Compensation	6,164	6,195
Total Personnel Expense	1,124,207	994,605
Less Program & Development Personnel expense	(1,062,511)	(939,252)
Administrative Personnel expense	61,696	55,353
TOTAL AWARDS AND EXPENSES	2,211,258	2,068,771
CHANGE IN NET ASSETS	\$ 201,132	\$ 30,949

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

DEPARTMENT OF THE TREASURY

Date: JUN 14 2007

JUST IN TIME FOR FOSTER YOUTH
C/O KATHRYN VAUGHN
3363 HARBOR VIEW DR
SAN DIEGO, CA 92106

Employer Identification Number:
20-5448416
DLN:
17053089008007
Contact Person:
RENEE RILEY NORTON ID# 31172
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
June 30
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
July 16, 2006
Contribution Deductibility:
Yes
Advance Ruling Ending Date:
June 30, 2011

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. 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.

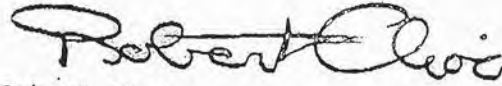
Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

Letter 1045 (DO/CG)

JUST IN TIME FOR FOSTER YOUTH

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

Sincerely,

A handwritten signature in black ink, appearing to read "Robert Choi". The signature is fluid and cursive, with the first name "Robert" and last name "Choi" clearly distinguishable.

Robert Choi
Director, Exempt Organizations
Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c)(3)
Statute Extension



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

In reply refer to
755:G :EU

April 18, 2007

JUST IN TIME FOR FOSTER YOUTH
KATHY VAUGHN
3363 HARBOR VIEW DR
SAN DIEGO CA 92106-2919

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: June 30
Organization Number : 2596165

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

April 18, 2007
JUST IN TIME FOR FOSTER YOUTH
ENTITY ID : 2596165
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.

E ULCH
EXEMPT ORGANIZATIONS
BUSINESS ENTITIES SECTION
TELEPHONE (916) 845-4173
FAX NUMBER (916) 843-0188

EO :

Just in Time for Foster Youth

Board of Directors Roster, Affiliations, and Tenure

FY 2017

Board membership has a minimum two-year term with no term limits. 100% of board members contribute financially to the JIT organization.

Keith Brandt

Board Chair, *President, California Wealth Transitions*
4 years

James Lepanto

Vice-Chair, *Behavioral Health Consultant*
4 years

Chris Burr

Treasurer, *Sr. Vice-President – Relationship Manager, Banner Bank*
1 year

Jennell Mott

Secretary, *Business Operations Manager, Managed Solution*
2 years

David Archambault

Managing Member, Showley Archambault & Alexander
Incoming

Diane Archambault

Personal Wardrobe Consultant
1 year

Patricia Benesh

Owner, AuthorAssist.com; 7Memories.com
8 years

Steven Bernitz

Retired Biotechnology Executive
Incoming

Grace Chui-Miller

Chief Financial Officer, Correlation Ventures
Incoming

Lisa Cobble

Executive Level Technical Consulting, Cobble Consulting
1 year

Joan Coppenrath

CFO, HSBC Bank

Incoming

Theodore DeFrank

President and CFO, Active Motif

3 years

Martin Goodman

Board Member, Social Venture Partners International

Incoming

Kristy Gregg

Immediate Past Chair, Retired Bank Executive

4 years

Meredith Hall

Business Development Specialist, iMatrix

1 year

Mary Hart

Senior Account Executive, Gartner

1 year

Pamela Hunt

Retired Educator

3 years

Brad Livingston

President, Residential Wholesale Mortgage, Inc.

1 year

Matthew Medeiros

Portfolio Manager, Clelland & Company, Inc.

1 year

Brad Norris

Philanthropist and Community Volunteer

4 years

Jon Pak

Vice President, The Private Client Reserve of U.S. Bank

Incoming

Lauren Silverman, PhD

Retired Managing Director Novartis Venture Fund

Incoming

Monica Slev

Partner, Stryker Slev Law Group

1 year

ADVISORY COUNCIL

Jorge Cabrera

Supervisor, Casey Family Programs

Harriet Carter, Esq.

A Professional Law Corporation

Lynne Doyle

Chief Financial Officer, Sand River Holdings

Sean Ferrel

CEO/President, Managed Solution

Alan Sorkin

President, San Diego Social Venture Partners

HONORARY BOARD/CO-FOUNDERS

Diane Cox

Co-Founder/Past Board Chair, Professional Coach and Development Consultant

Jeanette Day, Esq.

Co-Founder, Former Child Advocacy Attorney

Tony Hsu

Co-Founder/Past Treasurer, Founder/Chief Investment Officer, Alethea Capital Management, LLC

Louarn Sorkin

Co-Founder, Board of Directors, San Diego Social Venture Partners

Kathryn Vaughn, Esq.

Co-Founder/Past President, Partner, Law Offices of Vaughn and Vaughn

San Marcos Community Foundation Narrative – Just in Time for Foster Youth

Just in Time's Work and Mission

Without family support, young adults are at risk of being homeless, unemployed, and under-educated. Only too often they plunge onto a path of lifelong dependence or prison. To make our vision a reality, Just in Time for Foster Youth (JIT) mobilizes a caring community as an extended family for transitioning foster youth. This is done through consistent relationships and emergency resources provided by individuals, agencies, businesses and foundations that share our core values and mission.

Our programs intend to significantly improve youth's chances to: secure steady employment with decent pay/benefits; establish and sustain stable housing; responsibly manage their finances for the long term; form families that they can support; avoid the criminal justice system; and make meaningful contributions in San Marcos and the overall San Diego community. Our volunteer-driven services help motivated youth stay off the streets and on their path to educational and economic success.

The Need

Statistics show that 70% of foster youth express a desire to go to college, while only 13% attend and, at best, 3-5% graduate. Though support for foster youth exist in the form of scholarships and other services, the statistics reveal persistent gaps in positive outcomes – gaps created by a lack of the basic resources required for college life and the focused and consistent encouragement of an extended family.

Just in Time is requesting funds to purchase eight laptops and printers for eight San Marcos College Bound participants so that they can have the needed tools and technology to succeed in their educational pursuits. While most youth receive support well into their twenties from their families, former foster youth are expected to navigate adulthood and the overwhelming education system on their own. Just in Time steps in during this critical juncture by providing the needed support and guidance to help these youth succeed.

College Bound Service Summary

Through our College Bound program, the JIT extended family comes together to give transition age former foster youth the resources and encouragement they need to begin a new life chapter as college students.

In research commissioned to survey all JIT participants, 43% of all respondents dropped out of school at least once, while 31% have enrolled in school three times or more since the age of 18. When asked why they had dropped out, 38% identified not having a stable place to live as an initial barrier to staying in school, 33% identified not feeling like they would succeed or that they had never done well in school, 32% identified having a hard time working and going to school, and 30% identified not having access to reliable transportation.

College Bound specifically addresses the impact of these challenges with timely resources and consistent connections that make the difference between falling into the dropout gap or getting a degree at graduation. Our measurable outcomes show the impact of this results-driven model.

Throughout the year, the JIT extended family of staff and volunteers comes together to give transition age foster youth the resources and encouragement they need to begin a new life chapter as college students. Specifically, JIT identifies between 60-75 highly motivated former foster youth who have beaten the odds in graduating from high school and have been accepted to college. The initial launch in June provides youth with the resources and training they need to succeed. Youth are then connected to volunteers who guide them on a shopping trip for essential dorm furnishings - often the first time they've set up a home of their own.

After the event, JIT's commitment continues for College Bound students, helping them overcome specific obstacles that could derail their academic progress, including reliable transportation, financial stability, emergency medical/dental care, meaningful employment at a living wage, mental and emotional issues, and academic challenges. That targeted support is always there for youth, just as a family would be, throughout their college career and until they receive their diplomas.

Measures/Outcomes

College Bound participants are tracked and monitored throughout their time in higher education and regular reports are developed based on the JIT Self-Sufficiency Scale. Success is evaluated based on school enrollment over time, graduation or certification, and continuation on to graduate studies. The data collected is done through staff contact, connections to JIT volunteers (Faculty), and mandatory online surveys. The long-term goal of all of JIT's programs, including College Bound, is to give disadvantaged youth the resources and community connections needed to help them become independent, self-sufficient, thriving adults who ultimately will make meaningful contributions to our community.

22 Cal State San Marcos College Bound students have graduated since 2008 and another 31 are still in school. But our impact is best illustrated through the stories of the youth we serve.

Jasmin's Story – Cal State San Marcos Student and College Bound Participant

Jasmin grew up in chaos, with a mother who was absent or putting her six siblings in danger because of her drug dealing. The children were eventually separated by multiple placements through their years in foster care. After moving to San Diego after emancipation, Jasmin became part of College Bound 2015 and joined the JIT Community. A student at Cal State San Marcos, she's now getting the kind of consistent, high level support she never thought possible. She even received assistance from JIT to pay for graduate school test prep courses.

