

# Agenda

## MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION

TUESDAY, MAY 16, 2017 – 6:00 P.M.

SAN MARCOS COMMUNITY FOUNDATION BOARD MEETING  
COUNCIL CHAMBER/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  
PLEDGE OF ALLEGIANCE  
ROLL CALL

### NEW BUSINESS

#### 1. PRESIDENT'S REPORT

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

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

#### 2. FUND STATEMENT

*Recommendation:* **NOTE & FILE**

#### 3. ADVISORY COMMITTEE MEETING

- Diversity presentation
- 30<sup>th</sup> Anniversary
- Grantee celebration
- Outreach ideas

*Recommendation:* **DISCUSS/CONSIDER/APPROVE SUGGESTIONS**

**4. ELECTION OF OFFICERS**

- (a) Election of the Board President and Vice President

*Recommendation:* **CONSIDER/APPROVE**

**5. REAPPOINTMENT OF CHIEF FINANCIAL OFFICER AND BOARD SECRETARY**

- (a) SMCF Resolution No. 2017-02 extending Policy No. 2004-07 until Spring 2018.

*Recommendation:* **CONSIDER/APPROVE**

**6. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- (a) Spring Quarter Funding Recommendation Worksheet
- (b) Arts and Cultural Grant Funding Recommendation Worksheet
- (c) Regular/Mini Grant Funding History Fiscal Year 2016/2017
- (d) SMCF Resolution No. 2017-03, Spring Quarter Regular Grants; and 2017-04, 2017 Spring Quarter Arts and Cultural Grants

*Recommendation:* **CONSIDER/APPROVE**

**OLD BUSINESS**

**7. PROMOTIONAL AND FUNDRAISING ACTIVITIES/IDEAS**

- Upcoming outreach opportunities

*Recommendation:* **DISCUSS/APPROVE**

**CONSENT CALENDAR**

- 8. 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**

- 9. APPROVAL OF MINUTES** SMCF Board Meeting February 21, 2017.

*Recommendation:* **CONSIDER/APPROVE**

- 10. 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**

**11. MISCELLANEOUS**

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

**12. 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, May 12, 2017 at 5:00 pm.



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Michael Gordon, Recording Secretary – SMCF



# City of San Marcos

Quarter 3 FY 2016-2017

*January 2017 to March 2017*

# Quarter 3 Summary



**788 calls from San  
Marcos clients**



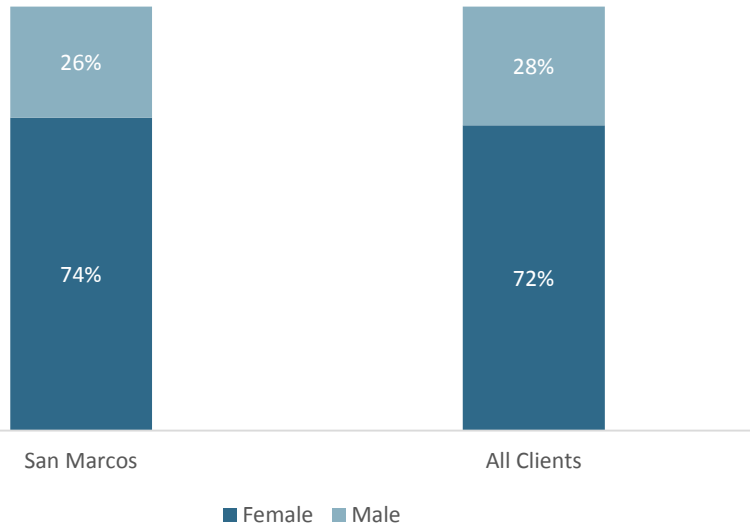
**1,396 needs  
presented**



**1,586 referrals  
provided**

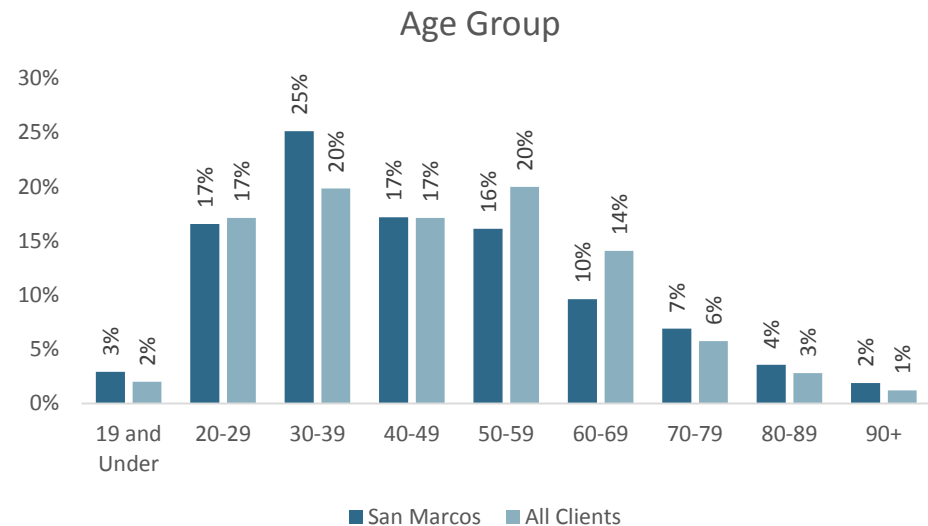
- In Quarter 3, January 2017 to March 2017, 2-1-1 San Diego created 788 cases for clients who resided in San Marcos (zip codes 92069, 92078, 92079, or 92096).
- These clients presented 1,396 needs, which resulted in 1,586 referrals to services to address these needs.

# The majority of San Marcos clients are female

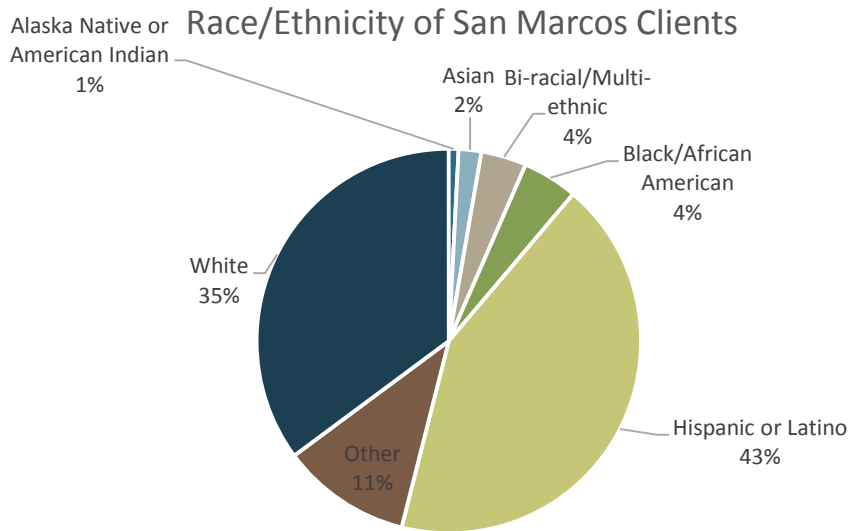


74% of clients who called from San Marcos are **women**, which is higher than the total population of 2-1-1 clients (72%).

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.

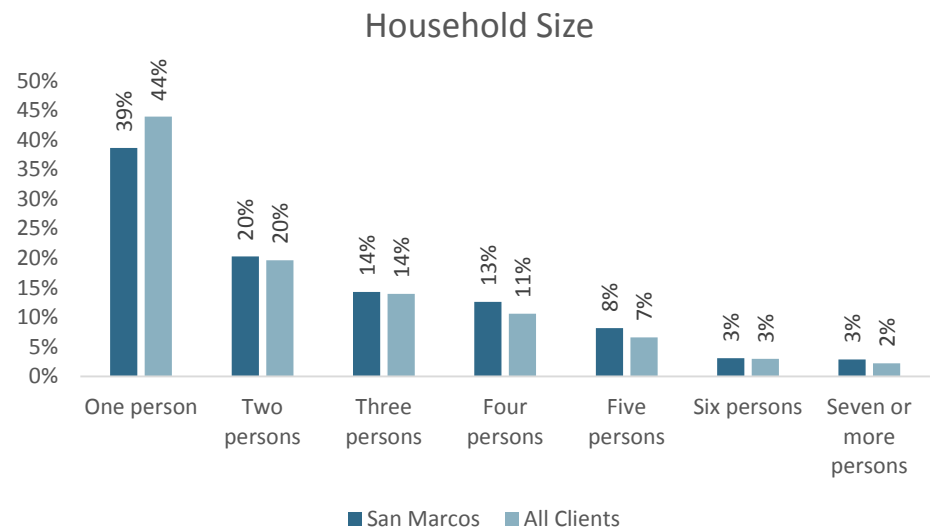


# Nearly half of San Marcos clients are Hispanic or Latino



39% of San Marcos clients reside in **one person households**, which is lower than the total population of 2-1-1 clients (44%). 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.

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 (37%). Additionally, only 5% of the San Marcos clients are Black/African American, which is much lower than the total population of 2-1-1 clients (16%).

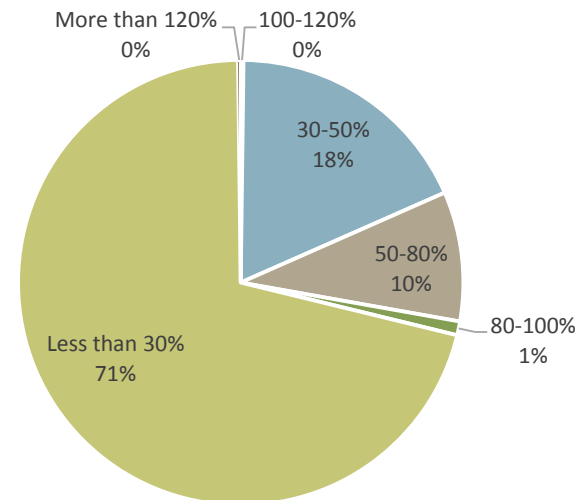


■ San Marcos ■ All Clients

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

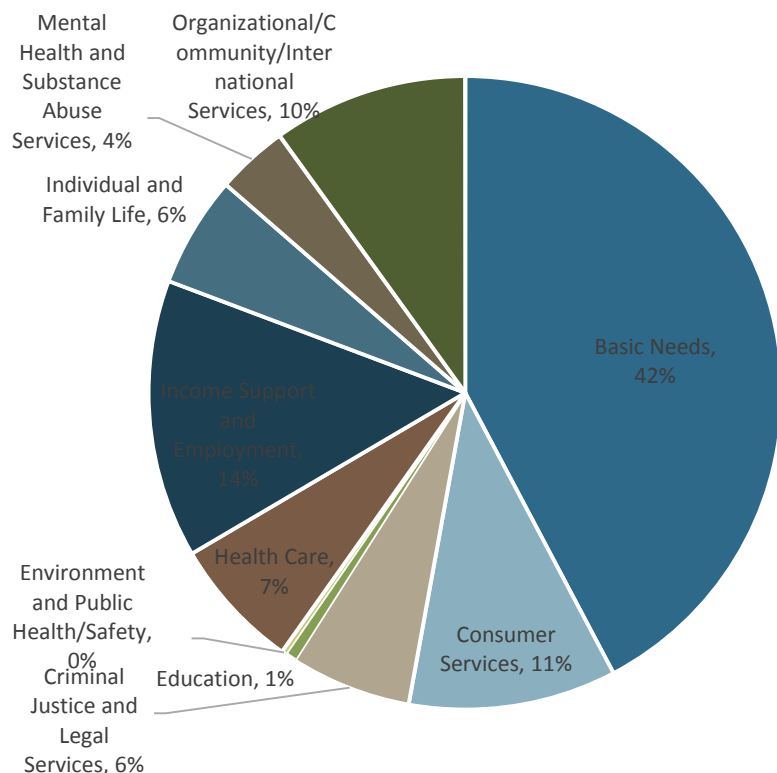
- Of those who disclosed their annual household income, the majority of clients from San Marcos have incomes that place them at less than 30% of the Area Median Income (AMI).
- In total for Quarter 3, there were **649 clients with low to moderate incomes** (under 80% of AMI), or whose referrals indicated they were low income.

Area Median 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
<strong>Basic Needs</strong>	<strong>100%</strong>
Utilities	41%
Housing/Shelter	40%
Food	15%
Transportation	3%
Material Goods	2%
<strong>Income Support and Employment</strong>	<strong>100%</strong>
Public Assistance Programs	81%
Employment	9%
Temporary Financial Assistance	8%
Social Insurance Programs	3%
<strong>Consumer Services</strong>	<strong>100%</strong>
Tax Organizations and Services	84%
Consumer Assistance and Protection	8%
Consumer Regulation	4%
Money Management	3%

# 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	113
In-Person Tax Filing Assistance (VITA) Appointments, MyFreeTaxes	52
California Lifeline Assistance, Assurance Wireless	46
Benefits and Enrollment for CALFresh, Medi-Cal, 2-1-1 San Diego	37
ACCESS Customer Service Center Self Service	36
VITA - Earned Income Tax Credit (EITC) Site, Interfaith Community Services, San Marcos	35
Enrollment and Navigation Services, 2-1-1 San Diego	35
CalFresh (Food Stamps/SNAP), Health and Human Services Agency, County of San Diego, North Inland Family Resource Center	32
Emergency Food Assistance Program (EFAP), Jacobs and Cushman San Diego Food Bank, Palomar Korean Church	29
County of San Diego Housing Resource Directory, Housing and Community Development	26

# YTD Summary

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Calls	684	663	788	--	2,108
Low Income	571	550	649	--	1,747
Needs	1,207	1,256	1,396	--	3,767
Referrals	1,499	1,519	1,586	--	4,492



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DATE: May 5, 2017

DELIVER TO: Laura Rocha, Marina Crandall and Michael Gordon

Email: [lrocha@san-marcos.net](mailto:lrocha@san-marcos.net); [mcrandall@san-marcos.net](mailto:mcrandall@san-marcos.net);  
[mgordon@san-marcos.net](mailto:mgordon@san-marcos.net);

FROM: JCF Finance Department

# OF PAGES: 3, including cover

SUBJECT: *San Marcos Community Foundation (SANM) and  
S.M. Community Found – Now & Forever (SANMA)*

MESSAGE: Fund Activity Reports for April 2017

If you have any questions, please feel free to contact us at [finance@jcfsandiego.org](mailto:finance@jcfsandiego.org).

05/04/2017  
2:25 PM

FIMS - Fund Activity Report

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San Marcos Community Foundation

Beginning Balance: 1,201,594.83

Apply Date	Descr.	Expense/DR	Income/CR
04/30/2017	Interest	0.00	370.92
04/30/2017	Dividends	0.00	673.63
04/30/2017	Realized Gain	0.00	24.38
04/30/2017	UnRealized Gain	0.00	9,166.33
04/30/2017	UnRealized Gain	0.00	9,668.30
04/30/2017	Custodial Fee	53.32	0.00
04/30/2017	Consultant Fee	42.50	0.00
04/30/2017	Foundation Fee	458.32	0.00

554.14

19,903.56

San Marcos Community Foundation

Ending Balance: 1,220,944.25

05/04/2017  
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FIMS - Fund Activity Report

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S.M. Community Found - Now & Forever

Beginning Balance: 4,409.98

Apply Date Descr.	Expense/DR	Income/CR
04/30/2017 Interest	0.00	1.80
04/30/2017 Dividends	0.00	2.60
04/30/2017 Realized Gain	0.00	0.07
04/30/2017 UnRealized Gain	0.00	67.33
04/30/2017 Custodial Fee	0.22	0.00
04/30/2017 Consultant Fee	0.16	0.00
04/30/2017 Foundation Fee	1.68	0.00

2.06

71.80

S.M. Community Found - Now & Forever

Ending Balance: 4,479.72

Jewish Community Foundation of San Diego  
Monthly Pools Summary (Net of Fees)

As of March 31, 2017

	Allocation	Performance(%)								
	Market Value (\$)	Since Inception	1 Month	1 Quarter	Year To Date	Fiscal YTD	1 Year	3 Years	5 Years	Inception Date
<b>Endowment Portfolio</b>	<b>103,584,188</b>	<b>5.4</b>	<b>1.1</b>	<b>5.2</b>	<b>5.2</b>	<b>9.1</b>	<b>10.4</b>	<b>4.0</b>	<b>5.6</b>	<b>7/2008</b>
<i>Endowment Pool Policy Index</i>		<i>4.5</i>	<i>0.7</i>	<i>4.3</i>	<i>4.3</i>	<i>8.5</i>	<i>10.0</i>	<i>2.9</i>	<i>5.3</i>	
<b>Long Term Pool</b>	<b>49,887,157</b>	<b>6.3</b>	<b>0.9</b>	<b>5.2</b>	<b>5.2</b>	<b>8.8</b>	<b>10.6</b>	<b>3.9</b>	<b>5.6</b>	<b>7/2003</b>
<i>Long Term Pool Policy Index</i>		<i>6.0</i>	<i>0.7</i>	<i>4.6</i>	<i>4.6</i>	<i>6.1</i>	<i>8.2</i>	<i>2.6</i>	<i>4.8</i>	
<b>Long Term Index Pool</b>	<b>22,662,729</b>	<b>3.5</b>	<b>0.9</b>	<b>4.9</b>	<b>4.9</b>	<b>8.5</b>	<b>10.4</b>	<b>--</b>	<b>--</b>	<b>7/2014</b>
<i>Index Pool Policy Index</i>		<i>3.3</i>	<i>0.8</i>	<i>4.7</i>	<i>4.7</i>	<i>8.4</i>	<i>10.0</i>	<i>--</i>	<i>--</i>	
<b>Mid Term Pool</b>	<b>34,408,006</b>	<b>4.9</b>	<b>0.2</b>	<b>2.2</b>	<b>2.2</b>	<b>1.7</b>	<b>3.8</b>	<b>2.1</b>	<b>2.8</b>	<b>7/2003</b>
<i>Mid Term Pool Policy Index</i>		<i>4.7</i>	<i>0.3</i>	<i>2.7</i>	<i>2.7</i>	<i>-0.9</i>	<i>1.7</i>	<i>0.3</i>	<i>1.9</i>	
<b>Short Term Pool</b>	<b>33,386,230</b>	<b>1.4</b>	<b>0.0</b>	<b>0.1</b>	<b>0.1</b>	<b>0.3</b>	<b>0.4</b>	<b>0.4</b>	<b>0.3</b>	<b>7/2003</b>
<i>Short Term Pool Policy Index</i>		<i>1.3</i>	<i>0.0</i>	<i>0.1</i>	<i>0.1</i>	<i>0.3</i>	<i>0.4</i>	<i>0.2</i>	<i>0.1</i>	
<b>Total Assets</b>	<b>243,928,311</b>									

Asset Allocation vs. Policy Targets

Endowment Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	57.9%	55.0%	+2.9%
Fixed Income	11.1%	10.0%	+1.1%
Real Assets	5.7%	5.0%	+0.7%
Multi-Strategy	23.8%	30.0%	-6.2%
Cash	1.4%	0.0%	+1.4%

Long Term Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	58.6%	58.5%	+0.1%
Fixed Income	37.9%	38.0%	-0.1%
Real Assets	3.5%	3.5%	0.0%
Multi-Strategy	0.0%	0.0%	0.0%
Cash	0.0%	0.0%	0.0%

Mid Term Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	20.7%	20.0%	+0.7%
Fixed Income	74.1%	75.0%	-0.9%
Real Assets	5.2%	5.0%	+0.2%
Cash	0.0%	0.0%	0.0%

Long Term Index Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	65.1%	65.0%	+0.1%
Fixed Income	34.9%	35.0%	-0.1%
Cash	0.0%	0.0%	0.0%

Short Term Pool			
Asset Class	Actual	Target	Over/Under Target
Cash	100.0%	100.0%	0.0%