With the San Marcos Community Foundation's support, we will be able to provide laptops and printers to eight youth like Jasmin, as they make their own paths to a brighter future.



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Warrior Housing Date Submitted: 10/25/16	Total # of people served: We have a capacity of 10 veterans. We served 48 veterans to date. Total # of San Marcos residents served: Homeless	Amount Requested: \$10,000.00
Non-Profit Organization Name and Address, Website Wounded Warrior Homes, Inc. 1145 Linda Vista Drive, Ste. 104 San Marcos, CA 92078 www.woundedwarriorhomes.org		Contact Person – Name, Title & Phone, email Larry Lauber, MSW (Volunteer) (760)483-3553 Llauber.wwh@gmail.com

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

The funds requested will support a program of transitional housing, up to 2 years, for homeless or at risk post 9/11 disabled veterans who are symptomatic of post-traumatic stress and/or traumatic brain injury.

Briefly describe the significance of your request to the San Marcos community: The Regional Task Force on the Homeless, indicated in their "2015 We All Count Results", that there were 8,742 estimated homeless veterans both sheltered and unsheltered in San Diego County. The estimate for unsheltered veterans in North County was 459, which would include those in San Marcos. These numbers will grow as more veterans are discharged.

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 Jan 1, 2017/end:
Dec. 31, 2017

Date by which funds will be expended: 12/31/2017

Signature of President or Authorized Officer


Name, Title: GENE D. JEWETT, ASSISTANT DIRECTOR
Date: 12/30/16



WOUNDED WARRIOR HOMES

Helping Those Who Protect Our Freedom™

Introduction

American psychologist Abraham Maslow proposed that human beings are motivated to thrive if their needs are satisfied. The basic needs he cited were breathing, food, water, and shelter. Maslow said that only when the basic needs are fulfilled could human beings meet more complex needs. (Maslow, 1943)

Our mission is to aid post 9/11 homeless or at risk disabled veterans symptomatic of Post Traumatic Stress and/or Traumatic Brain Injury who are in need of housing, medical, psychological, employment and other social services so that they are prepared to return to civilian life as veterans of foreign wars able to live with their injuries. We provide long term transitional housing, up to two years, and access to needed services.

History

Wounded Warrior Homes was founded in 2009 as a result of Mia and Steve Roseberry providing space for up to 20 Marines from 29 Palms Marine Base to relax on their downtime. The Roseberrys realized there was an unsatisfied niche regarding housing and resources for former servicemen who were single and whose families were, for whatever reason, unavailable as a support system. These men needed a consistency in the form of a home environment in order to readjust to civilian life. Mia and Steve Roseberry provided that home environment.

Background

The Wounded Warrior Homes organization provides transitional housing to post 9/11 war veterans having served in Operations Iraqi Freedom and Enduring Freedom, who have or are symptomatic of service-related Traumatic Brain Injury and/or Post Traumatic Stress.

According to the Defense and Veterans Brain Injury Center there were 352,619 service members diagnosed with traumatic brain injury through the second quarter of 2016. More difficult to diagnose because the symptoms are behavioral is post traumatic stress, known from past wars as "shell shock". PTS also occurs in the general population as a result of many types of trauma.

The Regional Task Force on Homelessness 2015 count indicated that there were 459 unsheltered homeless in North County, San Diego. With homelessness on the rise in San Diego County, we want to do our part to serve those who have served our country.

Program Description

The project provides long term subsidized housing for up to 2 years to single combat veterans symptomatic of Post Traumatic Stress (PTS) and/or Traumatic Brain Injury (TBI) who are homeless or at risk, lack sufficient resources and require continuing medical and psychological care with a plan to become self-sufficient as a civilian veteran of foreign wars. The project intends to provide resources on the continuum.

The first Wounded Warrior home was leased in November 2012 and in July 2013 Wounded Warrior Homes purchased that home. The incorporation of the modular home we were awarded in 2012 and lease of a home in Escondido has increased our capacity to 10 veterans. Each program participant has his or her own room and participates in the upkeep of the home. They will use a percentage of their monthly income for rent with the balance subsidized by Wounded Warrior Homes.

Each program member will compose a needs assessment including agreed upon time-specific goals upon program entry. Periodic reassessments will be conducted, as to determine the program's strengths and weaknesses and needs for adjustments. We utilize the Logic Model of program evaluation.

Enrolled participants often require aggressive rehabilitation consisting of physical therapy, occupational therapy and speech/language therapy. Education, meditation, guided imagery and other rehabilitation services have consistently shown to improve the outcomes with those diagnosed with Traumatic Brain Injury and Post Traumatic Stress. Wounded Warrior Homes will facilitate access to these necessary services to promote healing and quality of life for the service member and help them develop the skills and experience they need to transition into a non-military life and to live successfully with their injuries.

Impact

The long-term goal for Wounded Warrior Homes is to end homelessness and suicide in veteran populations who have been affected with Traumatic Brain Injury and Post Traumatic Stress. The intermediate goals are to increase the self-reliance and self-efficacy of said populations by providing them with case management, vocational training, and other resources to build a skill set consistent with civilian life. The short-term goal for Wounded Warrior Homes is to provide transitional housing to former Operation Enduring Freedom and Operation Iraqi Freedom veterans.

Wounded Warrior Homes requests \$10,000 to cover rent, food and other expenses for the enrolled participants. With continued effort from donors and providers, Wounded Warrior Homes hopes to ease the transition of those who serve and protect our freedom.

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

Wounded Warrior Homes
Housing Budget
Jan 1, 2017 – Dec 31, 2017

Administrative Overhead @18%_____	\$_25,033.00
Rent/Mortgage_____	\$71,196.00
Food/Household Supplies_____	\$44,800..00
Utilities_____	\$ 6,960.00
Cable/Internet_____	\$ 5,292.00
Trash_____	\$ 1,384.00
Water_____	\$2,500.00
Insurance_____	\$ 800.00
Property Taxes_____	\$ 3,141.00
Misc. Repairs/Supplies_____	\$ 3,000.00

Total budget for this PROJECT: **\$157,842.00**

Grant Request Amount: **\$10,000.00**

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

Is this a challenge grant? No Could it be?

Please list any other funding sources for this project.

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

\$5,000	David C. Copley Foundation_____	** P
\$5,000	Country Friends_____	** P
\$2,500	Stater Bros. _____	**C
\$5,000	Wells Fargo_____	**C

WOUNDED WARRIOR HOMES, INC.			
APPROVED OPERATING BUDGET FY 2016 - 2017			
INCOME			
Total 4000 · Contributions/Donations	\$	288,359	
Total 4100 · Fundraising Income	\$	32,244	
Total 4200 · Grants	\$	76,500	
Total 4300 · Workplace Giving	\$	64,584	
Total 4600 · Military Homes Programs	\$	45,084	
Total 4700 · Rental Income	\$	26,696	
Total Income	\$	533,467	
EXPENSE			
6000 · BUSINESS OPERATIONAL Expenses			
Total 6050 · Advertising & Marketing Expense	\$	10,675	
Total 6100 · Auto Expense	\$	188	
Total 6125 · Bank Charges	\$	3,730	
6140 · Charitable Contributions	\$	293	
Total 6150 · Insurance	\$	1,599	
Total 6175 · Licenses, Permits & Fees	\$	33	
6190 · Meals & Entertainment	\$	484	
Total 6200 · Office Expense	\$	3,409	
Total 6250 · Office Rent & Utilities	\$	3,243	
Total 6300 · Payroll Expenses	\$	29,739	
6340 · Postage & Delivery	\$	127	
6345 · Printing & Reproduction	\$	148	
Total 6350 · Professional/Contract Services	\$	2,301	
6375 · Repair & Maintenance	\$	155	
Total 6500 · Travel Expense	\$	1,097	
Total 6000 · BUSINESS OPERATIONAL Expenses	\$	60,220	
7000 · FUNDRAISING Expense			
Total 7050 · Advertising & Marketing Exp (F)	\$	18,437	
Total 7150 · Insurance (F)	\$	426	
7195 · Meetings (F)	\$	82	
Total 7200 · Office Expense (F)	\$	1,478	
Total 7250 · Office Rent & Utilities (F)	\$	1,322	
Total 7300 · Payroll Expenses (F)	\$	39,710	
7340 · Postage & Shipping (F)	\$	380	
Total 7350 · Professional/Contract Svcs (F)	\$	611	
Total 7500 · Travel Expense (F)	\$	2,826	
Total 7000 · FUNDRAISING Expense	\$	65,272	
8025 · PROGRAM General Expenses			
Total 8050 · Advertising & Marketing Exp (P)	\$	36,852	
8145 · Professional Development	\$	3,000	
8134 · Merchant/Paypal/Classy Fees(P)	\$	343	
Total 8150 · Insurance (P)	\$	4,758	
8195 · Meetings (P)	\$	1,325	
Total 8200 · Office Expense (P)	\$	4,605	
Total 8250 · Office Rent & Utilities (P)	\$	20,477	
Total 8300 · Payroll Expenses (P)	\$	147,729	
8340 · Postage & Delivery (P)	\$	139	
Total 8350 · Professional/Contract Svcs (P)	\$	9,394	
Total 8500 · Travel Expense (P)	\$	1,550	
Total 8700 · Vet Expenses (P)	\$	738	
Total 8025 · PROGRAM General Expenses	\$	230,910	
Total 8950 · Current Housing	\$	49,063	
Total 8950 · New Housing	\$	53,263	
Total Expense	\$	458,728	
Net Ordinary Income	\$	74,739	
Other Income/Expense			
Total 9500 · In-Kind Contributions	\$	211,320	
Total Other Expense	\$	226,927	
Net Other Income	\$	(15,607)	
Net Income	\$	59,132	

Wounded Warrior Homes, Inc.

BOARD OF DIRECTORS

President	Jane Howell	Retired, Nonprofit Management
Secretary	Charlie Marsh	Psychiatrist
Treasurer/Comptroller	Doyle Price	Financial Advisor
Board Member	Bobbi Crann	US Navy (Ret), Navy Marine Corps Relief Society, Visiting Nurse
Co-Founder	Steve Roseberry	Contractor, Building Inspector
Board Member	Robert Gough	Architect
Board Mmember	Dan Lopez	Canine Trainer (Veteran)
Board Member	Jack Friedel	Attorney
Co-Founder (Non-Voting)	Mia Roseberry	Executive Director
Legal Counsel (Non-Voting)	Brian Ragen	Attorney
President Emeritus (Non-Voting)	Windus Fernandez Brinkford	

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Transitional Youth to Work Date Submitted: 1/4/17	Total # of people served: 15 Total # of San Marcos residents served: 15	Amount Requested: \$ 10,000
Non-Profit Organization Name and Address, Website EMS Inc. dba Employment Means Success 105 S. Spring Street Claremont, CA 91711 www.employmentms.org	Contact Person – Name, Title & Phone, email Lisa Bullen CEO/Executive Director (909) 214-8379 lisa@employmentms.org	
<u>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</u> EMS Inc. dba Employment Means Success is a woman owned and run, CARF Accredited, non-profit organization helping people with disabilities to go to work. We are certified with the State of California to provide employment services throughout Southern California. EMS Inc. has a planned Project Start Date of 4/1/17 where we will be assisting youths with disabilities who are transitioning from school to go to work in the jobs of their choice. Not all youths are interested in going to college or vocational training schools. Some individuals want to learn what they need to on the job and earn a reasonable wage to be independent. EMS Inc. will assist with all aspects of Employment Preparation, which includes- resumes, cover letters, thank you letters, job applications, how to dress for the interview, interview techniques, individual and group job clubs. We will help to train these individuals with how to locate the jobs of their choice, how to attain and retain them.		
<u>Briefly describe the significance of your request to the San Marcos community:</u> We have just begun to provide employment services to adults with disabilities out of the office of Department of Rehabilitation in San Marcos. It would be very beneficial for the San Marcos Community to have EMS Inc. providing special assistance one-on-one and in a group to youth who are transitioning from school to work.		
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: 4/1/17 to 4/1/18 Date by which funds will be expended: 8/1/17 Signature of President or Authorized Officer Name, Title CEO/ Executive Director Date 1/4/17 Submit Via Mail, In Person or Via Email to:

c. Most recent year-end Statement or Audit including any management letters associated with Audit.	San Marcos Community Foundation
d. Signature of President or Authorized Officer on Application	c/o City of San Marcos
e. Optional: letters of support	1 Civic Center Drive
	San Marcos, CA 92069
	Email (PDF Format): mgordon@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)

Transitional Youth Employment Services

15 Intakes completed with Transitional Youth @ \$150 =	\$ <u>2,250</u>
13 Employment Preparations completed with Transitional Youth @ \$600 =	\$ <u>7,800</u>
	\$ _____
13 Job Placements of Transitional Youth into Jobs of their Choice @700	\$ <u>9,100</u>
13 Job Retentions for Transitional Youth @ 500	\$ <u>6,500</u>
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____

Total budget for this PROJECT: **\$ 25,650**

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>State Department of Rehabilitation</u>	** <u>CD</u>
\$ _____ (Name of source)	** _____
\$ _____ (Name of source)	** _____
\$ _____ (Name of source)	** _____

EMS, Inc.
Profit & Loss Budget Overview
January through December 2017

Ordinary Income/Expense	Jan - Mar 17	Apr - Jun 17	Jul - Sep 17	Oct - Dec 17	TOTAL Jan - Dec 17
Income					
Job Coaching	3,960.00	11,880.00	11,880.00	11,880.00	39,600.00
Program Income					
Intake	58,400.00	46,200.00	51,900.00	49,800.00	206,300.00
Job Prep	95,200.00	84,000.00	81,900.00	81,900.00	343,000.00
Placement	48,300.00	42,700.00	36,400.00	35,000.00	162,400.00
Retention	18,000.00	22,000.00	19,000.00	15,000.00	74,000.00
Total Program Income	219,900.00	194,900.00	189,200.00	181,700.00	785,700.00
Direct Support					
Fundraisers					
Casino Night 3-13-16	1,000.00	5,000.00	0.00	0.00	6,000.00
Fundraisers - Other	4,500.00	4,500.00	4,500.00	4,500.00	18,000.00
Total Fundraisers	5,500.00	9,500.00	4,500.00	4,500.00	24,000.00
Individual Contributions	0.00	0.00	0.00	1,000.00	1,000.00
Total Direct Support	5,500.00	9,500.00	4,500.00	5,500.00	25,000.00
Total Income	229,360.00	216,280.00	205,580.00	199,080.00	850,300.00
Gross Profit	229,360.00	216,280.00	205,580.00	199,080.00	850,300.00
Expense					
Equipment Rental	245.13	245.13	276.28	245.13	1,011.67
Fees & Surcharges	31.27	131.63	232.13	276.28	671.31
Interest	1,140.00	1,140.00	1,140.00	1,140.00	4,560.00
Advertising and Marketing					
Fundraisers					
Casino Night 3-13-16	1,350.00	250.00	0.00	0.00	1,600.00
Total Fundraisers	1,350.00	250.00	0.00	0.00	1,600.00
Advertising and Marketing -	450.00	450.00	450.00	450.00	1,800.00
Total Advertising and Marketing	1,800.00	700.00	450.00	450.00	3,400.00
Contract Services					
Contract Labor	294.00	294.00	294.00	294.00	1,176.00
Contract Services - Job Coa	1,320.00	3,960.00	3,960.00	3,960.00	13,200.00
Total Contract Services	1,614.00	4,254.00	4,254.00	4,254.00	14,376.00

EMS, Inc.
Profit & Loss Budget Overview
January through December 2017

	<u>Jan - Mar 17</u>	<u>Apr - Jun 17</u>	<u>Jul - Sep 17</u>	<u>Oct - Dec 17</u>	<u>TOTAL</u> <u>Jan - Dec 17</u>
Depreciation	0.00	0.00	0.00	700.00	700.00
Dues and Subscriptions	801.00	801.00	801.00	801.00	3,204.00
Employee Benefits Insurance	2,346.00	2,346.00	2,346.00	2,346.00	9,384.00
Dental	915.00	915.00	915.00	915.00	3,660.00
Liability Insurance	1,950.00	1,950.00	1,950.00	1,950.00	7,800.00
Work Comp Insurance	1,350.00	1,350.00	1,350.00	1,350.00	5,400.00
Health Insurance	10,575.00	10,575.00	10,575.00	10,575.00	42,300.00
Total Insurance	14,790.00	14,790.00	14,790.00	14,790.00	59,160.00
Licenses and Permits	306.00	306.00	306.00	306.00	1,224.00
Payroll	119,795.46	125,423.46	125,423.46	125,423.46	496,065.84
Payroll Expenses					
Background Checks	41.90	125.70	0.00	0.00	167.60
Payroll Fees	1,098.00	1,098.00	1,098.00	1,098.00	4,392.00
Payroll Taxes	9,999.99	15,000.00	15,000.00	15,000.00	54,999.99
Payroll Expenses - Other	0.00	0.00	0.00	0.00	0.00
Total Payroll Expenses	11,139.89	16,223.70	16,098.00	16,098.00	59,559.59
Postage and Delivery	416.00	416.00	324.00	324.00	1,480.00
Professional Development	30.00	30.00	30.00	30.00	120.00
Professional Fees					
Accounting	1,950.00	2,600.00	1,950.00	2,600.00	9,100.00
Professional Fees - Other	0.00	0.00	0.00	0.00	0.00
Total Professional Fees	1,950.00	2,600.00	1,950.00	2,600.00	9,100.00
Rent	8,177.73	8,177.73	8,177.73	8,177.73	32,710.92
Repairs and Maintenance					
Computer & Printers Maintenance	825.00	825.00	825.00	825.00	3,300.00
Monitoring Services	108.00	108.00	108.00	108.00	432.00
Total Repairs and Maintenance	933.00	933.00	933.00	933.00	3,732.00
Supplies	4,320.15	4,320.15	4,320.15	4,320.15	17,280.60
Telephone and Internet	4,200.00	4,200.00	4,200.00	4,200.00	16,800.00
Travel, Meals and Entertainment					
Travel	18,000.00	18,000.00	18,000.00	18,000.00	72,000.00