# Jewish Community Foundation of San Diego

## Endowment Pool

### Monthly Flash (Net of Fees)

As of March 31, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	103,584,188	100.0	1.1	5.2	5.2	10.4	4.0	5.6	5.9	5.4	7/2008
Endowment Pool Policy Index			0.7	4.3	4.3	10.0	2.9	5.3	5.8	4.5	
CPI + 5%			0.5	2.2	2.2	7.5	6.1	6.3	6.7	6.3	
Total Equity	60,022,140	57.9	1.5	7.5	7.5	15.6	5.9	8.1	7.6	5.6	8/2008
MSCI AC World IMI (Net)			1.2	6.8	6.8	15.4	5.1	8.5	8.0	5.6	
Global Equity	30,264,114	29.2									
Harding Loevner Global Equity (HLMVX)	11,040,916	10.7	1.7	9.6	9.6	16.1	7.5	8.7	8.7	10.4	7/2012
MSCI AC World Index (Net)			1.2	6.9	6.9	15.0	5.1	8.4	7.8	10.2	
Dodge & Cox Global Stock (DODWX)	9,625,062	9.3	1.2	7.7	7.7	27.9	6.1	11.9	9.7	14.2	7/2012
MSCI AC World Index Value (Net)			0.6	4.9	4.9	17.1	3.8	7.8	6.9	9.5	
Walter Scott Global Stock (DGLRX)	9,598,136	9.3	2.0	7.4	7.4	11.3	5.8	8.1	8.2	9.6	7/2012
MSCI AC World Index Growth (Net)			1.8	9.1	9.1	13.0	6.3	8.9	8.7	10.8	
Long/Short Equity	4,556,804	4.4									
Titan Global Equity[CE]	4,556,804	4.4	1.9	3.3	3.3	6.3	1.8	4.8	4.0	5.6	7/2012
HFRI Equity Hedge (Total) Index			0.8	3.8	3.8	11.5	3.0	4.9	4.2	6.2	
Large Cap Equity	9,551,917	9.2									
Wellington (Vanguard) Dividend Growth (VDIGX)	9,551,917	9.2	0.0	5.9	5.9	10.7	8.6	12.0	12.2	13.0	7/2012
S&P 500			0.1	6.1	6.1	17.2	10.4	13.3	12.9	14.7	
SMID Cap Equity	2,811,643	2.7									
William Blair (WSMDX)	2,811,643	2.7	2.0	8.9	8.9	19.6	9.3	13.4	13.6	12.8	7/2013
Russell 2500 Growth Index			0.7	6.3	6.3	19.8	7.2	12.2	13.1	11.7	
Russell 2500 Index			-0.1	3.8	3.8	21.5	7.4	12.6	12.7	11.5	
Small Cap Equity	2,817,121	2.7									
Integrity Small-Cap Value (VSVIX)	2,817,121	2.7	-1.2	1.3	1.3	24.9	7.4	13.2	12.6	15.0	7/2012
Russell 2000 Value Index			-0.8	-0.1	-0.1	29.4	7.6	12.5	11.6	14.0	
Russell 2000 Index			0.1	2.5	2.5	26.2	7.2	12.4	12.3	13.9	
International Developed	4,103,119	4.0									
DFA International Small Company (DFISX)	4,103,119	4.0	2.4	8.4	8.4	14.3	3.0	8.5	8.0	11.3	7/2012
MSCI EAFE Small Cap (Net)			2.0	8.0	8.0	11.0	3.6	9.2	8.3	11.8	
Emerging Markets Equity	5,476,551	5.3									
Touchstone Sands Cptl Emerg Mkts (TSEGX)	2,774,141	2.7	4.7	13.4	13.4	14.0	--	--	--	13.5	6/2016
MSCI Emerging Markets (net)			2.5	11.4	11.4	17.2	1.2	0.8	1.7	21.1	
Wells Fargo Emerging Markets Equity (EQIIX)	2,702,410	2.6	1.6	10.1	10.1	11.9	2.4	--	--	15.9	6/2016
MSCI Emerging Markets (net)			2.5	11.4	11.4	17.2	1.2	0.8	1.7	21.1	
Private Equity	440,872	0.4									
Glouston Capital Partners[CE]	440,872	0.4	0.0	0.0	0.0	0.6	4.7	--	--	10.5	7/2012
Total Fixed Income	11,547,405	11.1	0.1	1.0	1.0	1.9	1.3	2.5	4.0	5.2	7/2008
Blmbg. Barc. Global Aggregate			0.2	1.8	1.8	-1.9	-0.4	0.4	2.0	2.5	
Janus Flexible Bond I (JFLEX)	8,249,507	8.0	-0.1	0.9	0.9	1.4	2.2	2.9	4.0	2.5	7/2012
Blmbg. Barc. U.S. Aggregate			-0.1	0.8	0.8	0.4	2.7	2.3	3.5	2.0	
Dreyfus/Standish Global Fixed Income (SDGIX)	2,885,266	2.8	0.6	1.3	1.3	2.1	3.0	3.7	4.0	2.2	7/2015
Blmbg. Barc. Global Aggregate Index (Hedged)			0.0	0.4	0.4	1.1	3.6	3.4	3.8	3.3	
Golub Capital[CE]	412,632	0.4	0.0	0.0	0.0	--	--	--	--	3.2	7/2016
Total Real Asset	5,919,031	5.7	0.0	3.1	3.1	10.9	-6.4	-6.6	-1.9	2.0	5/2009
Real Assets Custom Benchmark			-1.2	0.7	0.7	4.6	-2.2	-0.4	1.8	4.6	
Principal Diversified Real Asset (PDRDX)	5,440,954	5.3	0.0	3.4	3.4	8.9	-1.8	1.5	3.9	-1.8	1/2015
Bloomberg Commodity Index Total Return			-2.7	-2.3	-2.3	8.7	-13.9	-9.5	-5.9	-8.3	
Apollo Natural Resources II L.P.[CE]	478,077	0.5	0.0	0.0	0.0	--	--	--	--	31.0	7/2016
Total Multi-Strategy	24,637,344	23.8	1.1	2.7	2.7	3.4	2.9	3.9	3.4	2.2	7/2008
HFRI FOF: Conservative Index			0.3	1.2	1.2	5.3	1.8	3.2	2.6	0.9	
Magnitude International Class A[CE]	19,055,289	18.4	1.2	2.7	2.7	1.8	3.9	4.4	4.9	4.6	9/2012
BlackRock Tempus	5,582,055	5.4	0.8	2.6	2.6	7.7	1.0	4.1	--	4.0	9/2012
Cash	1,458,268	1.4	--	--	--	--	--	--	--	--	9/1996

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Shaded data represents performance prior to inception
- Inception date represents the first full month of performance
- Performance and market value estimates denoted with {CE} (current estimate)
- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 10% Barclays Global Aggregate Index, 30% HFRI FOF: Conservative Index, 55% MSCI AC World IMI Index and 5% Real Assets Custom Benchmark

# Jewish Community Foundation of San Diego

## Long Term Pool

### Monthly Flash (Net of Fees)

As of March 31, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	49,887,157	100.0	0.9	5.2	5.2	10.6	3.9	5.6	5.9	6.3	7/2003
Long Term Pool Policy Index			0.7	4.6	4.6	8.2	2.6	4.8	5.5	6.0	
CPI + 5%			0.5	2.2	2.2	7.5	6.1	6.3	6.7	7.2	
Total Equity	29,234,480	58.6	1.4	7.9	7.9	16.3	6.2	8.4	7.7	7.1	8/2003
MSCI AC World IMI (Net)			1.2	6.8	6.8	15.4	5.1	8.5	8.0	8.1	
Global Equity	16,065,162	32.2									
Harding Loevner Global Equity (HLMVX)	5,869,707	11.8	1.7	9.6	9.6	16.1	7.5	8.7	8.7	10.4	7/2012
MSCI AC World Index (Net)			1.2	6.9	6.9	15.0	5.1	8.4	7.8	10.2	
Dodge & Cox Global Stock (DODWX)	5,104,910	10.2	1.2	7.7	7.7	27.9	6.1	11.9	9.7	14.2	7/2012
MSCI AC World Index Value (Net)			0.6	4.9	4.9	17.1	3.8	7.8	6.9	9.5	
Walter Scott Global Stock (DGLRX)	5,090,545	10.2	2.0	7.4	7.4	11.4	5.8	8.1	8.2	9.6	7/2012
MSCI AC World Index Growth (Net)			1.8	9.1	9.1	13.0	6.3	8.9	8.7	10.8	
Large Cap Equity	5,066,092	10.2									
Wellington (Vanguard) Dividend Growth (VDIGX)	5,066,092	10.2	0.0	5.9	5.9	10.7	8.6	12.0	12.2	13.0	7/2012
S&P 500			0.1	6.1	6.1	17.2	10.4	13.3	12.9	14.7	
SMID Cap Equity	1,503,586	3.0									
William Blair (WSMDX)	1,503,586	3.0	2.0	8.8	8.8	19.6	9.3	13.4	13.6	12.8	7/2013
Russell 2500 Growth Index			0.7	6.3	6.3	19.8	7.2	12.2	13.1	11.7	
Russell 2500 Index			-0.1	3.8	3.8	21.5	7.4	12.6	12.7	11.5	
Small Cap Equity	1,522,666	3.1									
Integrity Small-Cap Value (VSVIX)	1,522,666	3.1	-1.3	1.1	1.1	24.7	7.4	13.1	12.6	15.0	7/2012
Russell 2000 Value Index			-0.8	-0.1	-0.1	29.4	7.6	12.5	11.6	14.0	
Russell 2000 Index			0.1	2.5	2.5	26.2	7.2	12.4	12.3	13.9	
International Developed	2,165,429	4.3									
DFA International Small Company (DFISX)	2,165,429	4.3	2.4	8.4	8.4	14.2	3.0	8.5	8.0	11.3	7/2012
MSCI EAFE Small Cap (Net)			2.0	8.0	8.0	11.0	3.6	9.2	8.3	11.8	
Emerging Markets Equity	2,911,545	5.8									
Touchstone Sands Cptl Emerg Mkts Gr Inst (TSEGX)	1,474,299	3.0	4.7	13.4	13.4	14.0	--	--	--	13.5	6/2016
MSCI Emerging Markets (net)			2.5	11.4	11.4	17.2	1.2	0.8	1.7	21.1	
Wells Fargo Emerging Equity Markets (EQIIX)	1,437,246	2.9	1.6	10.2	10.2	12.0	2.4	--	--	16.0	6/2016
MSCI Emerging Markets (net)			2.5	11.4	11.4	17.2	1.2	0.8	1.7	21.1	
Total Fixed Income	18,903,733	37.9	0.2	1.2	1.2	2.4	1.5	2.6	3.9	5.0	7/2003
Blimbg. Barc. Global Aggregate			0.2	1.8	1.8	-1.9	-0.4	0.4	2.0	3.7	
Janus Flexible Bond I (JFLEX)	5,528,272	11.1	-0.1	0.9	0.9	1.4	2.2	2.9	4.0	2.5	7/2012
Blimbg. Barc. U.S. Aggregate			-0.1	0.8	0.8	0.4	2.7	2.3	3.5	2.0	
Dreyfus/Standish Global Fixed Income (SDGIX)	4,597,601	9.2	0.5	1.3	1.3	2.0	3.0	3.7	4.0	2.1	7/2015
Blimbg. Barc. Global Aggregate Index (Hedged)			0.0	0.4	0.4	1.1	3.6	3.4	3.8	3.3	
Blackrock Strategic Income (BSIIX)	2,758,842	5.5	0.1	1.5	1.5	5.7	2.3	3.6	4.4	2.6	10/2016
Blimbg. Barc. U.S. Aggregate			-0.1	0.8	0.8	0.4	2.7	2.3	3.5	-2.2	
DoubleLine Core Plus Fixed Income (DBLFX)	5,511,746	11.0	0.2	1.3	1.3	2.8	3.4	3.5	--	-1.0	10/2016
Blimbg. Barc. U.S. Aggregate			-0.1	0.8	0.8	0.4	2.7	2.3	3.5	-2.2	
Israel Bonds	507,272	1.0	0.3	0.9	0.9	1.8	3.5	3.1	3.7	4.1	1/2004
Total Real Assets	1,749,025	3.5	0.0	3.4	3.4	8.8	-7.0	-7.1	-2.4	1.6	5/2009
Real Assets Custom Benchmark			-1.2	0.7	0.7	4.6	-2.2	-0.4	1.8	4.6	
Principal Diversified Real Asset (PDRDX)	1,749,025	3.5	0.0	3.4	3.4	8.8	-1.8	1.5	3.9	-1.8	1/2015
Bloomberg Commodity Index Total Return			-2.7	-2.3	-2.3	8.7	-13.9	-9.5	-5.9	-8.3	
Cash	-80	0.0	--	--	--	--	--	--	--	--	9/1996

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- Performance and market value estimates denoted with {CE} (current estimate)
- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 38% Barclays Global Aggregate Index, 58.5% MSCI AC World IMI Index and 3.5% Real Assets Custom Benchmark

Jewish Community Foundation of San Diego  
Long Term Index Pool  
Monthly Flash (Net of Fees)

As of March 31, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	22,662,729	100.0	0.9	4.9	4.9	10.4	--	--	--	3.5	7/2014
<i>Index Pool Policy Index</i>			<i>0.8</i>	<i>4.7</i>	<i>4.7</i>	<i>10.0</i>	--	--	--	<i>3.3</i>	
Equity	14,756,429	65.1	1.5	7.1	7.1	16.0	--	--	--	4.1	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>1.2</i>	<i>6.8</i>	<i>6.8</i>	<i>15.4</i>	<i>5.1</i>	<i>8.5</i>	<i>8.0</i>	<i>3.7</i>	
Vanguard FTSE All-World ex-US (VFWAX)	7,363,780	32.5	2.9	8.4	8.4	13.9	1.2	4.7	--	-0.6	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>1.2</i>	<i>6.8</i>	<i>6.8</i>	<i>15.4</i>	<i>5.1</i>	<i>8.5</i>	<i>8.0</i>	<i>3.7</i>	
Vanguard Total Stock Market (VTSAX)	7,392,650	32.6	0.1	5.8	5.8	18.1	9.8	13.2	13.0	8.8	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>1.2</i>	<i>6.8</i>	<i>6.8</i>	<i>15.4</i>	<i>5.1</i>	<i>8.5</i>	<i>8.0</i>	<i>3.7</i>	
Fixed Income	7,906,752	34.9	-0.1	0.9	0.9	0.5	--	--	--	2.6	7/2014
<i>Bimbg. Barc. U.S. Aggregate</i>			<i>-0.1</i>	<i>0.8</i>	<i>0.8</i>	<i>0.4</i>	<i>2.7</i>	<i>2.3</i>	<i>3.5</i>	<i>2.2</i>	
Vanguard Total Bond Market (VBTLX)	7,906,752	34.9	-0.1	0.9	0.9	0.5	2.6	2.3	3.4	2.1	7/2014
<i>Bimbg. Barc. U.S. Aggregate</i>			<i>-0.1</i>	<i>0.8</i>	<i>0.8</i>	<i>0.4</i>	<i>2.7</i>	<i>2.3</i>	<i>3.5</i>	<i>2.2</i>	
Cash	-452	0.0	0.0	0.0	0.0	0.1	--	--	--	--	7/2014

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- The Policy Index consists of 35% Barclays Aggregate Index and 65% MSCI AC World IMI Index

Jewish Community Foundation of San Diego  
Mid Term Pool  
Monthly Flash (Net of Fees)

As of March 31, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	34,408,006	100.0	0.2	2.2	2.2	3.8	2.1	2.8	4.2	4.9	7/2003
<i>Mid Term Pool Policy Index</i>			<i>0.3</i>	<i>2.7</i>	<i>2.7</i>	<i>1.7</i>	<i>0.3</i>	<i>1.9</i>	<i>3.7</i>	<i>4.7</i>	
Total Equity	7,138,160	20.7	1.2	7.3	7.3	13.2	6.1	8.8	8.3	7.4	8/2003
<i>MSCI AC World IMI (Net)</i>			<i>1.2</i>	<i>6.8</i>	<i>6.8</i>	<i>15.4</i>	<i>5.1</i>	<i>8.5</i>	<i>8.0</i>	<i>8.1</i>	
Global Equity	4,295,433	12.5									
Harding Loevner Global Equity (HLMVX)	2,514,974	7.3	1.7	9.6	9.6	16.1	7.5	8.7	8.7	10.0	9/2012
<i>MSCI AC World Index (Net)</i>			<i>1.2</i>	<i>6.9</i>	<i>6.9</i>	<i>15.0</i>	<i>5.1</i>	<i>8.4</i>	<i>7.8</i>	<i>9.7</i>	
Tweedy Browne Worldwide High Dividend (TBHDX)	1,780,460	5.2	2.4	6.5	6.5	13.0	0.2	5.1	6.1	5.3	9/2012
<i>MSCI World Value (Net)</i>			<i>0.5</i>	<i>4.2</i>	<i>4.2</i>	<i>17.1</i>	<i>4.2</i>	<i>9.0</i>	<i>7.7</i>	<i>10.2</i>	
<i>MSCI World (Net)</i>			<i>1.1</i>	<i>6.4</i>	<i>6.4</i>	<i>14.8</i>	<i>5.5</i>	<i>9.4</i>	<i>8.6</i>	<i>10.6</i>	
Large Cap Equity	2,842,726	8.3									
Wellington (Vanguard) Dividend Growth (VDIGX)	2,842,726	8.3	0.0	5.9	5.9	10.7	8.7	12.0	12.2	12.9	9/2012
<i>S&amp;P 500</i>			<i>0.1</i>	<i>6.1</i>	<i>6.1</i>	<i>17.2</i>	<i>10.4</i>	<i>13.3</i>	<i>12.9</i>	<i>14.4</i>	
Total Fixed Income	25,482,582	74.1	0.0	0.7	0.7	1.0	1.7	2.0	3.7	4.5	7/2003
<i>Bloomberg, Barc. Global Aggregate</i>			<i>0.2</i>	<i>1.8</i>	<i>1.8</i>	<i>-1.9</i>	<i>-0.4</i>	<i>0.4</i>	<i>2.0</i>	<i>3.7</i>	
Janus (JFLEX)	8,203,433	23.8	-0.1	0.9	0.9	1.3	2.2	2.8	4.0	2.2	9/2012
<i>Bloomberg, Barc. U.S. Aggregate</i>			<i>-0.1</i>	<i>0.8</i>	<i>0.8</i>	<i>0.4</i>	<i>2.7</i>	<i>2.3</i>	<i>3.5</i>	<i>1.8</i>	
<i>Bloomberg, Barc. Global Aggregate Index (Hedged)</i>			<i>0.0</i>	<i>0.4</i>	<i>0.4</i>	<i>1.1</i>	<i>3.6</i>	<i>3.4</i>	<i>3.8</i>	<i>3.1</i>	
Dreyfus/Standish Global Fixed Income (SDGIX)	3,210,956	9.3	0.5	1.3	1.3	2.0	3.0	3.7	4.0	2.1	7/2015
<i>Bloomberg, Barc. U.S. Aggregate</i>			<i>-0.1</i>	<i>0.8</i>	<i>0.8</i>	<i>0.4</i>	<i>2.7</i>	<i>2.3</i>	<i>3.5</i>	<i>2.4</i>	
Wellington Global Total Return	5,879,958	17.1	-0.3	-0.2	-0.2	-0.7	0.7	0.7	2.3	0.4	10/2012
<i>Citigroup 3 Month T-Bill</i>			<i>0.0</i>	<i>0.1</i>	<i>0.1</i>	<i>0.3</i>	<i>0.1</i>	<i>0.1</i>	<i>0.1</i>	<i>0.1</i>	
Baird Aggregate Bond (BAGIX)	8,188,235	23.8	0.0	1.0	1.0	1.5	3.2	3.4	4.6	2.5	3/2016
<i>Bloomberg, Barc. U.S. Aggregate</i>			<i>-0.1</i>	<i>0.8</i>	<i>0.8</i>	<i>0.4</i>	<i>2.7</i>	<i>2.3</i>	<i>3.5</i>	<i>1.3</i>	
Total Real Assets	1,789,358	5.2	0.0	3.4	3.4	8.9	-7.0	--	--	-8.6	9/2012
<i>Real Assets Custom Benchmark</i>			<i>-1.2</i>	<i>0.7</i>	<i>0.7</i>	<i>4.6</i>	<i>-2.2</i>	<i>-0.4</i>	<i>1.8</i>	<i>-1.2</i>	
Principal Diversified Real Asset (PDRDX)	1,789,358	5.2	0.0	3.4	3.4	8.9	-1.8	1.5	3.9	-1.8	1/2015
<i>Bloomberg Commodity Index Total Return</i>			<i>-2.7</i>	<i>-2.3</i>	<i>-2.3</i>	<i>8.7</i>	<i>-13.9</i>	<i>-9.5</i>	<i>-5.9</i>	<i>-8.3</i>	
Cash	-2,094	0.0	0.0	0.1	0.1	0.2	0.1	-0.1	-0.1	0.0	6/2004

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- The Policy Index consists of 75% Barclays Global Aggregate Index, 20% MSCI AC World IMI Index and 5% Real Assets Custom Benchmark

Jewish Community Foundation of San Diego  
Short Term Pool  
Monthly Flash (Net of Fees)

As of March 31, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	33,386,230	100.0	0.0	0.1	0.1	0.4	0.4	0.3	0.3	1.4	7/2003
<i>Short Term Pool Policy Index</i>			<i>0.0</i>	<i>0.1</i>	<i>0.1</i>	<i>0.4</i>	<i>0.2</i>	<i>0.1</i>	<i>0.1</i>	<i>1.3</i>	
Money Market	15,125,009	45.3									
Money Market	11,366,901	34.0	0.0	0.1	0.1	0.3	0.1	0.1	0.1	1.2	7/2003
UBS Money Market	3,758,109	11.3	0.0	0.1	0.1	0.2	0.1	--	--	0.1	10/2013
CDs	18,261,221	54.7									
CD's	18,261,221	54.7	0.0	0.2	0.2	0.6	0.6	0.5	0.6	0.7	2/2009

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- Inception date represents the first full month of performance
- Performance and market value estimates denoted with {CE} (current estimate)
- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 100% BofA Merrill Lynch US 3 Month T-Bill Index

## Disclosures

As of March 31, 2017

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Returns are net of investment fees unless otherwise denoted. Returns for periods greater than one year are annualized. Mutual fund returns assume reinvestment of all distributions at net asset value (NAV) and deduction of fund expenses.