EMS, Inc.
Profit & Loss Budget Overview
January through December 2017

	Jan - Mar 17	Apr - Jun 17	Jul - Sep 17	Oct - Dec 17	TOTAL
Meals	1,500.00	1,500.00	1,500.00	1,500.00	6,000.00
Entertainment	0.00	200.00	0.00	200.00	400.00
Total Travel, Meals and Entertainment	19,500.00	19,700.00	19,500.00	19,700.00	78,400.00
Utilities					
Electricity	360.00	360.00	360.00	360.00	1,440.00
Gas	110.00	25.00	0.00	80.00	215.00
Total Utilities	470.00	385.00	360.00	440.00	1,655.00
Total Expense	194,005.63	207,122.80	205,911.75	207,554.75	814,594.93
Net Ordinary Income	35,354.37	9,157.20	-331.75	-8,474.75	35,705.07
Other Income/Expense					
Other Income	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.00	0.00
Other Expense					
Other Expense	0.00	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00
Net Income	35,354.37	9,157.20	-331.75	-8,474.75	35,705.07

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

DEPARTMENT OF THE TREASURY

Date: **AUG 07 2014**

EMS INC
112 HARVARD AVE NUM 312
CLAREMONT, CA 91711

Employer Identification Number:
46-1149136
DLN:
17053204338003
Contact Person:
CUSTOMER SERVICE ID# 31954
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
12
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
August 10, 2012
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.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,



Director, Exempt Organizations



State of California
Franchise Tax Board

PO Box 1286
Rancho Cordova CA 95741-1286

EMS INC.
ATTN: KARI ANDERSON
112 HARVARD NUM 312
CLAREMONT CA 91711

Date: 06.30.16
Case: 30830610965899423
Case Unit: 30830610965899426
In reply refer to: 760:MN:F120

Regarding:	Tax-Exempt Status
Organization's Name:	EMS INC.
CCN:	3499021
Purpose:	Charitable
R&TC Section:	23701d
Form of Organization:	Incorporated
Accounting Period Ending:	12/31
Tax-Exempt Status Effective:	08/10/2012

Exempt Acknowledgement Letter

We have received your federal determination letter that shows tax exemption under Internal Revenue Code (IRC) Section 501(c)(3).

Under California law, Revenue and Taxation Code (R&TC) Section 23701 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.

Generally, the effective date of an organization's California tax-exempt status is the same date as the federal tax-exempt status.

To retain tax-exempt status, the organization must be organized and operating for nonprofit purposes within the provisions of the above R&TC section. An inactive organization is not entitled to tax-exempt status.

In order for us to determine any effect on the tax-exempt status, the organization must immediately report to us any change in:

- Operation
- Character
- Purpose
- Name
- Address

For filing requirements, refer to FTB Pub.1068, *Exempt Organizations - Filing Requirements and Filing Fees*. Go to **ftb.ca.gov** and search for **1068**.

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**.

Molly N
Telephone: 916.845.4171
Fax: 916.843.6006



Board of Directors

2016

Officers

President

Larry Schroeder
619 N Indian Hill Blvd
Claremont CA 91711
(909) 702-2033
lschroeder@cicclaremont.ca.us
Claremont City Council

Vice-President

Sean Flynn
Scripps College
1030 Columbia, #4074
Claremont, CA 91711
(510) 459-4079
sean.flynn@scrippscollege.edu
Asst. Economics Professor Scripps College

Secretary

Kari Anderson
1300 Shadow Circle
Upland CA 91784
(909) 519-3178
andersonkarina@gmail.com
Co-Founder EMS Inc.

Treasurer

Kevin Bunch
906 W Buffington St.
Upland, CA. 91784
KB65HOCKEYFAN@aol.com
(909) 382-3058
San Bernardino County Dep't of Behavior
Health (DBH)

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JamezM74@gmail.com
Upland Unified School District

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Upland CA 91784
(909) 527-8276 (phone)
(909) 988-9711 (fax)
rmuir@qdroman.net
Attorney

ARTICLES OF INCORPORATION

OF

EMS Inc.

ENDORSED - FILED
in the office of the Secretary of State
of the State of California

AUG 10 2012

I.

The name of this corporation is EMS Inc.

II.

A. This corporation is a nonprofit PUBLIC BENEFIT CORPORATION and is not organized for the private gain of any person. It is organized under the Nonprofit Public Benefit Corporation Law for public and charitable purposes.

B. The specific purpose of this corporation is to be a vendor for the state of California helping people with disabilities become gainfully employed.

III.

The name and address in the State of California of this corporation's initial agent for service of process is:

Legalzoom.com, Inc.

IV.

A. This corporation is organized and operated exclusively for charitable purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code.

B. No substantial part of the activities of this corporation shall consist of carrying on propaganda, or otherwise attempting to influence legislation, and the corporation shall not participate or intervene in any political campaign (including the publishing or distribution of statements) on behalf of any candidate for public office.

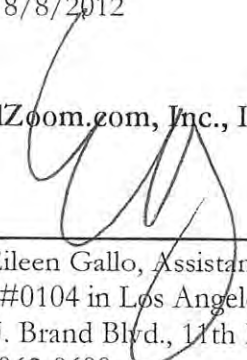
V.

The property of this corporation is irrevocably dedicated to charitable purposes and no part of the net income or assets of this corporation shall ever inure to the benefit of any director, officer, or member thereof or to the benefit of any private person. Upon the dissolution or winding up of the corporation, its assets remaining after payment, or provision for payment, of all debts and liabilities of this corporation shall be distributed to a nonprofit fund, foundation, or corporation which is organized and operated exclusively for charitable purposes and which has established its tax exempt status under Section 501(c)(3) of the Internal Revenue Code.

IN WITNESS WHEREOF, the undersigned incorporator has executed these Articles of Incorporation on the date below.

Date: 8/8/2012

LegalZoom.com, Inc., Incorporator



By: Eileen Gallo, Assistant Secretary
LDA #0104 in Los Angeles County (expires 12/2013)
101 N. Brand Blvd., 11th Floor, Glendale, CA 91203
(323) 962-8600



Transitional Youth to Work

Project Start Date: 4/1/17

EMS Inc. dba Employment Means Success is a woman owned and run, CARF Accredited, non-profit organization helping people with disabilities to go to work. We are certified with the State of California to provide employment services throughout Southern California.

EMS Inc. has a planned Project Start Date of 4/1/17 where we will be assisting youths with disabilities who are transitioning from school to go to work in the jobs of their choice. Not all youths are interested in going to college or vocational training schools. Some individuals want to learn what they need to on the job and earn a reasonable wage to be independent. EMS Inc. will assist with all aspects of Employment Preparation, Job Development and Placement and Job Retention.

The majority of persons served by EMS Inc. are of a lower socioeconomic status or classification who also have disabilities. Many are well within or under the poverty level. Disabilities among youth may affect the socioeconomic standing of entire families. It is estimated that over 40 million people in America have some level of disability, and many of these individuals live in poverty. Although the Americans with Disabilities Act assures equal opportunities in education and employment for people with and without disabilities and prohibits discrimination on the basis of disability, people with disabilities remain overrepresented among America's poor and undereducated. These barriers contribute to discrepancies in wealth and socioeconomic opportunities for persons with a disability and their families.

Despite minimal forms of assistance, persons with disabilities are more likely to be unemployed and live in poverty. The American Association of People with Disabilities (AAPD) estimates that two thirds of people with disabilities are of working age and want to work. The high incidence of poverty among persons with a disability fuels doubts about the sufficiency of public assistance to these individuals.

In an effort to investigate unemployment disparities, a recent study surveyed Human Resources and project managers about their perceptions of hiring persons with disabilities. Results indicated that these professionals held negative perceptions related to the productivity, social maturity, interpersonal skills and psychological adjustment of persons with disabilities. For individuals who are blind and visually impaired, unemployment rates exceed 70 percent.