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When administrator valuations for the last month of the reported period are not available prior to report production, Pavilion derives market values and performance based on manager provided estimates for that investment product. Performance and market values are updated after the statement is received from the manager/administrator and may be different than the values in the initial report. Performance and market value estimates are denoted with [CE] (current estimate).

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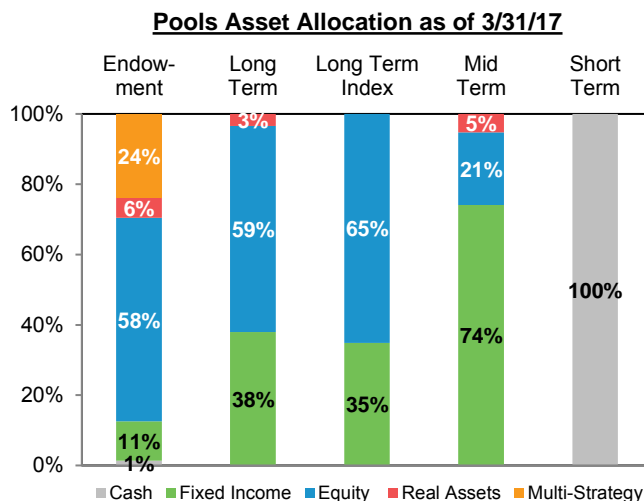
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## Market Update:

- Global growth helped boost stock markets around the world in the quarter. U.S. equities were supported by anticipated business-friendly policy changes from the Trump administration, and by improving fundamentals such as a rebound in corporate profits. Emerging market equities bounced back significantly in the quarter, helped by a falling dollar and strong performance in India and South Korea. Growth stocks outperformed value stocks in the quarter, while U.S. large cap stocks outperformed small cap stocks across different styles.
- U.S. interest rates rose in anticipation of the Fed's rate hikes, which held back bond markets slightly. Internationally, a weakening U.S. dollar helped drive gains, particularly for local debt of emerging markets. Commodity prices turned negative in the quarter due to falling energy and agricultural prices.

## Pool Asset Allocation Effect on Performance:

- **Endowment Pool:** The Endowment Pool was up 5.2% in the first quarter. The allocation to equities drove performance, with the allocation to emerging markets leading the way. The real assets and multi-strategy allocations were beneficial to Pool performance as well, while the fixed income allocation held back performance slightly.
- **Long Term Pool:** The Long Term Pool was up 5.2% in the first quarter. As with the Endowment Pool, the allocation to equities drove performance, especially emerging markets equities. The fixed income allocation was a slight drag on relative performance, while the real assets allocation contributed positively to Pool performance.
- **Long Term Index Pool:** The Long Term Index Pool was up 4.9% in the quarter, in line with its policy index.
- **Mid Term Pool:** The Mid Term Pool was up 2.2% in the quarter. The high allocation to fixed income resulted in underperformance relative to the other Pools in the quarter, as expected given the Pool's asset allocation strategy.



## Pool Performance Summary, Through March 31, 2017

JCFSD Pool	Past 3 Months	Cal. YTD	Fiscal YTD	1 Year	3 Years*	5 Years*	Since Inception**
Endowment	5.2	5.2	9.1	10.4	4.0	5.6	5.4
Long Term	5.2	5.2	8.8	10.6	3.9	5.6	6.3
Long Term Index	4.9	4.9	8.5	10.4	--	--	3.5
Mid Term	2.2	2.2	1.7	3.8	2.1	2.8	4.9
Short Term	0.1	0.1	0.3	0.4	0.4	0.3	1.4

### Market Benchmarks

S&P 500 Index	6.1	6.1	14.4	17.2	10.4	13.3
Russell 2000 Index	2.5	2.5	21.6	26.2	7.2	12.4
MSCI EAFE Index	7.2	7.2	13.3	11.7	0.5	5.8
MSCI Emerging Mkts. Index	11.4	11.4	16.4	17.2	1.2	0.8
Barclays U.S. Agg. Index	0.8	0.8	-1.7	0.4	2.7	2.3
Barclays Global Agg. Index	1.8	1.8	-4.7	-1.9	-0.4	0.4

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.

## 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.

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**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](mailto:Finance@jcfsandiego.org) or call us at (858) 279-2740.

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**SMCF Resolution No 2017-02**

**A RESOLUTION OF THE SAN MARCOS COMMUNITY FOUNDATION  
TO EXTEND POLICY NO. 2004-07 ESTABLISHING A PROCEDURE TO FILL THE  
POSITIONS OF CHIEF FINANCIAL OFFICER (TREASURER) AND SECRETARY**

**WHEREAS**, the Bylaws of the San Marcos Community Foundation, ARTICLE 5. POWERS OF DIRECTORS, indicates that the Board of Directors shall have the power to appoint all the corporation's officers; and

**WHEREAS**, the Bylaws of the San Marcos Community Foundation, ARTICLE 8. OFFICERS, indicates that the officers of the corporation shall be a President, Secretary, and a Chief Financial Officer; and

**WHEREAS**, the Board of Directors previously established Policy No. 2004-07 to formalize how these positions are filled until the Spring Quarter meeting in May 2005; and

**WHEREAS**, the Board by Resolution No. 06-79 continued these appointments until the Spring Quarter meeting in May, 2007; and

**WHEREAS**, the Board by Resolution No. 07-86 continued these appointments until the Spring Quarter meeting in May, 2008; and

**WHEREAS**, the Board by Resolution No. 08-93 continued these appointments until the Spring Quarter meeting in May, 2009; and

**WHEREAS**, the Board by Resolution No. 09-97 continued these appointments until the Spring Quarter meeting in May, 2010; and

**WHEREAS**, the Board by Resolution No. 10-100 continued these appointments until the Spring Quarter meeting in May, 2011; and

**WHEREAS**, the Board by Resolution No. 2011-104 continued these appointments until the Spring Quarter meeting in May, 2012; and

**WHEREAS**, the Board by Resolution No. 2012-110 continued these appointments until the Spring Quarter meeting in May, 2013; and

**WHEREAS**, the Board by Resolution No. 2013-116 continued these appointments until the Spring Quarter meeting in May, 2014; and

**WHEREAS**, the Board by Resolution No. 2014-123 continued these appointments until the Spring Quarter meeting in May, 2015; and

**WHEREAS**, the Board by Resolution No. 2015-129 continued these appointments until the Spring Quarter meeting in May, 2016; and

**WHEREAS**, the Board by Resolution No. 2016-06 continued these appointments until the Spring Quarter meeting in May, 2017; and

**WHEREAS**, the Board desires to continue these appointments until the Spring Quarter meeting in May 2018 at which time there will be an election of officers.

**NOW, THEREFORE, BE IT RESOLVED**, that the Board of Directors of the San Marcos Community Foundation does hereby approve that the City of San Marcos Finance Director shall serve as the Foundation's Chief Financial Officer (Treasurer) and that the Administrative Services Manager in the City Manager's Office shall function as the Foundation's Secretary until the Spring Quarter meeting in May, 2018, at which time there will be an election of officers.

**PASSED, APPROVED, AND ADOPTED** by the San Marcos Community Foundation Board of Directors, at a regular meeting thereof, this 16th day of May, 2017, by the following roll call vote:

AYES: BOARD MEMBERS:  
NOES: BOARD MEMBERS:  
ABSENT: BOARD MEMBERS:

**APPROVED:**

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Colleen Lukoff, President

**ATTEST:**

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Michael Gordon, Secretary

I certify that the foregoing Resolution was duly adopted by the San Marcos Community Foundation Board of Directors on May 16, 2017.

Dated:

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Michael Gordon, Recording Secretary

## Spring 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:	\$39,003
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$7,108
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$18,635

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Meals on Wheels San Diego County	\$8,000.00	Regular	Senior Care in Home	To help subsidize the cost of rent at its North County Service Center in San Marcos due to growth in the area. Serves 141 San Marcos residents.	\$8,000.00
The Elizabeth Hospice	\$7,500.00	Regular	Bereavement and Grief Counseling	To support bereavement and grief counseling services for those struggling with the loss of a loved one. Serves 450 San Marcos residents.	\$2,500.00
Special Olympics San Diego	\$7,750.00	Regular	Community Program	To support the San Marcos residents who compete as athletes through the Special Olympics San Diego for one sports session. Serves 31 San Marcos residents.	\$1,000.00
Solutions for Change	\$10,000.00	Regular	Solutions Case Management	To support its case management program for homeless families, which serves 45 San Marcos residents.	\$0.00
Casa de Amparo	\$5,000.00	Regular	Residential Services	To provide 24-hour trauma informed care for youth in the foster care system who have been removed from their homes due to child abuse or neglect. Serves 85 San Marcos residents.	\$5,000.00
Palomar College Foundation	\$10,000.00	Regular	Palomar Promise	To provide textbooks to students next fall as part of the Palomar Promise. Serves 380 San Marcos residents.	\$0.00
Boys & Girls Club of San Marcos	\$5,000.00	Regular	Summer Camp Scholarships	To provide summer camp programs for children and teens of families who would otherwise not be able to participate. Serves 600 San Marcos residents.	\$0.00
<b>Total Grants Requested:</b>				<b>Total Amount Recommended:</b>	<b>\$16,500.00</b>

April 5, 2017

March 21, 2017 San Marcos Community Foundation  
1 Civic Center Drive  
San Marcos, CA 92069

Dear Board of Directors,

The Boys & Girls Club of San Marcos is respectfully requests your consideration of a grant in the amount of \$5,000 to support our Summer Day Camp Scholarship program, helping us to provide academically enriching programs to our children and teens from low income families, who need our services the most, and unable to cover the \$60/week camp fee. More than 70% of our 600 "summer day campers" receive a scholarship, and your support would be instrumental in fulfilling this need, which is otherwise covered by general operating contributions received from our community.

Our Summer Day Camp is a specialty morning program. Our Club sites are open in the summer from 6:30am to 6:30pm. Families can drop their children/teens off in the morning for "Summer Day Camp" which runs until lunchtime. This is a time each day where specialty programs are offered for an additional fee, as mentioned above. In the afternoon, other children/teens arrive to participate in general afternoon summer programs, and our morning "day campers" may stay up until 6:30pm at no additional charge.

We offer this snapshot of our most popular Summer Day Camp programs: Specialty Middle School programming - Middle School members gather in their own area of the Club, allowing this group to develop socially at their own pace (as this is a very pivotal time in youth development); we also offer leadership opportunities to this group over the summer, including community service projects (this summer the projects will include creating/delivering care packages for homeless shelters, collect lightly used shoes to contribute to Nike's shoe program, visit senior centers and help with lunch and visiting. We also offer field trips 2 days per week, sports program (with summer Basketball and Soccer Clubs), a Ukulele Club, DIY ("Do It Yourself") STEM programming, Photoshop classes, a Choir Club, and a Special Effects Club. Our summer camp program is designed to complement our school-year programs, providing a continuum of opportunities that yield academic success, good character and citizenship, and healthy lifestyles in fun, interesting settings. Our approach is to help our members "tinker and learn by doing", develop inquisitive minds, and inspire the confidence it takes to envision and achieve the highest aspirations possible.

Our mission is to inspire and enable all young people to realize their full potential as responsible and caring citizens. We provide after-school programs, summer camps and specialty teen programs to 4,349 youth 6-28 years of age at eleven locations throughout the San Marcos. Of our membership, 67% are from economically disadvantaged families, 31% are from single parent households and 62% are Hispanic.

We look forward with enthusiasm to offering a summer filled with opportunities for our most disadvantaged members. Thank you for your consideration.

Sincerely,



Tish Murry  
CEO



**BOYS & GIRLS CLUB  
OF SAN MARCOS**

***Jennifer Loscher Building  
and Administrative Offices***

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

***The Club Teen Center***

1 Positive Place  
San Marcos, CA 92069  
Tel 760.290.3527

***Extension Sites***

San Marcos Middle School  
Woodland Park Middle School  
Alvin Dunn Elementary School  
San Marcos Elementary School  
Copper Creek in San Elijo Hills  
San Elijo Middle School  
Paseo de Oro  
Westlake Village Apartments  
Sierra Vista Apartments  
Melrose Village Apartments

***Board of Directors***

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

***Advisory Council***

Supervisor Bill Horn  
*San Diego County*  
Vice Mayor Rebecca Jones  
*City of San Marcos*  
Hal Martin  
*Vallecitos Water District*  
Dr. Jan Jackson  
Dr. Kevin Holt, Superintendent  
*San Marcos Unified School District*  
Shayla D. Sivert, Dean  
*Palomar College*  
Jack Griffin, City Manager  
*City of San Marcos*

***Trustees***


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

Tish Murry | ***Chief Executive Officer***

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



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

Project Name: <a href="#">Summer Camp Scholarships</a>  Date Submitted: <a href="#">4/5/17</a>	Total # of people served: <a href="#">600</a> (Summer camp participants)  Total # of San Marcos residents served: <a href="#">600</a>	Amount Requested: <a href="#">\$5,000</a>
Non-Profit Organization Name and Address, Website <a href="#">Boys &amp; Girls Club of San Marcos</a> <a href="#">1 Positive Place</a> <a href="#">San Marcos, CA 92069</a> <a href="#">boysgirlsclubsm.org</a>	Contact Person – Name, Title & Phone, email <a href="#">Tish Murry</a> CEO <a href="#">760-471-2490</a> <a href="mailto:tish@boysgirlsclubsm.org">tish@boysgirlsclubsm.org</a>	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p><a href="#">Your support would help to provide summer camp programs for children and teens of families who would otherwise not be able to participate, due to lack of funds stemming from living in low-income, impoverished situations. These are our families who need our resources the most, especially during summer time when (research demonstrates) summer learning losses occur, and can ultimately stack up from year to year, causing low-income children to fall further and further behind, ultimately endangering their chances of high school graduation. Of our 600 summer campers, 70% receive scholarships for the program that normally costs \$60/week for the 10-week program.</a></p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p><a href="#">Per Boys &amp; Girls Clubs of America and other resources, more than half of the achievement gap between lower- and higher-income youth is due to unequal access to summer learning opportunities. In San Marcos, we are helping to bridge this gap by providing special resources to our families in most need of support; one of which is offering summer camp scholarships. This request helps to fill this gap and provides an opportunity for our most vulnerable members to stay on track in school, active learning, and on-time grade advancement.</a></p>		
Please attach the following items. 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 <b>5. Regular Grants Only:</b> 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: <a href="#">May-Sep 17</a>  Date by which funds will be expended: <a href="#">9/1/17</a>  <hr/> Signature of President or Authorized Officer <div style="text-align: center;"></div> <div style="display: flex; justify-content: space-between;"> <span><a href="#">Tish Murry, CEO</a></span> <span><a href="#">4/5/17</a></span> </div> <hr/> 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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>	

**SAN MARCOS COMMUNITY FOUNDATION**  
**Budget Worksheet – Summer Day Camp Scholarship Program**

Provide an itemized list of expenses for this project:

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

Salaries (4 Lead Staff @\$15/hr and 20 Youth Development Professionals @average \$11/hr) \$100,000

Supplies \$ 5,000

**Total budget for this PROJECT: \$105,000**

**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 but it can be.**

Could it be? **Yes**

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

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

General operating support from individuals, corporations and foundations (C) \*\*\$100,000

## 2016-2017 Board of Directors



### **Jason Simmons, Chairman of the Board**

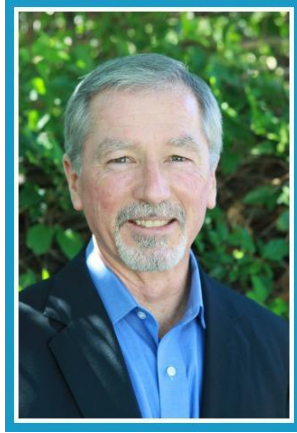
Jason Simmons grew up in San Marcos attending all San Marcos schools K-12 before going on to UC Irvine for his B.A.. Jason and his family run a land use consulting firm called Consultants Collaborative (CCI) based in San Marcos, specializing in the entitlement of large residential and commercial development. CCI also performs Due Diligence, Conditional Use Permits, and Environmental Analysis as well as many other development services. Jason is an active community leader and enjoys playing and coaching soccer here in San Marcos. He is passionate about supporting the growth and prosperity of our youth and that is what drives his commitment to the Boys & Girls Club.

[www.cciconnect.com](http://www.cciconnect.com)



### **Tim Williams, Treasurer**

Tim has been in the Food and Beverage Distribution business for over 25 years. He has spent 15 of those years in San Marcos at Markstein Beverage Co. Tim has lived in North County since 1966. He and his wife Jan have been married for 28 years and together they have a son, daughter-in-law and two grandchildren. Tim enjoys playing sports, spending time outdoors, watching movies, and spoiling his grandchildren.



**Paul Malone, Secretary**

Paul is the owner of EvCon Associates, a land use and government affairs consulting firm located in San Marcos. He retired as San Marcos city manager in 2012 following a 31 year career with the city. Paul is a 33 year resident of San Marcos and is on his second stint as a Boys and Girls Club board member here. He has two sons, Connor and Evan, and is an avid fly fisherman and backpacker.



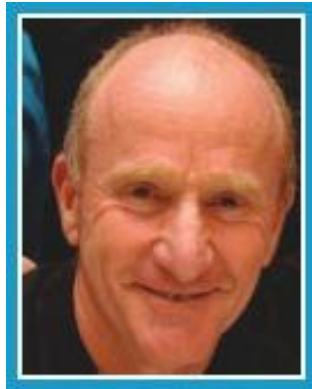
**Debbie Thompson, Past Chairwoman**

Debbie began her successful career in banking at Escondido National Bank in 1975. For 37 years she worked and saw the transition of the bank through several mergers, and managed the San Marcos Union Bank office for 17 years. In 2012, Debbie retired from Union Bank to pursue a new opportunity at California Bank & Trust's San Marcos and Vista offices as Vice President and Relationship Manager.



**Chris Cochran**

Chris Cochran is the Community Relations Manager for the Stone Brewing Co., and has been with the company for over 13 years now. A graduate of UCSD with a degree in Communications with a focus on Mass Media & Marketing, Chris has used those skills to be a critical member of the Stone organization and has added greatly to their incredible growth. He also is very active in the North County community where he sits on the Board at the California Center for the Arts Escondido, at ArtHatch/Distinction Gallery, and served eight years on the Parks & Trails Committee for the City of San Marcos...where he also lives with his awesome wife Leslie and amazing cat, Tanner Finnegan!



**Gary Levitt**

Gary is the founder of Sea Breeze Properties LLC., a full service real estate development, investment and management company, specializing in 'envisioning' unique real estate development opportunities in San Diego County, and in obtaining the government entitlements which allow them to happen. For over six years, Levitt has been a strong supporter of the Club and youth programs. In 2010, Gary and his partner Mike McDonald were presented with the Club's prestigious Mashburn Corporate Award in honor of his continued commitment to the Club and its mission.

[garylevitt@urbanvillagesm.com](mailto:garylevitt@urbanvillagesm.com) | [www.northcity.co/#/home](http://www.northcity.co/#/home)

**Russ Jabara**

After completing his degree in business finance at Loyola Marymount University in Los Angeles, Russ moved to San Diego County and entered the commercial real estate business based on his belief in the potential growth in North San Diego County. In March of 2000 he joined Colliers International's industrial division in the Carlsbad office, specializing in the leasing and sale of industrial and R & D properties. Since then, Russ has been involved in projects from their conception, participating in the planning, pre-selling and lease up of industrial, R&D and office space following construction. Russ has gained extensive experience representing both tenants and landlords throughout North San Diego County leasing and selling properties ranging from 1,500 SF up to 366,000 SF.