EMS Inc. provides employment services to individuals referred by the State of California Department of Rehabilitation. These individuals are people with disabilities. It is EMS Inc.'s plan to reach out to the High Schools located in San Marcos to offer employment services to those transitioning students exiting high school to go to work. Marketing materials will be developed specific for this Project and will be distributed accordingly.

Program participants will be identified by EMS Inc. Executive Director and will be scheduled for an Intake meeting. An assessment will be conducted to measure appropriateness of job choice in relation to the availability of employers and job postings in the local labor market. Analysis of pertinent collateral

information and reports of prior work experiences and performance if any. Determination if individual will benefit from services. Development of an Individual Service Plan (ISP) to affirm employment goal, identify services to be provided and include the following:

- Employment goals and objectives
 - Employment components to be addressed
 - Proposed activities
 - Proposed outcomes (measurable)
 - Schedule/Timeline for completion
 - Persons responsible
-

Employment Preparation Services:

Upon determination that program participant is appropriate to engage in Employment Preparation Services, EMS Inc. and program participant will participate in the following activities as guided by the ISP:

- Interviewing techniques
- Resume development
- Application preparation
- Appropriate work behaviors and work ethics
- Relevant work practices
- Appropriate grooming and hygiene
- Assistance in becoming knowledgeable regarding the impact of employment on the individual and their disability
- Assistance with benefits planning related to employment
- Identification of additional support services such as meeting transportation or other needs

Job Development and Placement:

Upon determination of program participant's preparedness to engage in job search activities, EMS Inc. and program participant will collaborate in the following activities as guided by the ISP:

- Identification of specific job openings appropriate for the program participant
- Contact of employers to identify job openings
- Obtaining information detailing qualification and work site requirements for specific job opportunities to ensure applicant readiness and success on the job
- Assisting program participant in the interviewing process
- Provision of job club or tools to assist in job search
- Upon Placement- job destination training, job orientation assistance, and information on conditions of employment.

Employment Retention:

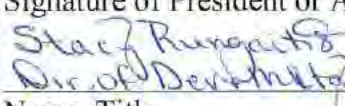
Upon program participant acceptance of employment of a job that is consistent with goals and needs, EMS Inc. will provide at least 90 days of Employment Retention activities:

- Phone or personal contact on or off the job with program participant to determine ongoing satisfaction with the terms of employment
- Assistance with necessary minimal supports to sustain employment

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Mobile Pantry – San Marcos Date Submitted: 3 January 2016	Total # of people served: 11,232+ Total # of San Marcos residents served: 11,232+	Amount Requested: \$7,000		
Non-Profit Organization Name and Address, Website Feeding San Diego 9455 Waples Street, Suite 135 San Diego, CA 92121 www.feedingsandiego.org	Contact Person – Name, Title & Phone, email Veronica Cruz, Grant Writer 858.452.3663 x 112 vcruz@feedingsandiego.org			
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): Feeding San Diego requests support to cover costs to operate its Mobile Pantry distributions in San Marcos. Serving predominantly rural areas, especially in the North and East Counties of San Diego, the Mobile Pantry delivers food to underserved neighborhoods that have a high incidence of poverty and lack consistent access to transportation to reach grocery stores or other sources of fresh, healthy food. Families have access to this farmer's market style distribution at sites across the county twice per month, often paired with nutrition education, CalFresh outreach or other community resources.				
Briefly describe the significance of your request to the San Marcos community: The San Marcos Mobile Pantry serves the most households (up to 500) of all 16 of Feeding San Diego's Mobile Pantry distributions that take place across the county. The sheer number of households served per distribution day, exemplifies the great need for hunger relief resources in San Marcos. The program serves a diverse demographic from seniors and households with children to migrant agricultural workers and individuals.				
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 month period after funds have been provided Date by which funds will be expended: 12 months after funding has been provided	
Signature of President or Authorized Officer  Name, Title			Date 12/28/16	
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): mgordon@san-marcos.net				

**About Feeding San Diego:**

Feeding San Diego is committed to a culture of responsibility and dignity and to leading the local community in the fight against hunger by efficiently providing access to food and nutritious meals. Feeding San Diego builds local and national partnerships with purpose. Founded in 2007, the organization provided three million meals its first year with two employees, one parking lot for food distributions and no truck or forklift. Today, it is the leading hunger-relief organization in the county, offering no-cost, comprehensive hunger relief to 63,000 adults, children and seniors *each week*. Through innovative programs and collaborative partnerships with more than 225 distribution partners, including food pantries, soup kitchens and schools, the organization provided 21.2 million meals in the last year.

The Need:

One in eight San Diegans struggle with hunger, one in five are children. Many individuals and families rely on Feeding San Diego regularly for their dietary needs, even with the presence of a working member in their household. Additionally, 58 percent of the more than 490,000 clients served annually have income less than \$1,000 a month and seek help due to difficult decisions they are making between buying food and paying for other vital needs like medicine, shelter, utilities, transportation and education. To cope, the vast majority of those who access Feeding San Diego's services have had to resort to choosing cheap, unhealthy food items as a way to stretch grocery dollars.

Countless studies confirm that a diet regularly lacking nutrient-dense food is a risk factor for rising obesity, diabetes and heart disease and can negatively affect physical and cognitive development, especially amongst vulnerable children. Many affected by hunger markedly struggle with poor health, illness and medical disorders, which presents a substantial financial challenge, and often creates a cyclical struggle of choosing between paying for nutritious foods and medical care.

San Diego County's remote areas disproportionately struggle with health risks because low-income rates are high, access to healthy food is low and there is a lack of transportation to access nutritious food sources like full service grocery stores or hunger relief agencies. Further, San Diego County has one of the nation's lowest participation rates for CalFresh (SNAP) that exists to provide millions of additional meals and economic activity in the region (Hunger Gap, Feeding America 2016).

The Solution:

Mobile Pantry program's goal is improved health and food security for at-risk households residing in rural areas of San Diego County. As the only program of its kind in the county, Mobile Pantry removes access barriers by meeting people where they live to provide a client choice, farmer's market style distribution that promotes empowerment and self-sufficiency.

The program brings consistent and comprehensive hunger-relief to residents struggling with hunger in north and east San Diego County food deserts where there are high incidences of poverty, no mass transit or low access to other means of transport, and low levels of emergency food assistance. Distributions take place on a bi-weekly basis at 16 designated sites located in Alpine, Bonsall; Borrego Springs; Boulevard; Campo; Descanso; Fallbrook; Guatay; Jacumba; Julian; Oceanside; Pauma; Potrero; **San Marcos**; Shelter Valley; Vista.

During fiscal year 2016-17, Mobile Pantry will serve more than 1.1 million duplicated households, including adults, children, seniors, military and migrant farm workers, during its 384 planned distributions for the fiscal year. Food distributions are set up in a client choice farmer's market style and will be paired with nutrition education to reinforce healthy eating habits and CalFresh outreach and advocacy to provide families with the means to achieve long-term food security.

Mobile Pantry Objectives:

1. Feeding San Diego will provide an average of 180 households per distribution, per each of the 16 sites, with 22 pounds of fresh produce and healthy shelf-stable items, on a bi-monthly basis, for an annual total of 1,520,640 pounds (1,267,200 meals).
2. Nutrition education interns will conduct a minimum of 2 nutrition demonstrations at each of the 16 sites.
3. CalFresh interns will conduct an average of one outreach visit per distribution site, prescreening clients for eligibility and providing application assistance.

San Marcos Mobile Pantry Site:

Twice each month, Feeding San Diego's Mobile Pantry rolls into rural, northeast San Marcos to provide residents with 22 pounds of healthy shelf-stable food and fresh produce per household, per distribution. North County Health Services, the host partner for this distribution, is integral to ensuring a smooth operation. It provides an average of 15 volunteers to facilitate each distribution, helping with everything from setting up and breaking down to pre-packing individual food totes, serving clients, answering questions, troubleshooting and ensuring an overall welcoming and dignified experience for each client served.

The San Marcos Mobile Pantry is unique because it serves the most clients (500 households per distribution) of all 16 of Feeding San Diego's Mobile Pantry distribution locations and a significant number of clients are agricultural migrant workers from the nearby farms and plant nurseries.

A study by the National Latino Research Center found that North County agricultural workers' greatest needs were access to healthcare, housing and healthy food. As a result, North County Health Services helped implement an innovative "expedited pickup" practice in which representatives from the agricultural sites come to the distribution with a roster of workers requesting assistance, and then collect and distribute pre-packaged food totes for each of the workers at their site. Approximately 30 percent of the total households served through the San Marcos Mobile Pantry receive food through this practice.

The remaining 70 percent of clients served through the San Marcos Mobile Pantry are individuals, households with children and seniors who are food insecure. The sheer number of clients being served through this program exemplifies the great need by those struggling with hunger in San Marcos.