**Gary Massa**

Gary is a Real Estate Professional at Pacific Sotheby's International Realty, with over 12 years of sales and marketing experience. Since securing his Real Estate License in 2007, Gary transitioned to his true passion of Real Estate Sales. Positioning himself with one of the top performing teams in Southern California at his previous brokerage, Gary is celebrating over \$40MM in sales and 85 transactions. Gary enjoys time with his wife and two children.

[GaryMassaSD@gmail.com](mailto:GaryMassaSD@gmail.com) | [www.sandiegonoorthcountyhomes.com](http://www.sandiegonoorthcountyhomes.com)

**Ginger Hitzke**

Ginger Hitzke is the President of Hitzke Development Corporation, a San Marcos real estate company specializing in redevelopment and mixed-use, affordable housing. Ginger has been actively involved in ensuring the success of Boys & Girls Club of San Marcos since 2010, having served on the capital improvements committee and the auction committee. In 2014, Ginger raised \$20,000 to help renovate the Club bathrooms by running in a half marathon on behalf of the Club. Her dedication to improving San Marcos extends well beyond the walls of the Club. Ginger's development of the Autumn Terrace Apartments as well as Park View Apartments, affordable housing options, has helped to create a positive and welcoming vibe to the local community.



**Casa de Amparo**  
**Regular Grant Narrative**  
**April 2017**

Casa de Amparo was founded in 1978 and since inception has been providing supportive services to San Diego County residents who have suffered the trauma of child abuse and neglect. For over 39 years the organization has adhered to its mission: to support those affected by and at risk of child abuse and neglect through a range of programs and services that promote healing, growth and healthy relationships. Casa de Amparo's goals are to break the generational cycle of family violence, prevent behaviors which endanger children and implement trauma-informed programs that further the mission of the organization. Casa de Amparo supports over 1,000 children and 900 families annually through the following programs.

- **Residential Services** provides licensed group home care and intensive case management to foster youth, ages 12 to 18, who have been removed from their homes due to abuse and neglect.
- **Pregnant and Parenting Residential Services** provides specialized licensed group home care to pregnant and parenting girls involved in the foster care system, as well as their babies. Casa de Amparo is the only provider of this service in San Diego County.
- The **Child Development Center** offers daily support and therapeutic preschool for families and children, 18 months to 5 years of age, and evidence-based parent education and in-home support for at-risk, low-income families.
- **New Directions** transitional housing program helps young adults, ages 18-25, and their families, transition from the foster care system to independence through intensive case management and support services designed to foster self-sufficiency.
- **Young Parent Network** addresses the needs of pregnant and parenting young adults struggling with the emotional, financial and personal demands of being a parent.
- **Family Visitation** provides supervised, neutral visits for parents and children that have been separated and are working toward healthy reunification, if appropriate.
- **Counseling Services** includes assessments, crisis intervention and individual, group and family counseling for all programs listed above.

Casa de Amparo is respectfully requesting \$5,000 from the San Marcos Community Foundation to offset expenses associated with Residential Services and Pregnant and Parenting Residential Services, our most underfunded programs. Together the programs annually serve approximately 85 youth. Residential Services began in 1978 and has continuously supported children and teens in the foster care system requiring therapeutic residential and clinical care, including care for medically fragile foster youth. In 2013 the agency experienced tremendous growth as we remained responsive to the evolving needs of local youth and began Pregnant and Parenting Residential Services providing residential care to female foster youth who are expecting or new mothers. In 2016 Casa de Amparo completed construction to expand the pregnant and parenting residential cottage allowing the program to double the number of youth receiving services. Casa de Amparo is the only provider of this service in San Diego County. Both programs ensure that youth have access to an environment where they have the fullest range of healthy childhood experiences to assist them in overcoming the trauma of the abuse they have endured. Support from the San Marcos Community Foundation will benefit the individualized treatment for residents affected by child abuse and neglect in San Marcos by ensuring they receive the highest level of care through the following services.

- Medical assessments and coordination with specialists, specifically for residents with special health care needs and those who are pregnant and/or parenting, beginning with prenatal services.
- Transportation to all medical appointments and supervised visits with extended family members, including all prenatal appointments.
- Evidence-based parenting curriculum to equip young mothers with the skills and resources to nurture their children and ensure their safety.
- Individual counseling and group therapy with licensed clinicians and interns.

- Tutoring and literacy skill building for residents facing educational challenges.
- Job readiness to prepare youth for exiting foster care and transitioning to independent living.
- Nutritious meals and snacks for each resident every day of the year, education on healthy eating habits and the importance of exercise for a healthy lifestyle.
- Recreational and therapeutic activities incorporating art, music, cultural events, sports and outdoor activities. The variety of activities focuses on each child's potential to develop an emotionally happy and healthy social life.
- Life skills education covering substance abuse prevention, relationship choices, decision-making, social skills, coping skills and self-esteem.

Casa de Amparo has been providing services at the new Casa Kids Campus in San Marcos for almost five years, during that time the organization has continued to increase offerings throughout North San Diego County. Those suffering from and impacted by child abuse and neglect continue to thrive in a place of healing in which they can be proud, while the organization continues to prosper and grow to serve additional at-risk populations. Our three residential cottages, counseling offices, library, medical services center, outdoor learning areas, arts and recreation rooms, basketball court, volleyball court, picnic areas and garden provide youth access to a safe community which they can call home. Child-friendly interiors, sustainable landscaping and design add to a comforting, efficient environment for children receiving residential care. The Campus improves and enhances our ability to support additional children and meet continuously evolving needs by integrating education, physical wellness, mental and behavioral health and life skills for residents. During the previous fiscal year, July 1, 2015–June 30, 2016, Residential Services and Pregnant and Parenting Residential Services served 82 youth providing over 10,440 bed nights.

Casa de Amparo utilizes Social Solutions Efforts to Outcomes software to record client and program outcome indicators in a secure, password protected database. This system has been customized by our Database Administrator to meet the individualized tracking and reporting needs of each program. Data entry is completed by direct care staff and outcome, participation and demographic reports are reviewed monthly by Program Managers. These reports are then reviewed by the Director of Programs, Director of Quality Assurance and Quality Assurance Committee of the Board of Directors in an effort to ensure best practice delivery of services and that anticipated outcomes and goals are being met and adjusted as appropriate. Program evaluation is also completed through client surveys which pose questions about various aspects of the program in an effort to incorporate client feedback in service delivery and program enhancement. Survey results are presented to the Quality Assurance Committee quarterly.

Casa de Amparo monitors each resident's progress by using the County's Functional Assessment Rating Scale (CFARS) measuring physical, emotional and academic development. The CFARS is completed by children and clinicians within 30 days of entering the program, every six months after and at discharge. Based on information gathered, the actual outcomes for residents upon discharge are:

- 80% to show improvement in relationships (=interpersonal, hyper activity, cognitive thought process)
- 80% to show improvement in ADL functioning (=adult daily living activities)
- 80% to show improvement in safety
- 80% to show improvement in health.

Through partnerships with the San Marcos Community Foundation and our local community, Casa de Amparo can continue to help end child abuse and neglect. With support from the Foundation, the future of San Marcos can be one where children are safe, nurtured and provided with the opportunity to thrive. Casa de Amparo appreciates the Foundation's thoughtful consideration of this request to support local youth in the foster care system and looks forward to partnering with the Foundation to directly benefit San Marcos and the community's most vulnerable children.

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

Provide an itemized list of expenses for this project:

Residential Services and Pregnant and Parenting Residential Services have an operational budget shortfall of \$393,192 (please see the attached annual operating budget for the organization).

**Casa de Amparo FY 16-17**  
**Residential Services and Pregnant & Parenting**  
**Program Budget**

<u>Total Operating Expenses</u>	
Personnel Salaries	2,056,640
Personnel Taxes	309,622
Personnel Benefits	227,933
Professional Services	62,990
Supplies	135,717
Telephone/Internet	16,800
Postage & Shipping	60
Occupancy	154,876
Printing	264
Transportation	59,646
Trainings, Meeting & Other	13,085
Advertising & Recognition	4,017
Children's Medical Care	2,172
Recreation/Cultural Events	31,864
Holiday Gift Cards	4,764
Children's Allowance	21,007
Other Program Expenses	6,459
Licenses/Prints	10,975
Accreditation/Regulatory Fees	4,609
Equipment	13,783
Miscellaneous	145,495
Administrative Support/Overhead	219,583
Total EXPENDITURES	3,502,362
 <u>Secured Revenue</u>	
AFDC	3,109,170
Total REVENUE	3,109,170
AMOUNT UNFUNDED	(393,192)

**Total budget for this PROJECT:** **\$3,502,362**

**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).**

\$15,000-Wells Fargo Foundation (C)

\$10,00-Day for Change (C)

\$2,000-Cubic Corporation (C)

\$7,500-SDG&E Helping People in Need (C)

\$2,500-The Heller Foundation of San Diego (C)

\$5,000-The TJX Foundation (P)

\$5,000-Soroptimist International of Oceanside-Carlsbad (P)

\$10,000-Nordson Corporation Foundation (P)

\$5,000-Fox Foundation (P)

\$5,500-Dalebrook Fund (P)

\$25,000-Bank of America Foundation (P)

\$5,000-Pratt Memorial Fund (P)

\$20,000-St. Germaine Children's Charity (P)



Treating and Preventing Child Abuse and Neglect

## **Casa de Amparo FY 2016-2017 Annual Operating Budget**

### **INCOME**

Contributions	\$1,757,838
Contracts	\$6,383,210
In-Kind Donations	-
Service fees	-
Miscellaneous	\$118,752
<b>Grand Total Income</b>	<b>\$8,259,800</b>

### **EXPENSES**

In-Kind Expenses	-
Personnel Salaries & Wages	\$4,480,817
Employee Benefits	\$450,713
Payroll Taxes	\$574,922
Professional Services	\$204,405
Supplies	\$184,556
Occupancy, Telephone & Postage	\$1,029,311
Printing & Mail Campaigns	\$13,992
Transportation	\$141,014
Trainings, Meetings & Other	\$41,664
Employment Advertising & Recognition	\$11,918
Program Expenses	\$439,300
Equipment	\$49,323
Miscellaneous	\$637,363
<b>Grand Total Expenses</b>	<b>\$8,259,298</b>

Net Outcome	\$502
Net Outcome without Depreciation/Free use of Ivy Ranch Land	\$450,625

*Serving all of San Diego County with locations in Oceanside and San Marcos*

325 Buena Creek Road, San Marcos, CA 92069

Phone: 760-754-5500 • Fax: 760-566-3569 • [www.casadeamparo.org](http://www.casadeamparo.org)

*Casa de Amparo is a 501 (c)(3) nonprofit organization. Federal Tax I.D. #95-3315571*



Treating and Preventing Child Abuse and Neglect

**Casa de Amparo  
2016 Board of Directors Roster**

*100% of Casa de Amparo's Board of Directors contributes  
to the organization, including annual and capital gifts.*

**Chair of the Board**

John Ayala (2/11-12/19)  
Financial Advisor, Merrill Lynch

**Vice-Chair**

Kayleen Huffman (10/13-12/19)  
CFO, Bassett Home Furnishings

**Immediate Past Chair**

Marilou Dela Rosa (10/09-12/18)  
Owner, Access Care Culture of Caring

**Treasurer**

Richard Berwick (10/13-12/19)  
Senior Director of Strategic Investments

**Secretary**

Sharon Stein (6/93-12/17)  
Member of the Board of Directors, Stein Family Foundation

**Executive Director**

Tamara Fleck-Myers, LMFT

**Members of the Board**

Mary Ann Bosanac (11/13-12/19)  
Realtor

James Collins (5/13-12/18)  
Head Athletic Trainer, San Diego Chargers (Chargers Liaison to Casa Board)

Shannon Gonzalez (10/13-12/19)  
Finance Director, Noble Environmental Technologies

Jim Grant (8/12-12/18)  
President, J.E. Grant General Contractors

Peggy Keers (2/15-12/17)  
Vice President, Human Resources

Tim Lesmeister (12/15-12/18)  
V.P. Marketing, WD-40 Company

Michael Platis (3/07-12/18)  
Project Manager

Marshall Pollock (10/16-12/19)  
Business Broker/Consultant, Transworld Business Advisors

Francesca San Diego (12/12-12/18)  
Business Consultant

Debbie Slattery (3/06-12/18)  
Branch Manager & Vice President, California Bank & Trust

Jerry Stein (12/03-12/18)  
Member of the Board of Directors, Stein Family Foundation

325 Buena Creek Road • San Marcos • CA 92069

Phone: 760-754-5500 • Fax: 760-566-3569 • Website: [www.casadeamparo.org](http://www.casadeamparo.org)

New Directions • Hayward Child Development Center • Family Visitation Center • Counseling Services • Residential Services • Young Parent Network



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

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

<b>Project Name:</b> Bereavement & Grief Counseling <b>Date Submitted:</b> March 25, 2017	<b>Total # of people served:</b> 7,919 <b>Total # of San Marcos residents served:</b> 450	<b>Amount Requested:</b> \$ 7,500
<b>Non-Profit Organization Name and Address, Website</b> The Elizabeth Hospice 500 La Terraza Blvd., Ste. 130 Escondido, CA 92025		<b>Contact Person – Name, Title &amp; Phone, email</b> Vatei Campbell Grants Officer 760.796.3723 Vatei.Campbell@ehospice.org
<p><b><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</b></p> <p>A grant from The San Marcos Community Foundation would support bereavement and grief counseling services offered through The Elizabeth Hospice Center for Compassionate Care. Our programs are open to all in the community who are struggling with the loss of a loved one whether or not their loved one was a patient affiliated with The Elizabeth Hospice.</p> <p>Our support is provided through individual counseling, grief support groups, specialized children's services, educational workshops, community events and resource materials.</p>		
<p><b><u>Briefly</u> describe the significance of your request to the San Marcos community:</b></p> <p>Our bereavement and grief counseling services ensure patients, loved ones, and those in the community impacted by serious life-threatening illness, grief and loss receive the vital emotional and social support they need regardless of the type of death experienced or their financial resources. As a community-based not-for-profit, we welcome everyone seeking our support regardless of their ability to pay.</p> <p>Counselors and trained volunteers from our Center for Compassionate Care offer the community accessible mental health support to address issues related to grief, loss and living with a serious life threatening illness. Our programs have the ability to create a healthier community by providing meaningful bereavement and grief support that helps reduce negative consequences associated with the loss of a loved one to make it possible for children and adults to adapt to major life events in a healthy way.</p>		
<p>Please attach the following items.</p> <p><b><u>Both Mini-Grant &amp; Regular:</u></b></p> <ol style="list-style-type: none"><li>1. Budget for request (use SMCF Budget Worksheet)</li><li>2. Annual Operating budget for the organization or unit</li><li>3. Federal &amp; State Tax ID numbers</li><li>4. Board of Directors listing with affiliations</li></ol> <p><b><u>Regular Grants Only:</u></b></p> <ol style="list-style-type: none"><li>a. 1-2 page narrative</li><li>b. First 2 pages of Federal 990</li><li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li><li>d. Signature of President or Authorized Officer on Application</li><li>e. Optional: letters of support</li></ol>		<p><b>Expected date project will begin/end:</b> ongoing</p> <p><b>Date by which funds will be expended:</b> 6/30/2018</p> <p><b>Signature of President or Authorized Officer</b></p> <div style="text-align: center;"><div style="display: flex; justify-content: space-between; width: 100%;"><div style="text-align: center;">Name, Title <b>CHIEF PHILANTHROPY OFFICER</b></div><div style="text-align: center;">Date <b>3/27/2017</b></div></div></div> <p><b>Submit Via Mail, In Person or Via Email to:</b> San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a></p>



# The Elizabeth Hospice

## **BEREAVEMENT AND GRIEF COUNSELING SERVICES** **San Marcos Community Foundation Grant Proposal**

### **MISSION AND HISTORY**

The Elizabeth Hospice is the most experienced and largest nonprofit hospice and palliative care provider in San Diego and Riverside County. Our mission is to enhance the quality of life for those nearing the end of life's journey and for those who are grieving. A compassionate team of experts care for patients, their loved ones and all those in the community who are faced with the overwhelming physical, emotional and social challenges brought on by the end of a life.

We welcome all who need our services regardless of gender, age, ethnicity, religion, disease or ability to pay. Our interdisciplinary team of experts is comprised of physicians, nurses, home health aides, chaplains, social workers, counselors, and volunteers. They offer comfort and support through medical and emotional support to those who are challenged with coping with the serious, life-threatening illness. Since 1978, we have cared for more than 95,000 patients and their families.

Through our Center for Compassionate Care we provide bereavement and grief counseling services for the community as well as for our patients and their loved ones. We have the most comprehensive suite of bereavement services for children and adults offered by any hospice program in Southern California. Our counselors and trained post-graduate volunteers are a community resource available to all who need grief support. Their professional guidance makes it possible for those who are grieving to navigate the path to emotional healing.

### **PROGRAM FOR SUPPORT:**

#### **Bereavement and Grief Counseling Services**

Grief is a normal part of coping with a loss, but for some people it can be far more serious. Managing grief can be extremely difficult and is most commonly attributed to the death of a loved one. A person struggling with grief may have suicidal thoughts, depression or difficulty with daily tasks. They are often irritable, bitter, detached, and lack the ability to show or experience joy. These emotions are normal in the days and weeks after a traumatic event; however, they can lead to more serious issues if not managed early. Absenteeism at work or school and a lack of desire to socialize are common short-term effects. Long-term effects can be more serious in nature and vary depending on the type of loss experienced.

Our counselors and trained volunteers understand the emotions, questions and challenges that grief and loss trigger. They help people understand the grieving process and teach them grief management skills so that they can move forward in a healthy manner. Support is provided through individual counseling, grief support groups, educational workshops, community events and resource materials. We have a specialized program for grieving children which is the only one of its kind in San Diego County. Formal agreements exist with eight San Diego County school districts, including San Marcos Unified, to provide grief support on campus to their students and to provide bereavement training to their school professionals.

Individuals from the community may participate in grief support groups at no cost or receive individual counseling on a sliding fee scale. Families of our hospice patients receive those benefits at no cost. As a community-based not-for-profit, we will never turn anyone away seeking our support due to their inability to pay.

## POPULATION SERVED

Our bereavement programs are open to all in the community who are struggling with the loss of a loved one. Approximately 30 percent of individuals who utilize services offered by our Center for Compassionate Care come from the community and do not have an affiliation with an Elizabeth Hospice patient. Compassionate pre-bereavement support is available to our hospice patients and to their loved ones. For every patient on service, we provide grief support to an average of two to three loved ones.

Last fiscal year, ending June 30, 2016, The Elizabeth Hospice cared for 2,619 patients. Six percent of those came from San Marcos. The majority of our hospice patients and their loved ones are seniors. Eighty-two percent of the patients we served last year were over age 71, with 31 percent of them over age 91. The remainder consists of children and adults.

More than 5,000 adults received resource information from our Center for Compassionate Care and nearly 600 adults and more than 300 children received individual counseling, group counseling support or other bereavement services. Our counselors, trained volunteers, and peer facilitators led more than 150 grief support group sessions. Counselors from the Center for Compassionate Care routinely make guest presentations on *Death, Dying & Grief* for nursing and psychology students at California State University, San Marcos (CSUSM).

Last year from San Marcos, we cared for 157 patients, counseled 42 individuals, provided resource information to 250 individuals and an additional 20 individuals participated in our grief support groups.

This fiscal year-to-date through December 31, 2016, we have cared for 82 patients from San Marcos. This represented six percent of our six month patient census. Our Center for Compassionate Care provided resource materials to 106 individuals and counseled 33 others from San Marcos. Students from San Marcos High School also benefited from our eight-week on campus grief support group.

## PROGRAM GOAL

The program goal is to reduce negative consequences associated with the loss of a loved one by teaching people how to manage grief and loss and making mental health resources available to all who face the challenges brought on by terminal illness.

## EXPECTED RESULTS

Through our mental health services, individuals experiencing grief will have coping mechanisms that make it possible for them to adapt to major life events in a healthy way. We have the ability to create a healthier community by providing meaningful bereavement support.

# 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)

### **THE ELIZABETH HOSPICE – BEREAVEMENT AND GRIEF COUNSELING BUDGET**

Rent	\$ 40,551
Facility Contracts, Utilities, Cleaning/Janitorial, Supplies, Lease and Rental Equipment	\$ 12,430
Legal and Agency Dues	\$ 1,366
Continuing Education	\$ 1,126
Volunteers	\$ 1,224
Office Supplies and Printed Materials	\$ 1,634
Telecommunications	\$ 2,157
Postage	\$ 660
Mileage	\$ 6,843
Outreach	\$ 2,916
Camp Erin San Diego* (children's grief camp)	\$ 32,532
Salaries and Benefits	\$ 287,500

**Total budget for this PROJECT:** \$ 490,938

**Grant Request Amount:** \$ 7,500  
(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).**

\$	(Name of source)	See Separate Attachment	**
\$	(Name of source)		**
\$	(Name of source)		**
\$	(Name of source)		**



# The Elizabeth Hospice

## FY2017 BEREAVEMENT AND GRIEF COUNSELING PROGRAM

### REVENUE SOURCES TO DATE

July 1, 2016 – March 1, 2017

<b>AMOUNT RECEIVED OR COMMITTED</b>	<b>\$124,000</b>
Rob Benzon Foundation	
Charles and Ruth Billingsley Foundation	
The Country Friends	
Gina Marie Dayton Guardian Angel Foundation	
Disabled American Veterans	
Escondido Senior Enterprises	
Legacy Endowment Community Foundation	
The Moyer Foundation	
New York Life Foundation	
The Parker Foundation	
Rincon Band of Luiseno Mission Indians	
Ellen Browning Scripps Foundation	
Tri-City Healthcare District	
<b>AMOUNT PENDING</b>	<b>\$45,000</b>
The Samuel and Katherine French Fund	
Hunter Industries	
Rancho Santa Fe Women's Fund	
Rincon Band of Luiseno Indians	
San Marcos Community Foundation	



## The Elizabeth Hospice

### FY2017 OPERATING BUDGET (July 1, 2016 - June 30, 2017)

Net Revenue	\$	32,993,638
Direct Labor Expense	\$	15,669,479
Patient Care Expense	\$	3,719,479
<b>Total</b>	<b>\$</b>	<b>19,388,958</b>
Contribution Margin	\$	13,604,680
Indirect Expenses	\$	12,328,865
Net Operational Income	\$	1,275,815
Fundraising Revenue	\$	1,500,000
Fundraising Expenses	\$	(690,791)
<b>Net</b>	<b>\$</b>	<b>809,209</b>
Other Program Expenses	\$	(879,905)
Investment & Interest	\$	71,967
<b>Net Operations</b>	<b>\$</b>	<b>1,277,086</b>



STATE OF CALIFORNIA

## FRANCHISE TAX BOARD

9750 BUSINESS PARK DRIVE, SUITE 214  
ACRAMENTO, CALIFORNIA 95827-1702

RECEIVED APR 28 1988

April 25, 1988

In reply refer to  
347:RTF:EO:MS:dhRose Lochmann  
1855 Valley Parkway, 107  
Escondido, CA 92027

Purpose : Charitable  
Form of Organization : Corporation  
Accounting Period Ending: June 30  
Organization Number : 0893584

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.

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

You are not required to file state franchise or income tax returns unless you have income subject to the unrelated business income tax under Section 23731 of the Code. In this event, you are required to file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 5th month (4 1/2 months) after the close of your annual accounting period.

• Contributions made to you are deductible by donors as provided by Sections 17214 through 17216.2 and 24357 through 24359 of the Code, unless your purpose is testing for Public Safety.

Special Audit Section  
Telephone (800) 852-5711

cc: The Elizabeth Hospice, Inc.

FTB 4204-ATS (REV. 8-87)

82101



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

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

In reply refer to: 4055256534  
Dec. 30, 2016 LTR 4168C 0  
95-3275679 000000 00

00030116

BODC: TE

THE ELIZABETH HOSPICE INC  
% ELIZ  
500 LA TERRAZA BLVD STE 130  
ESCONDIDO CA 92025-3876



004458

Employer ID Number: 95-3275679  
Form 990 required: Yes

Dear Taxpayer:

This is in response to your request dated Dec. 02, 2016, regarding your tax-exempt status.

We issued you a determination letter in January 1979, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit [www.irs.gov](http://www.irs.gov) or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

4055256534  
Dec. 30, 2016 LTR 4168C 0  
95-3275679 000000 00  
00030117

THE ELIZABETH HOSPICE INC  
% ELIZ  
500 LA TERRAZA BLVD STE 130  
ESCONDIDO CA 92025-3876

Sincerely yours,



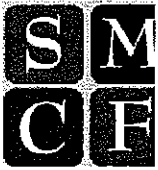
Jeffrey I. Cooper  
Director, EO Rulings & Agreement



**The Elizabeth Hospice, Inc. - Board of Directors**  
**FY 2017- Term Year July 1, 2016 to June 30, 2017**

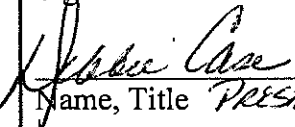
Term year defined as July 1 to June 30, term equals 3 years with a maximum 2 terms.  
 Minimum 5 – Maximum 20 Board of Directors; currently 17

Corporate, Board of Directors			Occupation	Term/year
1. Guy	Anastasia		Commander Chapter 70, Disabled American Veterans	Term 2/1
2. Denise	Boren, PhD, RN	Staff Recruitment & Retention Committee Chair	Director, School of Nursing California State University San Marcos (CSUSM)	Term 2/3
3. Irma	Cota		Chief Executive Officer, North County Health Services	Term 1/2
4. Edward	Croft		Assistant Veterans Service Center Manager Disable American Veterans	Term 1/2
5. Michelle	Hays	Board Treasurer and Finance Committee Chair	Chief Financial Officer, Comhear, Inc.	Term 1/3
6. Robert (Bob)	Hemker	<b>Chairman</b> <i>year one (1) of two year term</i>	Chief Executive Officer, Palomar Health	Term 2/1
7. Gary	Kloehn	Immediate Past Chair and Governance Committee Chair	Retired partner Barney & Barney LLC, San Diego	Term 2/2
8. Debra (Debi)	Lange	Board Secretary	Consultant - Human Resources	Term 1/3
9. Nancy	McCoy		Partner - McCoy and Connolly Consulting Inc.	Term 1/2
10. Laurette	McGuire, PhD		Assistant Professor, CSUSM	Term 2/1
11. Mark	Neu	Quality and Compliance Committee Chair	Corporate Compliance Director UC San Diego Health System	Term 1/3
12. Lori	Rappaport		Licensed Clinical Psychologist	Term 1/2
13. Michelle	Sullivan		Attorney, Sullivan Law Firm, APC	Term 2/1
14. Chris	Weissmann	Vice-Chair/Chair-Elect	Branch Manager II, Silvergate Bank	Term 2/1
15. Dan	Laframboise		President, DL Wealth Management Group	Term 1/1
16. Theodore	Davis	Investment Committee Chair	Retired, Sr. Vice President Legal Division - Union Bank of California	Term 1/1
17. Doug	Dawson	Philanthropy Committee Chair	Executive Director Ellen Browning Scripps Foundation	Term 1/1
<b>Staff – Chief Officers</b>				
<b>Janet (Jan) Jones,</b> President and Chief Executive Officer ( <i>voting member</i> )			<b>Andrea Goodwin,</b> Chief Operating Officer	
<b>Kiprian Skavinski,</b> Chief Financial Officer			<b>Jean Loo-Russo</b> Chief Philanthropy Officer	
<b>Holly Swiger,</b> Interim Chief Compliance Officer			Cheryl Farst Executive Assistant	



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

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

Project Name: Senior Care in the Home Date Submitted: 3/27/17		Total # of people served: 3,255 unduplicated seniors county wide. Total # of San Marcos residents served: 141 unduplicated seniors	Amount Requested: \$8,000
<b>Non-Profit Organization Name and Address, Website</b> Meals on Wheels San Diego County 2254 San Diego Avenue, Ste 200 San Diego, Ca 92110 www.meals-on-wheels.org		<b>Contact Person – Name, Title &amp; Phone, email</b> Heidi Kone Development Manager – Grants 619-261-4520 hkone@meals-on-wheels.org	
<b>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</b> Meals on Wheels San Diego County (MOWSDC) is requesting \$8,000 in funding to help subsidize the cost of rent at its North County Service Center located at 930 Boardwalk Street, Unit C, San Marcos, Ca 92078. Due to the unprecedented growth in the North County of San Diego, MOWSDC is expanding its office space located in San Marcos. As of February 1, 2017, MOWSDC added approximately 950 additional square feet in space (for a total of 2,000 sq. feet) which will allow for additional working area for staff to direct services for North County. The current rent is now \$1,500 a month which is a \$650 increase monthly and a total of \$18,000 annually.			
<b>Briefly describe the significance of your request to the San Marcos community:</b> For Calendar Year 2016, MOWSDC served 141 unduplicated homebound seniors in the City of San Marcos with a total of 17,886 fresh meals and 11,447 beverages accompanied with daily safety checks and in-home social visits. Of all clients served, 43% were over the age of 85 and over 57% were considered extremely low-income (an increase of 17% from the previous year). Of all seniors served, 55% lived alone and 70% were female. The long-term care services delivery system for the elderly is moving toward a home-and community-based alternative. Quality of life, prevention, intervention, and treatment for chronic illnesses in the elderly aging at home at the most fundamental level includes regular nutrition and social contact. MOWSDC services are a vital safety-net for seniors who are aging at home because they choose to or because they are unable to afford quality long-term care in an assisted living or nursing home setting.			
Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> <ol style="list-style-type: none"> <li>Budget for request (use SMCF Budget Worksheet)</li> <li>Annual Operating budget for the organization or unit</li> <li>Federal &amp; State Tax ID numbers</li> <li>Board of Directors listing with affiliations</li> </ol> <b>5. Regular Grants Only:</b> <ol style="list-style-type: none"> <li>1-2 page narrative</li> <li>First 2 pages of Federal 990</li> <li>Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>Signature of President or Authorized Officer on Application</li> <li>Optional: letters of support</li> </ol>		Expected date project will begin/end: 5/01/2017 Date by which funds will be expended: 5/01/2018  Signature of President or Authorized Officer  Name, Title <u>Heidi Kone</u> <u>President &amp; CEO</u> Date <u>3/27/17</u>	
		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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>	

### **Mission Statement**

Meals on Wheels San Diego County's (MOWSDC) *mission* is to support the independence and well-being of seniors who choose to age in their home or must due to the inability to afford quality institutional care in an assisted living or nursing home setting. Many seniors experience chronic illnesses and disabilities making activities of daily living difficult. In many cases, seniors will become temporarily and/or permanently homebound. Becoming homebound prevents seniors from performing the most basic activities of daily living such as obtaining food, healthcare, support services, and engagement in social activities. MOWSDC is part of the community safety net serving older adults in the home with *care services that include the delivery of up to two fresh meals a day by a caring individual accompanied by daily safety checks with referrals to other social service providers if necessary and in-home social visits.*

MOWSDC serves all of San Diego County, including the 3,049 square miles of rural and unincorporated areas. Of all seniors served by MOWSDC, 84% are considered extremely-low to low income according to the income guidelines by the Department of Housing and Urban Development (HUD) for all cities in San Diego County. ***MOWSDC subsidizes 60% of the costs for meals, delivery, and other services provided, regardless of a senior's ability to pay. Further subsidies are provided for seniors who are experiencing severe financial difficulties.*** For MOWSDC's Fiscal Year 2016 (Oct 1, 2015 – Sept 30, 2016), MOWSDC served over 3,255 unduplicated homebound seniors throughout San Diego County with 450,241 meals, daily safety checks and social visits using 2900 trained volunteers.

### **Needs Assessment**

The San Diego County Senior Health Report prepared by the County of San Diego Health and Human Services Agency (2015) continues to indicate the number of seniors aged 65 and older living in San Diego will double between 2010 and 2030. Most notable, is the fact that adults 85 years and older are the fastest growing age group. This corresponds with the growth MOWSDC has experienced over the last two years. In its FY2015, MOWSDC increased its services by 15% in the north and east followed by 10% in the metro areas. For its FY2016, it increased its services by 11% in the East, 8% in the South and 5% in the Metro areas. Its North County Service Center is now at capacity and nearing the initiation of a waiting-list. *Based on its current capacity, MOWSDC is only able to handle an increase of 8% county wide for its FY2017.*

The impact of the changing demographics to individuals and the community in San Diego County is substantial. According to health statistics, at least 80% of older Americans are living with at least one chronic condition and 50% have two or more. These conditions lead to years of pain, disability, decreased quality of life, isolation and potentially unaffordable expense (Pettigrew, A., Kate. 2013. Senior Community Centers of San Diego as a Preventive Care Model. American Journal of Preventive Medicine). The care issues related to the aging are coupled with the fact that 82% of Americans who reach age 65 can't afford long-term care insurance and 67% do not have sufficient financial assets to pay for even one year of nursing home care (Long-Term Care: What Are the Issues? Feb 2014. [www.rwjf.org](http://www.rwjf.org)).

As a result, the long-term care services delivery system is moving toward a home-and community-based alternative. Quality of life, prevention, intervention, and treatment for chronic illnesses in the elderly aging at home at the most fundamental level includes regular nutrition and social contact. According to a recent study by Brown University, meal delivery accompanied by regular safety checks and social visits

## Meals on Wheels San Diego County

was more likely to help seniors who don't yet need nursing home care to stay in their homes, decrease emergency and hospital visits and increase their overall physical and mental health (Kali S. Thomas, PhD, MA. School of Public Health, Brown University. 2015. More Than A Meal? A Randomized Control Trial Comparing the Effects of Home-Delivered Meals Programs on Participants' Feelings of Loneliness.).

### Project Details

Due to the unprecedented growth in the North County of San Diego, MOWSDC is expanding its office space located at 930 Boardwalk in San Marcos. ***As of February 1, 2017, MOWSDC added approximately 950 additional square feet in space which will allow for additional working area for staff to direct services in the North County. The current rent is now \$1,500 a month which is a \$650 increase monthly and a total of \$18,000 annually.*** Funding received from the San Marcos Community Foundation will be used to subsidize the rent increase. This will allow MOWSDC to use valuable operating revenue for the preparation and delivery of meals to homebound seniors in the City of San Marcos.

For Calendar Year 2016, MOWSDC served 141 unduplicated homebound seniors in the City of San Marcos (92069, 92078, 92079, 92096) with a total of 17,886 fresh meals and 11,447 beverages accompanied with daily safety checks and in-home social visits services. Of all clients served, 43% were over the age of 85 and approximately 57% are considered extremely low-income, 30% very-low income, 4% low income, and 9% moderate income (2016. HUD income guidelines for all cities in San Diego County). Of all seniors served, 55% lived alone and 70% were female. ***The goal for Calendar Year 2017 for the City of San Marcos will be to serve 150 unduplicated homebound seniors with up to 18,000 meals and accompanying services.***

# SAN MARCOS COMMUNITY FOUNDATION Budget Worksheet

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

Rent for North County Service Center (\$1,500 month)	\$ 18,000
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

**Total budget for this PROJECT:** \$ 18,000

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

Is this a challenge grant? No

Could it be? No

**Please list any other funding sources for this project.** There are no pending funding sources for this project.  
\*\*Indicate if funds are committed (C), conditional (CD), or pending (P).

\$ _____ (Name of source) _____	**	_____
\$ _____ (Name of source) _____	**	_____
\$ _____ (Name of source) _____	**	_____
\$ _____ (Name of source) _____	**	_____

AMENDMENT TO LEASE

THIS AMENDMENT, is made this 2nd day of January 2017 by and between WCSU INC. ("LESSOR") and Meals On Wheels San Diego County ("Lessee")

WITNESSETH:

WHEREAS, Lessor and Lessee are parties to that certain Lease dated 12/15/1997 for the premises located at 930 Boardwalk Suite C & D San Marcos in the state of California at the rental and upon the terms and conditions therein set forth, and

WHEREAS, Lessor and Lessee are desirous of amending said Lease in the:

1. The term of said Lease shall be extended for (5) five years commencing 02/01/2017 and ending 02/01/2022
2. Effective 02/01/17 the base rent for the premises shall be as \$1,500.00 paid monthly in advance, due on the first day of each month.

WHEREAS, Lessor and Lessee are in agreement that all of the terms, covenants, provision, and agreements of the Lease dated 12/15/1997 shall remain in full force and effect.

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

ACCEPTED AND AGREED

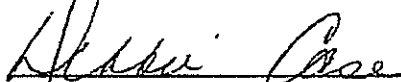
"LESSOR"

"LESSEE"

WCSU INC.

Meals On Wheels San Diego County

  
\_\_\_\_\_  
Jack Goodrich

  
\_\_\_\_\_  
Debbie Case

Title: President

Title: President + CEO

Date: 01/02/2017

Date: 1-3-17

Email: Jackgoodrich2@hush.com

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



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

Project Name: Palomar Promise Date Submitted: April 5, 2017	Total # of people served: 1000 Total # of San Marcos residents served: 380	Amount Requested: \$10,000	
Non-Profit Organization Name and Address, Website Palomar College Foundation 1140 West Mission Rd. San Marcos, CA 92069-1487 <a href="http://www.palomar.edu/foundation">www.palomar.edu/foundation</a>	Contact Person – Name, Title & Phone, email Debbie J. King Director of Foundation Operations (760) 744-1150 ext. 2735 Dking1@palomar.edu		
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>We request a grant of \$10,000 to provide textbooks for the estimated 380 San Marcos students who will enter Palomar College next fall as part of the Palomar Promise. The Promise makes college accessible to everyone in the community by providing a tuition-free first year at Palomar College, a comprehensive transition and academic support program, and textbook and other essentials.</p>			
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>This is <i>your</i> investment in <i>your</i> community's students and in the future of not only those students but also the community itself. The people who will be educated as part of the Palomar Promise will return to the San Marcos community as your first responders, teachers, business people, healthcare professionals, engineers, computer programmers, and technical personnel. A well-educated workforce builds a community that is attractive to new businesses that pay higher wages—money that is spent in the community, contributing to its economic growth.</p>			
Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> <ol style="list-style-type: none"> <li>1. Budget for request (use SMCF Budget Worksheet)</li> <li>2. Annual Operating budget for the organization or unit</li> <li>3. Federal &amp; State Tax ID numbers</li> <li>4. Board of Directors listing with affiliations</li> </ol> <b>5. Regular Grants Only:</b> <ol style="list-style-type: none"> <li>a. 1-2 page narrative</li> <li>b. First 2 pages of Federal 990</li> <li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>d. Signature of President or Authorized Officer on Application</li> <li>e. Optional: letters of support</li> </ol>		Expected date project will begin/end: 08/21/17 Date by which funds will be expended: 05/26/17  <div style="border-bottom: 1px solid black; height: 40px; margin-bottom: 5px;"></div> Signature of President or Authorized Officer  <div style="display: flex; justify-content: space-between;"> <span><b>Richard D. Talmo, Executive Director</b></span> <span><b>Date: 04/05/17</b></span> </div> Name, Title	
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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>			

## Palomar College

**Total Students Served: 1000**

The projected total program budget is based on 1000 students enrolled in the Palomar Promise program from 23 qualifying high schools in our Palomar Community College District service area.

The Palomar Promise will cover student enrollment fees for the fall and spring semesters. The annual cost for a student who enrolls in 12 units each semester.

Enrollment Fees \$46 (unit)	\$1,104,000
Student Union Center Fees \$1 (unit)	\$ 24,000
Health Fee \$19 (semester)	\$ 38,000
Parking \$40 (semester)	\$ 80,000
Textbooks \$500 (semester)	\$1,000,000
<b>Palomar Promise Program Budget (Total service area)</b>	<b>\$2,246,000</b>

**Projected Eligible Students from San Marcos High Schools: 380 students served**

Enrollment Fees \$46 (unit)	\$ 419,520
Student Union Center Fees \$1 (unit)	\$ 9,120
Health Fee \$19 (semester)	\$ 14,440
Parking \$40 (semester)	\$ 30,400
Textbooks \$500 (semester)	\$ 380,000
<b>Palomar Promise (San Marcos students served)</b>	<b>\$ 853,480</b>

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

**We are requesting 20% of total project budget representing program expenditures for San Marcos students (residents) served.**

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

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

\$747,600*	Board of Governors (BOG) grant / State of California <i>(A projected 60% of total students served (600) eligible for funding to cover tuition and fees - \$1246 per student)</i>	(P)
\$500,000	Palomar College Foundation	(C)
\$100,000	Follett Higher Education Group	(C)

\*Funding sources reflect commitment to Palomar Promise total students served projected at 1000.  
Total budget: \$2,246,000.