Feeding San Diego is requesting \$7,000 in support from the San Marcos Community Foundation to help cover the \$14,125 cost to operate its San Marcos Mobile Pantry program twice per month, over a 12-month period. This grant would support one of two monthly distributions benefiting residents of San Marcos through the Mobile Pantry program for a 12-month period.

Partnerships:

As central, familiar and trusted resources in the community, Mobile Pantry host sites are critical to program outreach and success. These partners include community health centers, churches, libraries and a town hall. To raise awareness of the Mobile Pantry, partners disseminate flyers and other collateral at their distribution sites and other venues within their community i.e. post offices, recreation centers and libraries. Word of mouth in these rural communities is also a common means of alerting area households about the program and its benefits.

Measuring Effectiveness:

Program effectiveness is measured by client surveys, bi-annual site visits and regular contact between staff and site volunteers. Such interactions provide management with a clear understanding of site needs, progress and overall lessons learned. Surveys assessing the program's impact on clients' food security, eating behaviors and basic nutrition knowledge are distributed and analyzed each fall and spring. CalFresh outreach and application assistance outcomes are tracked. The data from each of these methods is instrumental in leadership's future program planning and enhancements. The information is also shared along with client testimonials, photos, feedback and children's artwork to funders and key organizational stakeholders.

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

FEEDING SAN DIEGO

MOBILE PANTRY BUDGET 2016-17

EXPENSES

Direct Payroll Expense – Director of Programs (.05 FTE = \$3,883.20) + Program Manager 1 (.10 FTE = \$4,608) + Program Manager 2 (.10 FTE = \$4,382.40) + Programs Coordinator (.15 FTE = \$2,852) + Benefits (28% of Salaries = \$5,042.02) = \$23,049.22	\$ 23,049.22
Indirect Payroll Expense – Includes salaries and benefits for supporting Administration, Finance, HR, Development, Marketing, Operations, Food Sourcing, Volunteer Mgmt., Facilities, Distribution and Inventory teams	\$ 56,990.58
Food Costs – Represents procurement costs and handling of 1.5 million pounds of food for the Mobile Pantry program with an annual objective to distribute 70% produce and 30% donated shelf-stable items.	\$ 76,176.00
Administration – Represents accounting, computer, postage and printing expenses related to the program	\$ 4,481.83
Occupancy – Insurance, utilities, and pro-rated rent	\$ 36,045.13
Operations & Warehouse – Equipment rental and expenses, warehouse supplies, the cost to operate and insure vehicles for the program,	\$ 23,487.62
Programs – Agency capacity and program supplies	\$ 318.58
Fundraising Expenses	\$ -
Marketing & Communications	\$ -
Miscellaneous – Dues, subs & pubs, taxes & licenses, mileage reimbursement and travel expenses	\$ 6,418.42
Total budget for this PROJECT:	<u>\$ 226,967.38</u>

Grant Request Amount: \$ 7,000

This amount represents the cost for one of two distributions held per month at the San Marcos site over a 12-month period. (Calculation: \$226,967.38/16 sites = \$14,185.46/2 distributions per site = \$7,092.73)

Is this a challenge grant? No

Could it be? Feeding San Diego welcomes the opportunity to leverage support for Mobile Pantry. Well experienced in raising funds through challenge grant opportunities, in the past two years alone the organization has leveraged more than \$200,000 in additional grants and recognizes the value this approach accords in its fundraising success. Feeding San Diego has learned that the best practice to meet its program's budget need is a grant award that combines a base amount to help sustain the program along with a smaller portion contingent upon a match grant or individual contribution, or optimally, two separate grant awards. Further, the grantor's agreement to allow the organization to match the grant with as few as one source, thereby, keeping any administrative burden at minimum.

Please list any other funding sources for this project.

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

\$ 2,000	Elevate Foundation	**C
\$ 15,000	SDG&E	**C
\$ 7,500	TJX Foundation	**C
\$ 10,000	Dr. Scholl Foundation	**P
\$ 40,000	(16) Walmart Local Store Grants	**P



We're here for you.

21 December 2016

To whom it may concern:

North County Health Services supports Feeding San Diego's outstanding efforts and commitment to provide hunger-relief services to the North County area for individuals, families, children and seniors struggling with hunger through the organization's Mobile Pantry Program that takes place in San Marcos.

North County Health Services has been a partner agency of Feeding San Diego since 2011. Twice each month we partner together to serve 500 households in San Marcos struggling with hunger through the Mobile Pantry program.

North County Health Services' mission is to improve the health status of our diverse communities by providing quality healthcare that is comprehensive, affordable, and culturally sensitive. However, through the partnership with Feeding San Diego, we ensure not only quality healthcare, but also quality access to nutrition.

The support of the San Marcos Community Foundation to sustain this important program will mean a great deal for the people of San Marcos struggling with food insecurity. Thank you for your commitment to serve the citizens of San Marcos and thank you for considering Feeding San Diego's request for funding support of the San Marcos Mobile Pantry program.

Sincerely,

Luzmam Vigil
Community Engagement Project Manager
luzmam.vigil@nchs-health.org
760-736-8745

Corporate Offices

150 Valpreda Road
San Marcos, CA 92069
T (760) 736-6700
F (760) 736-6753

Irma Cota, MPH - President & CEO

Health Centers Contact

T (760) 736-6767
F (760) 736-6714

NCHS Carlsbad Health Center

1295 Carlsbad Village Drive
Carlsbad, CA 92008

NCHS Encinitas Health Center

1130 Second Street
Encinitas, CA 92024

NCHS Grand Ave Health Center

727 W. San Marcos Blvd., Suite 112
San Marcos, CA 92078

NCHS La Mision Health Center

3220 Mission Avenue, Unit 1
Oceanside, CA 92058

NCHS Mission Mesa Dental

2216 S. El Camino Real, Suites 121-122
Oceanside, CA 92054

NCHS Mission Mesa Pediatric Health Center

2210 Mesa Drive, Suite 300
Oceanside, CA 92054

NCHS Mission Mesa Women's Health Center

2210 Mesa Drive, Suite 5
Oceanside, CA 92054

NCHS Mission Mesa Women's Health Center (Satellite)

161 Thunder Drive, Suite 210
Vista, CA 92083

NCHS Oceanside Health Center (Loma Alta)

605 Crouch Street
Oceanside, CA 92054

NCHS Perris Health Center

1675 N Perris Blvd.
Perris, CA 92571

NCHS Ramona Health Center

217 E. Earham Road
Ramona, CA 92065

NCHS San Marcos Health Center

150 Valpreda Road
San Marcos, CA 92069

WIC

T (888) 477-6333

Community Case Management

T (800) 347-7604



www.nchs-health.org

a california *health*.center

MISSION: To improve the health status of our diverse communities by providing quality healthcare that is comprehensive, affordable, and culturally sensitive.

FEEDING SAN DIEGO
TOTAL ORGANIZATION BUDGET
Fiscal Year 2016-2017



	July	August	September	October	November	December	January	February	March	April	May	June	FY 2016
	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
REVENUE													
Donations													
Individual Donations	\$ 51,129	\$ 41,172	\$ 144,630	\$ 310,840	\$ 210,981	\$ 437,841	\$ 25,171	\$ 33,540	\$ 72,679	\$ 52,395	\$ 76,161	\$ 54,866	\$ 1,511,406
Foundations	16,789	29,824	22,682	58,108	64,841	214,081	5,527	27,564	26,057	17,255	16,423	16,045	515,195
Foundations - Aqualia	750,000	-	750,000	59,550	-	-	-	-	750,000	-	750,000	-	3,059,500
Corporations	73,713	242,318	62,683	143,669	102,010	194,360	168,190	123,205	56,059	47,152	186,187	380,591	1,780,138
Community Groups/Local Government	1,382	227,293	1,353	3,217	1,358	12,014	117,491	4,657	14,893	8,410	8,692	124,041	524,800
Total Donations	893,013	315,608	981,347	515,834	379,190	858,297	201,378	188,967	919,687	125,211	1,037,463	460,544	6,936,039
Government	45,171	22,006	23,012	29,983	22,108	21,979	26,788	28,967	31,549	28,789	30,306	55,429	366,087
Program Revenue	10,500	10,500	15,000	10,500	10,500	15,000	10,500	10,500	15,000	10,500	10,500	15,000	144,000
Other Income	300	300	525	300	300	525	300	300	525	300	300	525	4,500
TOTAL REVENUE	948,984	348,414	1,019,884	556,617	412,098	895,801	238,966	228,734	966,761	164,800	1,078,569	531,498	7,450,626
OPERATING EXPENSES													
Payroll Expense	218,056	224,861	227,089	234,820	233,720	233,720	245,184	241,854	231,854	232,954	231,854	231,854	2,787,818
Food Purchases	122,076	101,797	104,592	111,024	103,460	103,336	107,955	110,048	112,528	110,027	111,334	132,884	1,331,060
Administration	13,951	12,254	19,358	22,016	12,099	20,726	13,581	15,129	20,139	12,936	18,451	13,364	194,002
Occupancy	66,374	66,039	65,998	65,579	66,039	65,579	67,644	67,309	67,268	66,849	67,309	66,849	798,836
Operations and Warehouse	50,309	41,183	41,309	43,045	38,411	39,593	44,009	38,563	39,663	41,186	38,081	39,463	494,809
Programs	27,745	15,173	52,640	33,542	24,512	24,190	35,539	36,848	42,125	47,044	44,408	44,707	428,472
Fundraising Expenses	14,316	14,366	31,216	48,366	21,216	23,216	11,216	14,366	23,316	79,366	14,216	10,216	305,392
Marketing & Communications	9,405	11,340	18,670	14,270	20,570	109,270	8,570	1,920	170	10,750	55	70	255,060
Miscellaneous	26,340	30,790	13,031	22,071	11,478	16,605	12,738	12,615	18,242	15,644	21,493	16,052	217,096
TOTAL OPERATING EXPENSES	548,571	517,801	573,902	594,732	531,504	636,234	546,435	538,650	555,304	616,755	547,200	555,458	6,812,545
RESULTS FROM OPERATIONS	400,413	(169,387)	445,982	(38,114)	(119,406)	259,567	(307,468)	(309,917)	411,458	(451,955)	531,369	(23,961)	638,081
NON-OPERATING EXPENSES													
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NON-OPERATING EXPENSES	-	-	-	-	-	-	-	-	-	-	-	-	-
EXCESS OF REVENUE OVER EXPENSES	\$ 400,413	\$ (169,387)	\$ 445,982	\$ (38,114)	\$ (119,406)	\$ 259,567	\$ (307,468)	\$ (309,917)	\$ 411,458	\$ (451,955)	\$ 531,369	\$ (23,961)	\$ 638,081

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248574154
Mar. 02, 2011 LTR 4168C E0
26-0457477 000000 00

00021616
BODC: TE

FEEDING AMERICA SAN DIEGO
% GARY J MCDONALD
9455 WAPLES ST STE 135
SAN DIEGO CA 92121-3916

29

Employer Identification Number: 26-0457477
Person to Contact: MS.KEELING
Toll Free Telephone Number: 1-877-829-5500

Dear TAXPAYER:

This is in response to your Feb. 18, 2011, 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 AUGUST 2007.

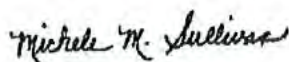
Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

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 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.

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

Sincerely yours,



Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I



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

In reply refer to
755:G :EU

December 17, 2007

SECOND HARVEST FOOD BANK FOR SAN DIEGO
10032 WILDLIFE RD
SAN DIEGO CA 92131-1438

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: June 30
Organization Number : 2999082

We determined you are exempt from California franchise or income tax under the California Revenue and Taxation Code section shown above.

To retain exempt status, organizations are required to be organized and operating for nonprofit purposes within the provisions of the above section. An inactive organization is not entitled to exemption.

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).

For the organization's filing requirements, read enclosed Pub. 1068, Exempt Organizations - Requirements for Filing Returns and Paying Filing Fees. You may download the publication at www.ftb.ca.gov.

December 17, 2007
SECOND HARVEST FOOD BANK FOR SAN DIEGO
ENTITY ID : 2999082
Page 2

Note: This exemption is for state franchise or income tax purposes only. For information regarding sales tax exemption, contact the Board of Equalization at (800) 400-7115 or website www.boe.ca.gov.

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.

E ULCH
EXEMPT ORGANIZATIONS
BUSINESS ENTITIES SECTION
TELEPHONE (916) 845-4173
FAX NUMBER (916) 843-0188

EO :
CC : MCDERMOTT WILL & EMERY



Formerly "Feeding America San Diego"

**Feeding San Diego
Board of Directors
Fiscal Year 2016 – 2017**

Gwendolyn Sontheim

Board Chair; Executive Committee Chair; Compensation Committee; Finance Committee, Development & Marketing Committee, Governance Committee

Joined Feeding San Diego Board in July 2007

Aqualia Foundation - Director

Rancho Santa Fe, CA

Gwendolyn Sontheim's extensive expertise as a philanthropist and Director of the Aqualia Foundation enables FSD to leverage significant financial support not only from Aqualia but also from many other corporate and foundation partners throughout the region, the state and the nation. Her creative and tireless approach to fund development helps FSD hone its fundraising efforts and ensures outstanding stewardship of donors and resources.

Sandy McDonough

Vice Chair; Executive Committee; Compensation Committee Chair, Audit Committee

Joined Feeding San Diego Board in March 2013

Paul, Plevin Sullivan, & Connaughton LLP - Partner

San Diego, CA

Sandy McDonough specializes in representing employers in all aspects of employment litigation, including union matters, wrongful termination, harassment, discrimination and class action suits. Ms. McDonough is currently an adjunct professor of the Pre-Trial Advocacy class at USC Law School and teaches masters-level students the legal aspects of human resources management at Webster University. She holds a Bachelors of Art from the University of California, San Diego and a J.D. from the University of Southern California Law School.

Larry Sly

Secretary; Executive Committee; Finance Committee, Governance Committee, Compensation Committee

Joined Feeding San Diego Board in July 2007

Food Bank of Contra Costa and Solano – Executive Director

Concord, CA

Larry Sly's expertise as the Executive Director of the Food Bank of Contra Costa and Solano offers FSD invaluable guidance in the management of all aspects of the organization's operations. During FSD's executive leadership transition in 2010, he also stepped in and served as the Interim Executive Director.

Tom Taylor

Treasurer; Executive Committee; Finance Committee Chair, Development & Marketing Committee

Joined Feeding San Diego Board in March 2014

Thomas J. Taylor Construction, Inc. – President

La Mesa and San Diego, CA

Tom Taylor's expertise as president of Thomas J. Taylor Construction, Inc., and CPA helps FSD to continue in strategic planning and efficiently utilize its financial resources. His passionate commitment to FSD continues to bring many friends and business associates into the organization.

Rochelle Bioteau

Development & Marketing Committee

Joined Feeding San Diego Board in July 2016

Squires, Sherman & Bioteau – Partner

San Diego, CA

As an established San Diego attorney and former restaurateur, Rochelle Bioteau brings unparalleled connections and relationships to FSD. Her expertise in the food industry and corporate community has already helped FSD raise funds and awareness.



Formerly "Feeding America San Diego"

**Feeding San Diego
Board of Directors
Fiscal Year 2016 – 2017**

Eugene Chen

Development & Marketing Committee

Joined Feeding San Diego Board in July 2016

Medenovo LLC & CWC Healthtech Advisors – Venture Capitalist & Entrepreneur

Eugene Chen is an entrepreneur and venture capitalist focused on healthcare. His business acumen and affinity for excellence in fund development, strategic planning and organization culture are an integral component to FSD's ongoing commitment to organizational growth.

Susan Drescher-Mulzet

Development & Marketing Committee

Joined Feeding San Diego Board in January 2015

Community Activist

San Diego, CA & Paradise Valley, AZ

Susan Drescher-Mulzet brings multiple areas of talent to FSD. Her extensive connections to the philanthropic community help to leverage additional financial support and introduce new donors to the organization. Her knowledge from her career practicing law supports FSD's ongoing endeavors and commitments to the community.

Kevin Limbach

Development & Marketing Committee Chair

Joined Feeding San Diego Board in July 2015

TaylorMade Golf Company – Vice President, Operations

Kevin Limbach holds extensive experience in operations. As an active practitioner and proponent of lean thinking, his expertise is important to FSD continuing its work in operational excellence and waste reduction.

Jodi Smith

Audit Committee Chair, Finance Committee

Joined Feeding San Diego Board in October 2010

Ernst & Young LLP – Partner

San Diego, CA

Jodi Smith's expertise in accounting and auditing procedures helps FSD maintain transparent financial processes and conscientious oversight of resources. Jodi brings excellent connections to San Diego's corporate community, including biotech and technology.

Shelby Speas

Programs & Public Policy Committee Chair; Development & Marketing Committee

Joined Feeding San Diego Board in July 2015

GTA Consulting – Founding Partner

San Diego, CA

Shelby Speas' experience in healthcare connects to FSD's nutrition and health-driven initiatives. Shelby is able to build new relationships and funding collaborations to continue to drive programmatic and operational success.

SMCF Resolution No 2017-01

**A RESOLUTION OF THE SAN MARCOS COMMUNITY FOUNDATION
BOARD OF DIRECTORS AUTHORIZING THE AWARD OF GRANT
MONIES TO CERTAIN NON-PROFIT ORGANIZATION APPLICANTS**

-- WINTER QUARTER 2017--

WHEREAS, the San Marcos Community Foundation Board of Directors is authorized, pursuant to its adopted articles and bylaws, to entertain proposals for non-profit activities from qualified public and charitable groups; and

WHEREAS, a total of five (5) proposals were received by the Foundation prior to the submittal deadline established for the 2017 Winter quarter; and

WHEREAS, the Board of Directors did, at its quarterly meeting on November 21, 2017, consider such proposals and oral arguments pertaining to such proposals in a public meeting duly advertised and held in the manner required by law.