**Palomar College Foundation - Organizational Budget  
2017**

<b>REVENUE</b>		
Private Support - Scholarships	\$	425,000
Private Support	\$	565,000
Foundation Grants	\$	125,000
Fundraisers / Special Events	\$	600,000
In-Kind Support (College District Funding)	\$	609,462
Investment Return	\$	75,000
Other Income	\$	42,000
<b>TOTAL REVENUE &amp; SUPPORT</b>	<b>\$</b>	<b>2,441,462</b>
<b>EXPENSES</b>		
<b>Supporting Services</b>		
- Donated Services and Facilities *	\$	531,462
- Additional Personnel & Services	\$	196,000
- Fundraising Events	\$	180,000
- Cultivation Events	\$	6,500
- Stewardship Gifts & Communication	\$	10,100
- Printing/Creative Services	\$	17,500
- Postage	\$	9,500
- Travel/Mtgs/Seminars/Misc.	\$	12,750
- Office Supplies/Equipment	\$	4,000
- Professional Services/Support	\$	71,800
- Software and Support	\$	17,000
- Memberships /Professional Affiliations	\$	14,500
<b>Total</b>	<b>\$</b>	<b>1,071,112</b>
<b>Program Services</b>		
- Grants/Allocations	\$	600,000
- Scholarships Disbursed	\$	450,000
- Fundraising Events	\$	45,000
- Donated Services and Facilities *	\$	78,000
- Supplemental Wage Expense	\$	-
- Other Expenses	\$	14,750
<b>Total</b>	<b>\$</b>	<b>1,187,750</b>
<b>TOTAL EXPENSES AND PROGRAM SUPPORT</b>	<b>\$</b>	<b>2,258,862</b>

\* Salaries & Benefits / Services & Facilities (donated by the Palomar College District)

**PALOMAR COLLEGE FOUNDATION**

**Federal Tax ID#: 95-6094128**

**State Tax ID#: 352-5078-6**



## Board of Directors—2017

**David Engblom, *Chair***

Vice President, Banc of California  
San Marcos, CA

**Matilda Rough, *Past-Chair***

President, M&M Escrow Company  
San Marcos, CA

**Terrence Maher, *Treasurer***

Maher Technologies  
San Diego, CA

**Dr. Li Tian, *Secretary***

Senior Marketing Director, Transamerica Financial Advisors, Inc.  
San Diego, CA

**Jeff Wohler, *Chair-Elect***

Owner, War Horse  
Bonsall, CA

**John Masson**

President, Masson & Associates Inc.  
Escondido, CA

**Chief Judge Anthony Brandenburg**

Inter-Tribal Court of Southern California  
Valley Center, CA

**Dr. Luene Corwin**

Retired Educator/Community Leader  
Vista, CA

**Barbara Swearingen**

Community Leader  
Carlsbad, CA

**Massey Pitts**

Owner, Mass Media Consulting  
San Diego, CA

We ask that the San Marcos Community Foundation join with the Palomar College Foundation to help us keep a promise—the promise of access to success that is afforded by a college education.

This fall will be the inaugural year of the Palomar Promise, a bold and innovative effort to remove the economic barrier that has prevented some of your community's best and brightest students from pursuing a college education.

The Palomar Promise is our promise of a free first year of college to any qualified high school student graduating from a San Marcos or other North County school. But it is even more than just free tuition—it is a promise to provide a comprehensive suite of programs and services that enable students to successfully bridge the gap from high school to college, identify and remediate any academic deficiencies, and adapt to a new academic environment.

To be eligible, students must:

- Graduate from an eligible high school in the Palomar College district service area
- Enroll at Palomar College within one year of high school graduation
- Complete the financial aid application process
- Sign a student success contract
- Meet with a student success counselor to develop an education plan
- Maintain a 2.0 grade point average while attending Palomar College

It is our loss, as a community, when an otherwise capable student is unable to attend college because of his or her personal finances. People who have the capacity to be engineers, managers, nurses, scientists, entrepreneurs and business leaders are permanently constrained personally and financially for lack of the knowledge and credentials that come from college preparation. Study after study shows that there is a directly relationship between educational attainment and lifelong earning capacity. A Californian with a college degree will earn about \$400,000 more over his/her lifespan than a person without a degree. Students who earn a degree or certificate from a community college *double* their earnings within three years.

In the 1960's, a community college education *was* free and it initiated a period of unparalleled prosperity as many community college students went on to productive careers, or to further education at four-year schools. Since that time, tuition has been imposed. Together with other fees and textbook costs, even a community college education has become inaccessible to an increasingly large number of high school students.

The Palomar Promise is a promise of hope, an invitation to success, and an opportunity to proceed and succeed; initiative, focus, accountability and hard work will be the only criteria for accessing opportunity.

That and textbooks.

It surprises many who gained their college education in an earlier era to learn that the cost of textbooks is now very substantial. National figures show an average cost of more than \$1300 a year for books at a community college, with many individual texts now costing \$200 or more. Even students who can manage to pay tuition often have to decide which of their textbooks to buy and which to do without because they simply cannot afford them all.

We request a grant of \$10,000 from the San Marcos Community Foundation to provide textbook support for an estimated 380 students from San Marcos high schools who will attend Palomar College next fall as part of the Palomar Promise.

As shown in the attached budget, we anticipate that these students will incur about \$380,000 in textbook costs. Our goal is to combine multiple sources of funds in order to assure every student that he/she will have every textbook for every class.

We ask that the San Marcos Community Foundation contribute to this innovative effort which will enable your community's students to have the textbooks they need. In total, more than \$850,000 of funds will be committed to San Marcos students alone for their tuition, fees, and books. This is a large and challenging undertaking, and one that can succeed only if it is broadly supported by all the communities it touches.


This is *your* investment in *your* community's students and in the future of not only those students but also the community itself. The people who will be educated as part of the Palomar Promise will return to the San Marcos community as your first responders, teachers, business people, healthcare professionals, engineers, computer programmers, and technical personnel. A well-educated workforce builds a community that is attractive to new businesses that pay higher wages—money that is spent in the community, contributing to its economic growth.

Our graduates are your future. This is your opportunity to invest in that future.

# SAN MARCOS COMMUNITY FOUNDATION

## Grant Cover Page

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

Project Name: Solutions Case Management		Total # of people served: 525	Amount Requested: \$10,000
Date Submitted: 4/5/2017		Total # of San Marcos residents served: 45	
Non-Profit Organization Name and Address, Website		Contact Person – Name, Title & Phone, email	
Solutions for Change, Inc. 722 W. California Avenue Vista, CA 92083 www.solutionsforchange.org		Megan Powers Communications Manager/Grant Writer 760-941-6545 ext.324 mpowers@solutionsforchange.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Solutions for Change seeks a grant to support our Case Management program, which is paramount to the success of our families' 1,000-day journey out of homelessness and into stability and independence. Our program addresses the causative factors of homelessness through a comprehensive initial assessment and individualized success plan which allows resident families to heal and recover. Residents learn to lead themselves and their children based on the values of personal responsibility and accountability. These services provide families access to the skills, knowledge, and resources they need to gain and maintain physical, mental, and financial health.</p>			
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The plight of homeless children and their parents is almost invisible, despite that fact that staggeringly large numbers of people, and futures, are at risk. San Diego has escalated to 4th in the nation in total homeless population. We have found that our north county community, including San Marcos, is not immune to this plight. Of the families that knock on our doors every day, at the lowest point in their lives, many are from San Marcos. The majority of these individuals are children, who follow their parents from shelter to shelter and couch to couch. We see these families as having potential to be powerful community assets. However they have critical issues to overcome before that becomes a reality, such as substance abuse, domestic violence, illness, and/or financial hardship. Addressing these issues for the most vulnerable families in San Marcos will help strengthen the overall community.</p>			
Please attach the following items.		Expected date project will begin/end: 7/1/2017	
<b>Both Mini-Grant &amp; Regular:</b>		Date by which funds will be expended: 6/30/2018	
1. Budget for request (use SMCF Budget Worksheet)		Signature of President or Authorized Officer 	
2. Annual Operating budget for the organization or unit			
3. Federal & State Tax ID numbers		_____ 4/5/17 _____ Name, Title Date Tammy Megison, Executive Vice President	
4. Board of Directors listing with affiliations			
<b>5. Regular Grants Only:</b>			
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		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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>	



Solutions for Change

Solutions for Change  
Regular Grant Request to the  
San Marcos Community Foundation



We believe a critical issue in our community is family homelessness. With this proposal, we request \$10,000 to support for the most vulnerable members of the North County community – homeless families.

### Background

In the late 1990's, our founders, Chris and Tammy Megison, noticed children and families showing up at winter shelters which had, up until that point, largely housed homeless men. They realized the limited services available to house and rehabilitate this population and put together a plan to grow an intervention of their own. What they created was Solutions for Change – a unique model that blends affordable housing, educational opportunities, employment training and health-related solutions. Now with seventeen years of serving this population, Solutions for Change has helped over *850 families, including 2,200 children* out of homelessness, permanently.

### Our Families

On any given day, more than 130 families and 300 children are participating in our programs (approximately 350 individuals) from the cities of San Marcos, Carlsbad, Vista, Escondido, and Oceanside. They come into our program at or below 30% of area median income and most at the very bottom of that spectrum, with almost no money or other assets. These circumstances are often coupled with other complex, underlying issues. Last year's survey showed 39% of our residents suffered from some kind of substance abuse, 36% fled domestic violence, 25% experience mental illness, and 17% have a disability. The average age of our adult residents is 35, and the average age of our children is 7.5 years old. The majority of our residents are female (85%).

### Solutions University

The Solutions University main campus includes 33 apartments, classrooms, a counseling center, and our administrative facilities. We provide the space and support where people can change their lives, but they are held accountable for learning, growing, and making a contribution. Solutions University takes 1,000 days (approximately 3 years) because we do not treat symptoms. Instead, our expert staff works individually with each family to help them gain permanent independence. Using the servant leadership model, Solutions University teaches parents how to lead themselves, lead their children, and be leaders in their community.

Solutions University is not just a place where families get shelter. It's a lasting community where people who graduated from the program many years ago still stop by to offer support and hope. Families are housed during the course of their journey here; however, the real solution lies in the program, which follows a highly individualized plan crafted to address each individual's specific issues and needs. That plan includes classes addressing substance abuse patterns, mental health issues, histories of violence and trauma and all other barriers to self-reliance.

Following the completion of the program, families are armed with the skills, knowledge and resources they require to establish themselves as self-sufficient, stable members of the community. Each family graduates with *permanent stable housing, at least \$2,000 in savings, and the knowledge needed for long-term resilience.*

### **The Need: Solutions Case Management**

The key to our success in the north county community is our case managers, who cumulatively have decades of experience and Master's level training within the field. They bring to Solutions expertise with family therapy, women's issues, and the unique needs of military families, as well as vast experience with the substance abuse and mental health challenges within our complex population. For our families, these supports help to unravel the deep physical, psychological and emotional damage that often result from the circumstances under which they've lived. The one-on-one guidance makes sure that any issues that arise are immediately addressed and worked on, while ensuring that families feel supported throughout their very difficult journey out of homelessness. Our focus is assisting the whole individual and solving the problem. In treating causative factors, Solutions also helps to prevent future families from ending up without a home.

This proposal could underwrite the futures of the families in our program – providing critical case management services. Solutions for Change is grateful to the San Marcos Community Foundation for its past support and its consideration of this request. We welcome any inquiries and look forward to a successful, ongoing partnership benefitting families in need and all of San Marcos.

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

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

<u>Wages and Salaries</u>	<u>\$ 356,708</u>
---------------------------	-------------------

- (1) Director of Programs
- (1) Program Supervisor
- (3) Case Managers
- (1) Workforce Development Coordinator
- (2) Residential Aids

<u>Personnel benefits @30%</u>	<u>\$107,012</u>
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<u>Materials and supplies</u>	<u>\$38,178</u>
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<b>Total budget for this PROJECT:</b>	<b><u>\$501,898</u></b>
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<b>Grant Request Amount:</b> (Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)	<b><u>\$10,000</u></b>
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Is this a challenge grant? No

Could it be? N/A

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

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

<u>\$100,000</u>	<u>Genentech Foundation</u>	<u>** C</u>
------------------	-----------------------------	-------------

<u>\$300,000</u>	<u>Issa Family Foundation</u>	<u>** C</u>
------------------	-------------------------------	-------------

<u>\$89,000</u>	<u>San Diego Foundation</u>	<u>** C</u>
-----------------	-----------------------------	-------------

<u>\$25,000</u>	<u>Wells Fargo</u>	<u>** C</u>
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**Solutions for Change**  
Organizational Budget 2017

**Income**

Donations	\$ 550,000
Foundation Income	\$ 1,042,625
Public Funds - Grants/Subsidies	\$ 194,702
Developer Fees	\$ 200,000
Fundraising	\$ 339,880
Rental Income	\$ 685,420
Vacancy	\$ (20,765)
Property Management Income	\$ 120,720
Farm Product	\$ 585,240

**Total Income \$ 3,697,822**

Farm COGS \$ 284,988

**Operating Expenses**

Personnel	\$ 1,785,671
Dues, Memberships & Subscriptio	\$ 22,968
Computer Hard/Software & Repair	\$ 37,677
Fundraising Expense	\$ 100,000
Advertising & Marketing	\$ 79,590
Meetings/Training/Travel	\$ 24,790
Office Expense	\$ 36,900
Program Expense	\$ 36,050
Professional Fees	\$ 195,806
Farm Expense	\$ 5,000
Facilities	\$ 380,312
Bank & Finance Charges	\$ 36,700
Repairs/Maintenance	\$ 69,525
Taxes/Licenses/Permits	\$ 24,429
Insurance	\$ 167,630
Depreciation Expense	\$ 533,126

**Total Operating Expenses \$ 3,821,163**

\$ (123,341)

Interest Income \$ 13,400

\$ 13,400

Loan Interest \$ 142,687

Amortization Expense \$ 1,522

\$ 144,209

**Total Other Expenses (Income) \$ (130,809)**

**Net Income with Depreciation \$ (254,150)**

W/O Depreciation & Amortization \$ 280,498

Annual Reserves \$ 20,533

Annual Loan Payments \$ 259,965

**Net Income without Depreciation 0**

OGDEN UT 84201-0029

In reply refer to: 4077550286  
July 22, 2014 LTR 4168C 0  
33-0902617 000000 00  
00029243  
BODC: TE

SOLUTIONS FOR CHANGE INC  
% MICHAEL C MEGISON  
722 W CALIFORNIA AVE  
VISTA CA 92083-3565



003156

Employer Identification Number: 33-0902617  
Person to Contact: MS SINGLETON  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your June 05, 2014, 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 JUNE 2000.

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

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

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



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

In reply refer to  
755:G :JCA

July 18, 2000

NORTH COUNTY SOLUTIONS FOR CHANGE INC  
245 BLOCKTON RD  
VISTA CA 92083-7671

Purpose : CHARITABLE  
Code Section : 2370ld  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number : 2048058

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

July 18, 2000  
NORTH COUNTY SOLUTIONS FOR CHANGE, INC.  
ENTITY ID : 2048058  
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.

J AMAYA  
EXEMPT ORGANIZATION SECTION  
PROCESSING SERVICES BUREAU  
TELEPHONE (916) 845-6644

EO :  
CC :LAWRENCE J KAPLAN



*Solutions for Change*

## **2017 Board of Directors**

**David H. Crean, Ph.D.**, Chairman  
Managing Director, Investment Banking  
Objective Capital Partners  
12520 High Bluff Drive, Suite 275  
San Diego, CA, 92130  
davidhcrean@gmail.com  
(858)461-9490  
(858) 245-4905

**Jack Landers**, Director  
Commercial Insurance/Risk Management  
Teague Insurance Agency  
4700 Spring St #400  
La Mesa, CA 91942  
JLanders@teagueins.com  
(619) 668-2379  
(619) 838-0359

**Mark Fingerlin**, Treasurer  
Chair at Vistage International  
1441 Main St #315  
Ramona, CA 92065  
Mark.fingerlin@vistagechair.com  
(760) 846-6092

**Chris Smith**, Director  
Director, St. Thomas More Catholic Church  
1450 South Melrose Drive  
Oceanside, CA 92056  
ChrisS@stmoside.org  
(760) 758-4100

**Leanne Abraham**, Secretary  
President at Premierhire  
2382 Camino Vida Roble Suite 114  
Carlsbad, CA 92011  
Leanne@premierhire.com  
(760)-579-0248  
(760)-805-2688

**Jerry Watson**, Director  
Retired Communication Specialist  
6648 Oakridge Road  
San Diego, CA 92120  
jrwatson@cox.net  
(619) 287-0484

**Teresa Shaffer**, Director  
Retired Teacher and Special Education  
Administrator  
Teresashaffer7@gmail.com  
1-761-936-6609

**Lenna Wright**, Director  
District Representative for Congressman Issa  
wrightlenna@gmail.com  
760-599-5000

**John Conrad**, Director  
Senior Accountant, Alvarado Hospital  
Jpconrad69@att.net  
619-229-3269

**Bret Schanzenbach**, Director  
Vista Chamber of Commerce  
bret@vistachamber.org  
760-726-1122



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

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

Project Name: Community Program Date Submitted: 3/21/2017	Total # of people served: 1,047 Total # of San Marcos residents served: 31	Amount Requested: \$7,750
Non-Profit Organization Name and Address, Website Special Olympics San Diego 10977 San Diego Mission Road San Diego, CA 92108 www.sosc.org/sandiego	Contact Person – Name, Title & Phone, email Amanda Hambly Development Manager 619-283-6197 ahambly@sosc.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant): The Community Program provides individuals over the age of 8 with the opportunity to compete in 11 different Olympic-style sports, over two seasons: Spring and Fall. Special Olympics is free to all those who participate. It costs approximately \$250 to support one athlete for a sport season, including: equipment, uniforms, travel, medals, practice space, and competition space. This request is for \$7,750 to support the 31 San Marcos residents who compete as athletes through Special Olympics San Diego for one sports season.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community: Currently, 31 Special Olympics athletes live in San Marcos along with 9 volunteers. Your support of the Community Program will provide a unique opportunity for individuals with an intellectual and/or developmental disability to showcase their physical abilities and sportsmanship. The Community Program provides an opportunity to break down barriers and stereotypes that characterize people with developmental disabilities as incapable or helpless, creating a more inclusive and accepting community in San Marcos.</p>		
<p>Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b></p> <ol style="list-style-type: none"><li>1. Budget for request (use SMCF Budget Worksheet)</li><li>2. Annual Operating budget for the organization or unit</li><li>3. Federal &amp; State Tax ID numbers</li><li>4. Board of Directors listing with affiliations</li><li><b>5. Regular Grants Only:</b><ol style="list-style-type: none"><li>a. 1-2 page narrative</li><li>b. First 2 pages of Federal 990</li><li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li><li>d. Signature of President or Authorized Officer on Application</li><li>e. Optional: letters of support</li></ol></li></ol>	<p>Expected date project will begin/end: Sept 2017 Date by which funds will be expended: June 2018</p> <p>Signature of President or Authorized Officer <i>Karen Terra, Director</i> 3.21.17 Name, Title Date</p> <p>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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a></p>	

# SAN MARCOS COMMUNITY FOUNDATION Budget Worksheet

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

<u>3 Program staff members (including taxes)</u>	<u>\$85,717</u>
<u>In-Kind - 282 Volunteer Coaches (3hrs X 18 weeks X \$27.59)</u>	<u>\$420,141 (IK)</u>
<u>Sports Practices – 11 options (includes equipment, venue, uniforms, supplies)</u>	<u>\$58,250</u>
<u>Regional Competitions (Fall and Spring)</u>	<u>\$44,760</u>
<u>Final Competitions: Chapter-Wide (Fall and Summer)</u>	<u>\$32,255</u>
<u>Volunteer/Coach/Official Education and Recruitment</u>	<u>\$5,500</u>
<u>Indirect Costs Excluding In-Kind (15%)</u>	<u>\$33,972</u>
<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>\$ _____</u>

**Total budget for this PROJECT:** \$680,594

**Grant Request Amount:** \$ 7,750  
(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).**

\$20,000 Walter J. & Betty C. Zable Foundation \*\* (C)

\$20,000 Wells Fargo Foundation \*\* (C)

\$10,000 Hervey Family non-Endowment Fund \*\* (C)

\$7,300 Genentech Foundation \*\* (C)

Special Olympics Southern California  
San Diego Region  
2017 Expense Budget

	Program	Fundraising	Mgmt./Admin	Headquarters Support	Total
Personnel Costs	274,331	-	-		274,331
Administration	-	-	-	219,636	219,636
Meals	10,050	5,200	300		15,550
Lodging	750	250	-		1,000
Sports Training & Competition	-	-	-	62,215	62,215
Uniforms	9,900	11,000	-		20,900
Facilities Rental	73,562	1,500	-		75,062
Event Supplies	21,275	2,725	-		24,000
Professional Services	4,850	-	2,100		6,950
Rent	-	-	33,000		33,000
Transportation	34,450	2,175	2,725		39,350
Awards & Recognition	8,200	1,600	-		9,800
Equipment Rental	8,500	-	100		8,600
Printing	265	150	3,400		3,815
Bank Charges	-	3,000	900		3,900
Telephone	-	-	4,800		4,800
Office Supplies	100	-	4,000		4,100
Event Fees	600	1,400	-		
Public Education	-	-	-	3,927	3,927
Equipment Services	-	-	6,556		6,556
Volunteer Services	-	-	-	6,379	
Special Initiatives	-	-	-	11,307	11,307
Postage & Delivery	315	150	3,500		3,965
Utilities	-	-	5,500		5,500
Volunteer Services					-
Insurance	1,510	-	3,000		4,510
Dues & Publications	350	-	1,000		1,350
Taxes & Licenses	-	-	450		450
Photography	600	750	-		1,350
	449,608	29,900	71,331	303,464	854,303



CINCINNATI OH 45999-0038

In reply refer to: 0248222025  
May 10, 2016 LTR 4168C 0  
95-4538450 000000 00  
Input Op: 0248222025 00015969  
BODC: TE

SPECIAL OLYMPICS SOUTHERN  
CALIFORNIA INC  
1600 FORBES WAY STE 200  
LONG BEACH CA 90810-1833



035047

Employer ID Number: 95-4538450  
Form 990 required: yes

Dear Taxpayer:

This is in response to your request dated Apr. 29, 2016, regarding your tax-exempt status.