NOW, THEREFORE, BE IT RESOLVED, that the San Marcos Community Foundation Board of Directors does hereby authorize funding of the following grant proposals in the amounts specified:

<u>REQUESTING ORGANIZATION</u>	<u>GRANT AWARD</u>
Partnerships with Industry	\$0
Just in Time for Foster Youth	\$3,126.00
Wounded Warrior Homes	\$0
EMS – Employment Means Success	\$3,658.00
Feeding San Diego	\$2,825.00

BE IT FURTHER RESOLVED, that actual award of the above grants shall be contingent upon satisfactory compliance with all preconditions to funding specified.

BE IT FURTHER RESOLVED, that the Board's decision is based upon its determination that the above-referenced requests meet applicable legal requirements for funding as a non-profit activity and conform to Foundation policies pertaining to grant awards.

PASSED AND ADOPTED by the San Marcos Community Foundation Board of Directors, at a regular meeting thereof, this 21st day of November, 2017, by the following roll call vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

APPROVED:

Colleen Lukoff, President

ATTEST:

Michael Gordon, Secretary

I certify that the foregoing Resolution was duly adopted by the San Marcos Community Foundation Board of Directors on November 21, 2017.

SAN MARCOS COMMUNITY FOUNDATION
Grant Award History FY2016-2017

Organization	Type	Award	Date	Name of Project	Summary of Project
Luminary Arts Corporation	Mini	\$1,500.00	8/10/2016	Elementary Arts Education Classroom Instruction	To provide elementary arts education classroom instruction program at three San Marcos elementary schools. Serves 2,100 San Marcos residents.
Riding Emphasizing Individual Needs & Strengths (REINS)	Mini	\$500.00	8/10/2016	Therapeutic Horsemanship Program	To provide a scholarship for a student to ride in the Therapeutic Horsemanship Program. Serves 1 San Marcos resident.
Rancho Santa Fe Foundation	Regular	\$2,800.00	8/16/2016	North County Senior Connections	To help fund the North County Senior Connections program to provide access to food for vulnerable seniors. May serve up to 1,327 San Marcos residents.
North County Health Services	Regular	\$4,700.00	8/16/2016	ECG Machine	To purchase a new electrocardiograph (ECG) machine at its San Marcos Health Center. Serves 13,521 San Marcos residents.
Cal State University San Marcos Foundation	Regular	\$2,500.00	8/16/2016	The Alliance to Accelerate Excellence in Education at CSUSM: Roadshows and Coaching Cadres	To offer college readiness assemblies to 8th grade students and train current CSUSM students to support graduating San Marcos high school seniors transitioning to college. Serves 2,900 San Marcos residents
San Marcos Historical Society	Mini	\$894.00	10/13/2016	Ongoing Preservation Initiative	To purchase collection management software and training CDs. The group serves over 1,000 San Marcos residents.
Mission Hills Link Crew (San Marcos Unified School District as the fiscal sponsor)	Mini	\$1,500.00	11/9/2016	Mission Hills Link Crew	To purchase 150 t-shirts for the Mission Hills High School Link Crew. Serves 150 San Marcos residents.
Palomar Health Foundation	Regular	\$1,000.00	11/15/2016	Forensic Health Services	To fund the training of staff to become facilitators and educate the community on preventing, identifying, and reporting child abuse. Serves 58 San Marcos residents.
Alzheimer's San Diego	Regular	\$5,000.00	11/15/2016	Addressing Alzheimer's and Dementia within the San Marcos community	To fund the Safety and Independence Workshop to address Alzheimer's and dementia within the San Marcos community. Serves 835 San Marcos residents.

Restorative Justice Mediation Program	Regular	\$5,000.00	11/15/2016	Teacher training in restorative practices	To train 20 teachers and administrators in San Marcos schools in restorative disciplinary practices. May serve over 1,000 San Marcos students.
The Arc of San Diego -- North County	Mini	\$750.00	2/8/2017	Wheelchair accessible picnic tables	To purchase one wheelchair accessible picnic table. Serves 30 San Marcos residents.
Total Grants Awarded FY16-17		\$26,144.00			

**MINUTES
SAN MARCOS COMMUNITY FOUNDATION
COUNCIL CHAMBER
1 CIVIC CENTER DRIVE
SAN MARCOS, CA 92069**

NOVEMBER 15, 2016 MEETING

CALL TO ORDER: BOARD PRESIDENT LUKOFF called the meeting to order at 6:01 PM.

ROLL CALL:

PRESENT: BOARD MEMBERS: BURTON, CONFREY, LUKOFF, MONAHAN, WASCO,
WILLIAMS

ABSENT: BOARD MEMBERS: NUTTALL

ALSO PRESENT: Board Secretary Michael Gordon and Office Specialist Sandra Gallegos

1. PRESIDENT'S REPORT

- 2-1-1 San Diego Update:
The report for July to September 2016 was reviewed. Basic needs (housing/shelter, utilities, food, material goods, and transportation) were the top needs this quarter.
- Future Events with Grant Awardees:
Board members discussed having an annual event for grantees to network and to promote the foundation and potentially recruit new board members.
- Other Updates of Note to the Board:
President Lukoff stated she continues to attend the San Diego Grantmakers Military Family Working Group meetings. Vice President Williams stated she joined the San Diego Grantmakers Food Funders and tomorrow she is attending a meeting of the Transition Age Youth Funders.

President Lukoff indicated that she would like to invite Vanessa Wood to join the Advisory Board. Mrs. Wood and her husband founded an organization called Fan of the Feather which provides transitional housing for homeless veterans. The organization recently closed. The board members discussed ways of bringing in new board members that represent the diversity of the community.

2. FUND STATEMENT - Noted and filed

3. 2015 IRS 990 FORM SUBMISSION

VICE PRESIDENT WILLIAMS MOVED TO APPROVE THE 2015 IRS 990 FORM SUBMISSION. BOARDMEMBER MONAHAN SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.

4. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION

Board member Monahan reported the Grant Funding Committee awarded a mini grant in the amount of \$894 to San Marcos Historical Society to purchase collection management software and training CDs and a \$1,500 mini grant to San Marcos Unified School District Mission Hills High School to Link Crew program to purchase t-shirts. The program helps freshman students acclimate more easily to the high school system.

President Lukoff and Board members Monahan and Confrey reviewed the requests for regular grants.

BOARD MEMBER WASCO MOVED TO APPROVE RESOLUTION NO. 2016-10 – APPROVING FUNDING FOR PALOMAR HEALTH FOUNDATION IN THE AMOUNT OF \$1,000.00, ALZHEIMER’S SAN DIEGO IN THE AMOUNT OF \$5,000.00, AND RESTORATIVE JUSTICE MEDIATION PROGRAM IN THE AMOUNT OF \$5,000.00. BOARD MEMBER BURTON SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.

OLD BUSINESS

5. PROMOTIONAL AND FUNDRAISING ACTIVITIES/IDEAS

Board Member Monahan stated that the table cover and the banner will be ready in the next two weeks. She was able to get photos of families from the City’s stock to put on the banner. The Board members talked about getting a vendor space at the Santa's Village event next month to promote the foundation.

CONSENT CALENDAR

BOARD VICE PRESIDENT WILLIAMS MOVED TO APPROVE THE CONSENT CALENDAR. BOARD MEMBER BURTON SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.

6. WAIVER OF TEXT – Waived

7. APPROVAL OF MINUTES SMCF Board Meeting August 16, 2016 – Approved

8. ORAL COMMUNICATIONS - None

ITEMS FOR THE GOOD OF THE ORDER

9. MISCELLANEOUS

- (a) Board Secretary Gordon reminded the Board members that are nearing the end of their term that if they are interested in reapplying, applications are due December 16th.
- (b) Selection of next quarter's Grant Funding Committee – Vice President Williams is the next Chair of the Grant Funding Committee. Other members will be Board members Monahan and Nuttall. Board member Burton is first alternate and Board member Confrey is second alternate.

President Lukoff thanked Board member Wasco for his service on the Board.

10. ADJOURNMENT

BOARD MEMBER BURTON MOVED TO ADJOURN THE MEETING, SECONDED BY BOARD MEMBER WASCO. MOTION PASSED BY UNANIMOUS VOICE VOTE.

Meeting adjourned at 7:11 pm.

COLLEEN LUKOFF, PRESIDENT
SAN MARCOS COMMUNITY FOUNDATION

ATTEST:

MICHAEL GORDON, BOARD SECRETARY
CITY OF SAN MARCOS