We issued you a determination letter in May 1996, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit [www.irs.gov](http://www.irs.gov) or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

0248222025  
May 10, 2016 LTR 4168C 0  
95-4538450 000000 00  
Input Op: 0248222025 00015970

SPECIAL OLYMPICS SOUTHERN  
CALIFORNIA INC  
1600 FORBES WAY STE 200  
LONG BEACH CA 90810-1833

Sincerely yours,

*Doris P. Kenwright*

Doris Kenwright, Operation Mgr.  
Accounts Management Operations 1



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

## Entity Status Letter

Date: 3/11/2015

ESL ID: 3657687967

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

Entity ID: 1898240

Entity Name: SPECIAL OLYMPICS SOUTHERN CALIFORNIA, INC.

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

The above information does not necessarily reflect:

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

### Internet and Telephone Assistance

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

Telephone: 800.852.5711 from within the United States

916.845.6500 from outside the United States

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



**Regional Leadership Council – San Diego Region**

**March 21, 2017**

**Chair: AMY BRUTTO**

Principal, Client Executive  
Marsh & McLennan Agency LLC  
858-242-5761 Office  
amy.brutto@mma-west.com

**ERICH BORK**

Store Team Leader  
Target  
858.679.8202 Direct  
erich.bork@target.com

**MIKE DAVIDSON**

Producer  
Alliant Insurance Services, Inc.  
619-849-3858 Office  
miked2747@yahoo.com

**DUNCAN DODD**

Senior Vice President  
DTZ Commercial Real Estate  
858-546-5400 Office  
duncan.dodd@dtz.com

**STEVEN DOSS**

Regional Sales Manager  
Wells Fargo SBA Lending  
760-432-5319 Office  
steven.w.doss@wellsfargo.com

**JON FROOMIN**

Chief of Police  
Coronado Police Department  
619-522-7350 Office  
jfroomin@coronado.ca.us

**JAY GLICKSMAN**

Special Olympics Coach  
858-877-3399  
jay@jg.org

**JINX HACK RING**

SOSC Board Member  
619-651-4056 Home  
jinxring@gmail.com

**JACQUE MARTIN**

Certified Advertising Specialist  
Brown & Bigelow/Adcentive Group  
760-585-9420 ext. 235 Office  
jqmartin@brownandbigelow.com

**AMBER REAMS**

Financial Planner and Investment Advisor  
The Financial Planning Department, Inc.  
619-272-6221 Office  
amber@fpdinc.net

**AMANDA REGIN**

Financial Planner and Investment Advisor  
The Financial Planning Department, Inc.  
619-272-6221 Office  
amanda@fpdinc.net

**JEFF SCHMAL**

Director, Marketing and Client Solutions  
Cox Media  
619-876-4893  
jeff.schmal@coxmedia.com

**JAMES WATTS**

Managing Director, Advisor Relations  
TD Ameritrade Institutional  
Division of TD Ameritrade Inc.  
858-678-5187 Office  
james.watts@tdameritrade.com

**KAREN TERRA**

Regional Director, San Diego  
Special Olympics Southern California  
619-283-6100 Office  
kterra@sosc.org



## **Special Olympics San Diego - Community Program Proposal**

*Prepared for: San Marcos Community Foundation*

Individuals with intellectual disabilities represent the largest population of people with a disability in the world. Regardless of age, this population has a 40 percent greater risk for preventable health conditions such as, obesity, diabetes, and high cholesterol. According to the Center for Disease Control (CDC), more than 50 percent of individuals with an intellectual disability do not participate in any form of exercise, and obesity rates are almost 30 percent higher than their neuro-typical peers. A sedentary lifestyle can result in higher cholesterol levels, heart problems, and diabetes, as well as reduced muscular strength and endurance. Couple those risk factors with the fact that people with an intellectual disability have a shorter life expectancy than other Americans, and there becomes an undeniable need to integrate health and physical fitness into their everyday lives. These problems could be improved with routine exercise; unfortunately, many programs are out of reach due to this population's unique health and fitness needs.

As the largest sports organization in the world for individuals with intellectual disabilities, Special Olympics strives to provide opportunities where everyone, regardless of ability, is included and accepted. Special Olympics Southern California – San Diego Region (SOSD) currently serves 2,500 athletes annually, and is steadily increasing its reach each year. SOSD is committed to promoting a healthy lifestyle among individuals with intellectual disabilities. More than 50 percent of our athletes had never participated in any type of physical exercise prior to joining our programs. Participation in Special Olympics counteracts this problem by providing ongoing physical exercise through weekly trainings and competitions during the sports season, typically totaling 50 hours each season. Athletes improve their health, refine motor skills, increase flexibility, improve mobility and range of motion, develop healthier nutritional habits, and enhance their overall level of fitness through participation in our programs

SOSD's Community Program provides individuals over the age of 8 the opportunity to compete in 11 different Olympic-style sports: bowling, basketball, soccer, swimming, floor hockey, softball, tennis, track and field, golf, bocce, and gymnastics. Currently, 1,047 athletes participate in the Community Program, including 31 athletes from San Marcos. Athletes can participate in individual skills (i.e. dribbling, shooting, running the bases, etc.) or team sports, depending on their level of ability. They practice each week with their team and their volunteer coach, and compete in a minimum of two competitions in their chosen sport(s).

All Special Olympics programs are provided at no charge. It costs approximately \$250 to support one athlete for one sport season; this includes their uniform, equipment, practice and competition venues, transportation to competitions, coaches' trainings and education, and supplies, including their medals. This request of \$7,750 will support all 31 athletes from San Marcos for an entire sports season. Your support will directly benefit Rosemarie, an athlete in her 60s, who stays active and connected to her community by participating in Bocce and Bowling; Brian, who loves all sports and has participated in Basketball, Floor Hockey, Track & Field, and Bowling since he enrolled in our programs in 2011, at the young age of 21; and Melissa, who has competed in Swimming and Bowling for the past 8 years, and considers her Special Olympics friends as family.

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](http://www.irs.gov/form990).

OMB No. 1545-0047

**2015**

Open to Public Inspection

**A** For the 2015 calendar year, or tax year beginning

and ending

**B** Check if applicable:

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

**C** Name of organization  
**SPECIAL OLYMPICS SOUTHERN CALIFORNIA, INC.**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
**1600 FORBES WAY 200**

City or town, state or province, country, and ZIP or foreign postal code  
**LONG BEACH, CA 90810**

**F** Name and address of principal officer: **WILLIAM SHUMARD**  
**SAME AS C ABOVE**

**D** Employer identification number

**95-4538450**

**E** Telephone number  
**(562) 502-1100**

**G** Gross receipts \$ **19,380,592.**

**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.SOSC.ORG**

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

**L** Year of formation: **1995** **M** State of legal domicile: **CA**

## Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <b>TO ENABLE INDIVIDUALS WITH INTELLECTUAL DISABILITIES TO LIVE BETTER LIVES THROUGH SPORTS.</b>		
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	53
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	53
	5	Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	92
	6	Total number of volunteers (estimate if necessary)	6	15000
	Revenue	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a
7b		Net unrelated business taxable income from Form 990-T, line 34	7b	0.
8		Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
9		Program service revenue (Part VIII, line 2g)	6,820,480.	8,397,984.
10		Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0.	0.
11		Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	119,085.	100,839.
12		Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	2,260,428.	2,632,593.
13		Grants and similar amounts paid (Part IX, column (A), lines 1-3)	9,199,993.	11,131,416.
14		Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
Expenses		15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	4,747,859.	5,474,033.
	17	b Total fundraising expenses (Part IX, column (D), line 25)	117,255.	70,556.
	18	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	747,435.	
	19	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	4,160,233.	4,480,590.
	20	Revenue less expenses. Subtract line 18 from line 12	9,025,347.	10,025,179.
	21	Total assets (Part X, line 16)	174,646.	1,106,237.
Net Assets or Fund Balances	22	Total liabilities (Part X, line 26)	Beginning of Current Year	End of Year
	23	Net assets or fund balances. Subtract line 21 from line 20	6,775,076.	7,589,782.
	24		631,053.	643,844.

## 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 **WILLIAM SHUMARD, CEO** Date **8/15/16**

**Paid Preparer Use Only** Print/Type preparer's name **LAUREN A. HAVERLOCK** Preparer's signature **[Signature]** Date **2016.08.16** Time **16:19:22** PTIN **P00545829** Firm's name **GREEN HASSON & JANKS LLP** Firm's EIN **95-1777440** Firm's address **10990 WILSHIRE BLVD., 16TH FLOOR LOS ANGELES, CA 90024-3929** Phone no. **(310) 873-1600**

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

☒ Yes ☐ No

SPECIAL OLYMPICS SOUTHERN  
CALIFORNIA, INC.

Form 990 (2015)

95-4538450 Page 2

**Part III** Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

☒ X

1 Briefly describe the organization's mission:

THE MISSION OF SPECIAL OLYMPICS SOUTHERN CALIFORNIA IS TO PROVIDE YEAR-ROUND SPORTS TRAINING AND ATHLETIC COMPETITION IN A VARIETY OF OLYMPIC-TYPE SPORTS FOR CHILDREN AND ADULTS WITH INTELLECTUAL DISABILITIES, GIVING THEM CONTINUING OPPORTUNITIES TO DEVELOP PHYSICAL

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 \$ 8,049,615. including grants of \$ ) (Revenue \$ )  
COMPETITIONS:

SPECIAL OLYMPICS SOUTHERN CALIFORNIA PROVIDES COMPETITIONS IN 12 SPORTS THROUGHOUT THE YEAR IN NEARLY 120 SPORTS AND TRAINING EVENTS. ATHLETES HAVE OPPORTUNITIES TO COMPETE AT THE LOCAL, REGIONAL AND CHAPTER LEVEL. THE SUMMER GAMES AND FALL GAMES ARE THE HIGHEST LEVEL OF COMPETITION AT THE CHAPTER LEVEL WITH THOUSANDS OF VOLUNTEERS AND SPECTATORS ATTENDING THE GAMES. ATHLETES MAY ALSO PROGRESS TO ADVANCED COMPETITION AT THE NATIONAL AND INTERNATIONAL LEVELS. NO MATTER WHAT THE LEVEL OF COMPETITION ATHLETES ARE CONTINUALLY CHALLENGED TO "BE THE BEST THAT THEY CAN BE." AT SPECIAL OLYMPICS COMPETITIONS THROUGHOUT SOUTHERN CALIFORNIA, THE MOST VICTORIOUS ATHLETES ARE THE ONES WHO HAVE ACHIEVED

4b (Code: ) (Expenses \$ 873,407. including grants of \$ ) (Revenue \$ )  
SCHOOL PARTNERSHIP PROGRAM:

SPECIAL OLYMPICS SOUTHERN CALIFORNIA'S SCHOOL PARTNERSHIP PROGRAM PROVIDES OPPORTUNITIES FOR STUDENTS WITH INTELLECTUAL DISABILITIES TO BENEFIT FROM SPECIAL OLYMPICS PARTICIPATION AT A YOUNG AGE, WITHIN THEIR OWN SCHOOL ENVIRONMENT. SPECIAL EDUCATION STUDENTS WHO PARTICIPATE IN THE SCHOOL PARTNERSHIP PROGRAM EXPERIENCE BETTER HEALTH, IMPROVED RELATIONSHIPS WITH THEIR PEERS AND GENERAL EDUCATION STUDENTS, AND A GLIMPSE AT HOW SPECIAL OLYMPICS CAN LEAD TO A LIFETIME OF SPORTS PARTICIPATION, FRIENDSHIPS AND HEALTHY HABITS. THIS PROGRAM IS ALSO KEY TO ACHIEVING OUR STRATEGIC GOAL OF INCREASING THE NUMBER OF ATHLETES WHO PARTICIPATE IN SPECIAL OLYMPICS. WE HAD 15,119 ELEMENTARY, MIDDLE

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

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

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

4e Total program service expenses 8,923,022.

Form 990 (2015)

532002  
12-16-15

SEE SCHEDULE O FOR CONTINUATION(S)

2

15580811 758461 4295

2015.04010 SPECIAL OLYMPICS SOUTHERN C 4295\_\_1

## Arts and Cultural Grants 2016-2017: Funding Recommendation Worksheet

Total amount available for FY17:

\$3,500.00

Name	Requested Amount	Type	Summary of Project	GFC Funding Recommendation
Art Animates Life	\$2,000.00	Arts	To facilitate two productions over the term of the grant period, including its annual holiday production.	\$1,500.00
Luminary Arts	\$1,700.00	Arts	To partner with the San Marcos Unified School District to offer school programs in theater and dance for the 2017-2018 school year.	\$0.00
Boys & Girls Club of San Marcos	\$2,000.00	Arts	To purchase more items for its dance teams including uniforms, costumes, and t-shirts, as well as help cover staffing costs of the dance program.	\$2,000.00
<b>Total Grants Requested:</b>	<b>\$5,700.00</b>			<b>\$3,500.00</b>

# Charles Carr

March 31, 2017

Re: San Marcos Community  
Foundation Arts & Culture Grant

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



President/Co-founder

The San Diego  
**Union-Tribune.**

Contributor

**THE CALIFORNIAN**

Contributor

**COMPUTOREDGE**

News & Reviews Editor

Dear San Marcos Community Foundation board members,

Thank you immensely for considering our organization, Art Animates Life, for a San Marcos Community Foundation Arts & Culture grant for 2017-18.

Art Animates Life offers greatly-reduced ticket prices to the general public, no-cost professional quality short films and promos for local charities and nonprofits, zero 'pay for play' fees for actor participants, and extremely low tuition fees for enrollees in our Young Filmmaker Series.

If we're so fortunate, your grant will make a tangible and lasting contribution to our cultural environment by greatly helping to provide access to both theatrical and filmic art forms to countless local individuals families.

Sincerely,

Charles Carr (Caratti)  
President, Art Animates Life, Inc.

**City of San Marcos**  
**Arts and Cultural Grant Application 2017**

---

Grant request: \$ 2,000

Total Program Budget: \$ 10,000

Name of Organization: Art Animates Life, Inc.

Contact Person Charles Caratti Title President

Organization Address 30497 Lilac Road, Valley Center, CA 92082

Phone: 760-749-8229 Fax: n/a

Email: charles@carrfamily.com Web address: www.artanimateslife.org

Number Paid staff 0 Number volunteer staff 100+

Geographic Area Served: San Marcos primarily, but also Escondido, Vista, and environs

Describe your organization in the space below):

Art Animates Life (AAL), though it theatrical offshoot, North County Players, and independent film studio, Art Animates Life Films, produces live stage productions and films that benefit local nonprofits and members of the community on both sides of the curtain or camera lens.

Over the past decade, AAL events have raised tens-of-thousands of dollars for many essential local charities including Charity Wings Art Center (San Marcos), the San Marcos VFW's Veterans' Relief Fund, the San Marcos Historical Society, The Escondido Arts Partnership, The Park Avenue Center, Paradise Community Services, PowPAC, and the San Marcos VFW, among others.

AAL's founder and current president Charles Carr, a writer for the Union-Tribune, the Times-Advocate, the Californian, the North County Times, and many others, has penned literally thousands of articles, columns, and features, often specifically focused on San Marcos area events and issues.

A key component of every AAL production or event is a commitment to nurture and grow cherished American art forms by ensuring participation is accessible to ALL members of the community, regardless of personal financial ability.

Describe the project seeking grant funding: *(Please use font size 10 point or larger)*

*[Discuss its goals, your plan to carry out the project, project timeline and readiness, proposed venue and target audience, whether this is a paid or free event. Please include how this event will promote San Marcos.]*

AAL is requesting a SMCF grant to facilitate two productions over the term of the grant life (July 2017 through June 2018):

First, our stage offshoot, North County Players, will stage our annual holiday production (either an original adaptation of "It's a Wonderful Life" or "A Christmas Carol")

North County Players' ticket prices are typically 1/2 to 2/3 LESS than would normally be charged for productions of comparable quality while providing a creative crucible that allows new artists to work side-by-side with seasoned pros in real world on-stage environments.

Second, our independent film offshoot, Art Animates Life Films, will continue to offer our Young Filmmaker Series at a greatly reduced tuition fee compared to similar local programs. Current and past members have garnered many awards for original works including the San Diego Children's Film Festival, two IVE first place awards, Fallbrook International Film Festival featured selections, VCTV Film of the Year, VCTV Storyteller of the Year, and others.

AAL events promote tourism and economic development by advancing the ideal of a vibrant, grassroots art community that is well integrated with governmental and other social institutions.

Donations from entities and individuals allow us to both maximize returns to our beneficiaries and keep both ticket prices and participation fees extremely low.

Roughly 1,000 people are directly served by each AAL event but, considering widespread social network penetration and ad placement (Facebook, The Reader, San Diego Magazine, The Paper, 92078, SHARE, et al.), and deep saturation with banners and flyers, the effective reach is many times larger.

No member of Art Animates Life receives payment in any form, including actors and production team members.

A grant from the San Marcos Community Foundation would be prominently noted in all press releases and on distributables including banners, flyers, show programs, film credits, and other promotional materials.

Grant money would be used for (subject to your line-item approval) venue rental; filming equipment and supplies; printing of banners, postcards, and programs; annual liability insurance; and newspaper and online ads.

**Community Support:**

*[Please describe actions that indicate active community support for this event. Provide details of in-kind or cash contributions. Describe additional funding sources for the event if applicable. Describe any steps already taken to get additional funds or in-kind support for this event.]*

Over the 10+ years of its existence, hundreds of North County residents have taken part in Art Animates Life plays and films in countless roles: writing, acting, directing, crafts, publicity, and business while continuing to offer financial support for essential North County charities and individuals.

AAL events and productions primarily raise money through ticket prices, concession sales, and donations. Because a key goal is to provide events and services at little or extremely low cost, income reflects a proportionately lower balance sheet than would a similar for-profit organization.

A grant from SMCF would greatly facilitate Art Animates Life's ability to continue to offer:

- >> greatly-reduced ticket prices to the general public
- >> no-cost professional quality short films and promos for local charities and nonprofits
- >> zero 'pay for play' fees for actor participants
- >> and extremely low tuition fees for enrollees in our Young Filmmaker Series (\$85 vs. approx. \$300, typically)

## Project Budget

### Project Income:

#### Donated Income:

Individual contributions	1,800
Business/Corporate Contributions	0
Other Government grants	0
Foundation Grants	0
Other grants	0

#### Earned Income:

Admission/Ticket Sales	4,500
Other	2,000 concessions, tuition fees

In-kind contributions	0
-----------------------	---

San Marcos Art and Cultural Grant request	2,000
---	-------

TOTAL INCOME:	10,300
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### Project Expenses:

Administrative Personnel	0
Artistic Personnel	0
Program/Production/Exhibition Cost	4,800
Facility Rental	2,000
Artist Fees	0
Promotion/Marketing Costs	1,200
Office Supplies and Materials	400
Other	1,600

Total Project expenses:	10,000
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Higher consideration will be given to those applicants having matching funds.

**Certification Page**

Is your organization incorporated as a non-profit organization? yes

If "YES"

Date of incorporation as a non-profit: May 13, 2014

Federal Tax ID#: 46-3620003

If "NO"

Name of sponsoring organization: \_\_\_\_\_

Its Federal Tax ID#: \_\_\_\_\_

We certify that the information contained in this application, and its attachments, is true and correct to the best of our knowledge. We also hereby certify that our organization is in compliance with all State, Federal and Local laws regarding licensing and employment practices.

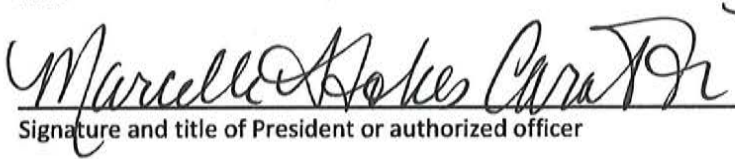


**Charles Caratti, President**

Signature and title of individual preparing the application form

Print Name

AND



**Marcelle Caratti, Vice President**

Signature and title of President or authorized officer

Print Name

Return Application to:

City of San Marcos  
Attn: San Marcos Community Foundation  
1 Civic Center Drive  
San Marcos, CA 92069

Or by email to: [mgordon@san-marcos.net](mailto:mgordon@san-marcos.net)

**Due Date: WEDNESDAY, APRIL 5, 2017 BY 5:30 P.M.**

# Charles Carr

March 31, 2017

City of San Marcos  
c/o San Marcos Art & Cultural Grant Program  
1 Civic Center Drive  
San Marcos, CA 92069



President/Co-founder



Contributor/Features Writer



Columnist/Features Writer



News & Reviews Editor/Columnist

Dear Sir or Ma'am,

Below is a list of **Art Animates Life** board members including residency information as part of our organization's application for a 2016 **San Marcos Community Foundation Arts & Culture Grant**.

**Charles Caratti**

(president) lives in Valley Center but over the past 20 years has penned many newspaper columns featuring San Marcos which have appeared in 'The North County Times,' 'The Californian,' and 'The Union-Tribune.'

**Marcelle Caratti**

(vice president) lives in Valley Center but contracts through San Marcos' Pathways Academy (292 East Barham Drive) as a music teacher.

**Peter Bunn**

(board member) lives in San Marcos (3535 Linda Vista Dr.)

**Daniel Geiszler**

(board member) lives in San Marcos (1135 Via Vera Cruz)

**Alex Caratti**

(secretary/treasurer) lives in San Marcos (1135 Via Vera Cruz)

Thank you very much!

Charles Carr (Caratti)  
President, Art Animates Life, Inc.

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

DEPARTMENT OF THE TREASURY

Date: **MAY 13 2014**

ART ANIMATES LIFE INC  
C/O A CHARLES CARATTI  
30497 LILAC RD  
VALLEY CENTER, CA 92082

Employer Identification Number:  
46-3620003  
DLN:  
17053276322043  
Contact Person:  
CUSTOMER SERVICE ID# 31954  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
August 08, 2013  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

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

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

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

Sincerely,



Director, Exempt Organizations

Enclosure: Publication 4221-PC

Letter 947

April 5, 2017

March 21, 2017 San Marcos Community Foundation  
1 Civic Center Drive  
San Marcos, CA 92069

Dear Board of Directors,

The Boys & Girls Club of San Marcos is respectfully requests your consideration of a grant in the amount of \$2,000 to support our Dance program, which is one of our most popular programs featured at the following Club locations: San Marcos Middle School (with 60 dance members), Woodland Park (60 members – an all-boys group), and Jennifer Loscher (with 40 dance members).

Through our dance program, we are providing an opportunity to youth from our community who might not otherwise have an opportunity to receive training in dance, because the price of lessons and classes can be prohibitive to the families we serve who are primarily earning low-income wages. One important goal of our program is to become a “feeder” into the high school dance programs (where dance team participation is very prestigious and is a very positive outlet for teens). Our lead dance instructor is also on faculty at San Marcos High School, which provides us with a good opportunity for our members to receive a high-level training experience, and helps us know how to best prepare our dance teams for high school try-outs.

Our dance program has grown substantially in this past year, providing many good opportunities for our members:

- Becoming physically active and experiencing the benefits in a stronger body and mind;
- Provides opportunities for socialization and experiencing collaboration and learning the importance of commitment and teamwork
- Creating an outlet for self-expression
- Deepening the knowledge of arts education and its usefulness in life and the community
- Improving self-esteem and relating to others in a healthy environment
- Creating an outlet that inspires regular attendance and interest in Club activities (which transcends into learning from all program areas that the Club offers);
- Creating a program that helps create an interest that lasts long after the program ends (continuing to high school and life);
- And many more opportunities that are driving the interest in these popular programs.

Your support would provide additional resources to purchase more items for our dance teams such as uniforms, costumes, t-shirts to match themes of various dance routines, and to help cover staffing costs. Our total dance budget is \$14,912.

Our mission is to inspire and enable all young people to realize their full potential as responsible and caring citizens. We provide after-school programs, summer camps and specialty teen programs to 4,349 youth 6-28 years of age at eleven locations throughout the San Marcos. Of our membership, 67% are from economically disadvantaged families, 31% are from single parent households and 62% are Hispanic.

We truly appreciate your consideration of this request. Thank you!

Sincerely,



Tish Murry  
CEO



**BOYS & GIRLS CLUB  
OF SAN MARCOS**

***Jennifer Loscher Building  
and Administrative Offices***

1 Positive Place  
San Marcos, CA 92069  
Tel. 760.471.2490  
Fax 760.471.0673  
www.boysgirlsclubsm.org

***The Club Teen Center***

1 Positive Place  
San Marcos, CA 92069  
Tel 760.290.3527

***Extension Sites***

San Marcos Middle School  
Woodland Park Middle School  
Alvin Dunn Elementary School  
San Marcos Elementary School  
Copper Creek in San Elijo Hills  
San Elijo Middle School  
Paseo de Oro  
Westlake Village Apartments  
Sierra Vista Apartments  
Melrose Village Apartments

***Board of Directors***

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

***Advisory Council***

Supervisor Bill Horn  
*San Diego County*  
Vice Mayor Rebecca Jones  
*City of San Marcos*  
Hal Martin  
*Vallecitos Water District*  
Dr. Jan Jackson  
Dr. Kevin Holt, Superintendent  
*San Marcos Unified School District*  
Shayla D. Sivert, Dean  
*Palomar College*  
Jack Griffin, City Manager  
*City of San Marcos*

***Trustees***

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

Tish Murry | **Chief Executive Officer**

## 2017 San Marcos Art & Cultural Grant Program

### City of San Marcos Arts and Cultural Grant Application 2017

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Grant request: \$2,000

Total Program Budget: \$14,912

Name of Organization: Boys & Girls Club of San Marcos

Contact Person Tish Murry Title CEO

Organization Address 1 Positive Place, San Marcos, CA 92069

Phone: (760) 471-2490 Fax: (760) 471-0673

Email: [tish@boysgirlsclubsm.org](mailto:tish@boysgirlsclubsm.org) Web address: [www.boysgirlsclubsm.org](http://www.boysgirlsclubsm.org)

Number Paid staff 67 Number volunteer staff 162

Geographic Area Served: San Marcos, CA

Describe your organization in the space below:

Our mission is to inspire and enable all young people to realize their full potential as responsible and caring citizens. We provide after-school programs, summer camps and specialty teen programs to 4,349 youth 6-28 years of age at eleven locations throughout the San Marcos. Of our membership, 67% are from economically disadvantaged families, 31% are from single parent households and 62% are Hispanic.

Describe the project seeking grant funding: *(Please use font size 10 point or larger)*

*[Discuss its goals, your plan to carry out the project, project timeline and readiness, proposed venue and target audience, whether this is a paid or free event. Please include how this event will promote San Marcos.]*

Through our dance program, we are providing an opportunity to youth from our community who might not otherwise have an opportunity to receive training in dance, because the price of lessons and classes can be prohibitive to the families we serve who are primarily earning low-income wages. One important goal of our program is to become a “feeder” into the high school dance programs (where dance team participation is very prestigious and is a very positive outlet for teens). Our lead dance instructor is also on faculty at San Marcos High School, which provides us with a good opportunity for our members to receive a high-level training experience, and helps us know how to best prepare our dance teams for high school try-outs.

Our dance program has grown substantially in this past year, providing many good opportunities for our members:

- Becoming physically active and experiencing the benefits in a stronger body and mind;
- Provides opportunities for socialization and experiencing collaboration and learning the importance of commitment and teamwork
- Creating an outlet for self-expression
- Deepening the knowledge of arts education and its usefulness in life and the community
- Improving self-esteem and relating to others in a healthy environment
- Creating an outlet that inspires regular attendance and interest in Club activities (which transcends into learning from all program areas that the Club offers);
- Creating a program that helps create an interest that lasts long after the program ends (continuing to high school and life);
- And many more opportunities that are driving the interest in these popular programs.

Your support would provide additional resources to purchase more items for our dance teams such as uniforms, costumes, t-shirts to match themes of various dance routines, and to help cover staffing costs. Our total dance budget is \$14,912.

Community Support:

*[Please describe actions that indicate active community support for this event. Provide details of in-kind or cash contributions. Describe additional funding sources for the event if applicable. Describe any steps already taken to get additional funds or in-kind support for this event.]*

Our program is currently provided through general support from our community, received from individuals, businesses, and foundations.

## 2017 San Marcos Art & Cultural Grant Program

### Project Budget

#### Project Income:

##### Donated Income:

Individual contributions	<u>\$5,912</u>
Business/Corporate Contributions	<u>\$4,000</u>
Other Government grants	_____
Foundation Grants	_____
Other grants	_____

##### Earned Income:

Admission/Ticket Sales	_____
Other	_____

In-kind contributions \_\_\_\_\_

San Marcos Art and Cultural Grant request \_\_\_\_\_

TOTAL INCOME: \$9,912

#### Project Expenses:

Administrative Personnel	_____
Artistic Personnel	<u>\$13,312</u>
Program/Production/Exhibition Cost	_____
Facility Rental	_____
Artist Fees	_____
Promotion/Marketing Costs	_____
Office Supplies and Materials	_____
Other (Uniforms, costumes, theme t-shirts @\$10 each (x 160 dance team members)	<u>\$1,600</u>

Total Project expenses: \$14,912

Higher consideration will be given to those applicants having matching funds.

*We can provide a match.*

# 2017 San Marcos Art & Cultural Grant Program

## Certification Page

Is your organization incorporated as a non-profit organization? Yes

If "YES"

Date of incorporation as a non-profit: June 1982  
Federal Tax ID#: 95-3330218

If "NO"

Name of sponsoring organization: \_\_\_\_\_  
Its Federal Tax ID#: \_\_\_\_\_

We certify that the information contained in this application, and its attachments, is true and correct to the best of our knowledge. We also hereby certify that our organization is in compliance with all State, Federal and Local laws regarding licensing and employment practices.



Tish Murry

---

Signature and title of individual preparing the application form

Print Name

AND



Jason Simmons

---

Signature and title of President or authorized officer

Print Name

OGDEN UT 84201-0038

In reply refer to: 0441746480  
Apr. 07, 2011 LTR 4168C 0  
95-3330218 000000 00  
00031837  
BODC: TE

BOYS & GIRLS CLUB OF SAN MARCOS  
1 POSITIVE PL  
SAN MARCOS CA 92069-2875

Employer Identification Number: 95-3330218  
Person to Contact: Ms. Casteel  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Mar. 29, 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 June 1982.

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

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

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

**Michael Gordon  
San Marcos Foundation  
One Civic Center Dr.  
San Marcos CA 92069**

**April 4, 2017**

**Dear Mr. Gordon,**

**Attached is Luminary Arts application for the San Marcos Foundation's Arts and Culture Grant. Luminary Arts would be very pleased to partner with you again on our new project for the San Marcos Elementary School District. With the federal arts education funding facing a difficult time right now, we are very grateful for organizations such as yours who support Arts and Culture. I have included our application, budget, board of director's information and a copy of our 501c3 letter. Please let me know if you have any questions or need any additional information. Thank you so much and we look forward to hearing from you.**

**Sincerely,**

**Rebecca Noland  
Grants and Fundraising Coordinator  
Luminary Arts  
[Rebecca@luminaryarts.org](mailto:Rebecca@luminaryarts.org)  
[www.luminaryarts.org](http://www.luminaryarts.org)**

**City of San Marcos**  
**Arts and Cultural Grant Application 2017**

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Grant request: \$ 1700.00

Total Program Budget: \$ 39,380.00 \$42,490.40

Name of Organization: Luminary Arts

Contact Person Rebecca Noland Title Grants and Fundraising Coordinator

Organization Address 1124 Harwich Dr San Marcos CA 92069

Phone: (760) 689-9452 Fax:

Email: Rebecca@luminaryarts.org Web address: www.Luminaryarts.org

Number Paid staff 7 Number volunteer staff 1

Geographic Area Served: North San Diego County (San Marcos, Escondido, Vista, Poway, Fallbrook)

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Describe your organization in the space below):

Luminary Arts proudly serves San Diego County teaching the performing arts to students. We foster connections in the community to develop future artists, and engage audiences in thought provoking, entertaining, and powerful performances. In our short, but exciting history, we have cultivated hundreds of future artists, scholars, and leaders by partnering professional teaching artists (dancers, musicians, and actors who perform throughout the county) with North County Schools to provide top quality instruction aligned with state and national art standards. Our camps, programs, master classes, and performances give jobs to local professional artists, allowing them an opportunity to share their knowledge and expertise with our audiences, students, and young adults. We currently have in classroom programs in three San Marcos Elementary schools in Music, Theater and Dance. We have after school programs at two of the Elementary schools and are currently in rehearsal for a theater production at Richland Elementary. In addition, we have worked with the California Center for the Arts, Escondido for summer camps and staged readings; mounted a summer stock production of The Complete Works of William Shakespeare Abridged; and are in the planning stages of a summer production that will involve the entire Poway Elementary and Middle school districts. Our goal is to keep the arts thriving in education.

If a community supports the arts, an arts community will thrive.

Describe the project seeking grant funding: *(Please use font size 10 point or larger)*

*[Discuss its goals, your plan to carry out the project, project timeline and readiness, proposed venue and target audience, whether this is a paid or free event. Please include how this event will promote San Marcos.]*

Luminary Arts in partnership with the San Marcos School district will offer after school programs in Theater and Dance for the 2017/2018 school year. This program will be available at all Elementary schools in the district based on enrollment. The programs will be progressive, three sessions, four weeks in length, in Beginning, Intermediate, and Advanced levels. The program will be curriculum based, taught by professional teaching artists from around San Diego County. The program will be offered at a low rate of \$65 per student, per 4-week session, to help keep the program accessible to the many income levels in the district. We will also be raising funds to provide scholarships to students who may not be able to meet even that cost. In addition to the classes we will provide each school with an opportunity to do a theatrical performance. This process would take the students through the full experience of auditioning, rehearsing. This would be separate from the class and open to all students to audition, even if they had not participated in the class. Our goal is to underwrite the cost of the productions and offer them to the school for no additional charge. If we do not reach our fundraising goal the performance opportunity will still be offered at a reduced fee to the school. The students would not be charged to participate. We are asking the San Marcos foundation to fund one full year of one teaching artists salary for a single 12 week session at the cost of \$1700.00.

Community Support:

*[Please describe actions that indicate active community support for this event. Provide details of in-kind or cash contributions. Describe additional funding sources for the event if applicable. Describe any steps already taken to get additional funds or in-kind support for this event.]*

The program will be open to all students in the San Marcos Elementary School District in partnership with the district and district VAPA coordinator Matt Armstrong. The performances will be open at no cost to the friends and family of students as well as the San Marcos Community. As part of the partnership the district will grant Luminary Arts the use of school site space at no charge. Additional funds for the program are currently in process. We are applying to the Max and Victoria Dreyfus Foundation for and have an active Go Fund Me Campaign for all ongoing projects.

## Project Budget

### Project Income:

#### Donated Income:

Individual contributions	_____
Business/Corporate Contributions	_____
Other Government grants	_____
Foundation Grants	\$17,500.00 Applying for from Dreyfus Foundation
Other grants	_____

#### Earned Income:

Admission/Ticket Sales	\$23,400 _____
Other	_____

In-kind contributions San Marcos Unified is Donating use of space

San Marcos Art and Cultural Grant request \$1700.00 \_\_\_\_\_

TOTAL INCOME: \$ 42,600.00 \_\_\_\_\_

### Project Expenses:

Administrative Personnel	\$1600.00 _____
Artistic Personnel	\$20390.40 _____
Program/Production/Exhibition Cost	\$13,200.00 _____
Facility Rental	donated _____
Artist Fees	\$6000.00 _____
Promotion/Marketing Costs	\$300.00 _____
Office Supplies and Materials	\$350.00 _____
Other (scholarships)	\$650.00 _____

Total Project expenses: \$42,490.40 \_\_\_\_\_

Higher consideration will be given to those applicants having matching funds.

### Certification Page

Is your organization incorporated as a non-profit organization? Yes

If "YES"

Date of incorporation as a non-profit: February 2015

Federal Tax ID#: 47-3301377

If "NO"

Name of sponsoring organization: \_\_\_\_\_

Its Federal Tax ID#: \_\_\_\_\_

We certify that the information contained in this application, and its attachments, is true and correct to the best of our knowledge. We also hereby certify that our organization is in compliance with all State, Federal and Local laws regarding licensing and employment practices.

*Rebecca L Noland*

Signature and title of individual preparing the application form

Rebecca Noland

Print Name

AND

*Bruce Blackwell*

Signature and title of President or authorized officer

Bruce Blackwell

Print Name

Return Application to:

City of San Marcos  
Attn: San Marcos Community Foundation  
1 Civic Center Drive  
San Marcos, CA 92069

Or by email to: [mgordon@san-marcos.net](mailto:mgordon@san-marcos.net)

## **Board of Directors**

Bruce Blackwell

President

1124 Harwich Dr

San Marcos CA 92069

Patrick MacBride

Member

317 Cheyenne Lane

Escondido, CA 92026

Spencer Farmer

Member

2630 Las Palmas Ave

Escondido, CA 92025

Jill Blackwell

Member

1124 Harwich Dr

San Marcos, CA 92069

Pat Larmer

Member

945 Fulton Rd

San Marcos, CA 92069

Sandy Larmer

Member

945 Fulton Rd

San Marcos, CA 92069

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

DEPARTMENT OF THE TREASURY

Date: NOV 25 2015

LUMINARY ARTS CORPORATION  
1124 HARWICH DRIVE  
SAN MARCOS, CA 92069-0000

Employer Identification Number:  
47-3301377  
DLN:  
26053727003915  
Contact Person:  
CUSTOMER SERVICE ID# 31954  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
509(a)(2)  
Form 990/990-EZ/990-N Required:  
Yes  
Effective Date of Exemption:  
February 18, 2015  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to [www.irs.gov/charities](http://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.

Letter 5436

**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.
Just in Time for Foster Youth	Regular	\$3,126.00	2/21/2017	College Bound	To provide 6 San Marcos former foster youth with laptops and printers for their educational pursuits at CSUSM. Supports 6 San Marcos residents.
EMS -- Employment Means Success	Regular	\$3,658.00	2/21/2017	Transitional Youth to Work	To assist youth with disabilities to go to work in the jobs of their choice through employment preparation services. Serves 15 San Marcos residents.
Feeding San Diego	Regular	\$2,825.00	2/21/2017	Mobile Pantry -- San Marcos	To cover costs to operate its mobile pantry distributions in San Marcos. Serves 11,232 San Marcos residents.
Coastal Roots Farm	Mini	\$1,500.00	5/10/2017	Produce Donation Program	To help fund the program that provides an average of four services of produce to individuals at a pay what you can farm stand at Vista Community Clinic. Serves 5,700 San Marcos residents.
Kiwanis Club of San Marcos Foundation	Mini	\$250.00	5/10/2017	2017 Christmas Parade	To help fund the Kiwanis Club's "A California Christmas" parade in San Marcos on December 2, 2017. Serves 7,500 San Marcos residents.
Brother Benno Foundation	Mini	\$1,500.00	5/10/2017	Infant supplies for homeless	To provide basic supplies to care for homeless or low income families with infants and toddlers. Serves 100 San Marcos residents per month.
<b>Total Grants Awarded FY16-17</b>		<b>\$39,003.00</b>			

**SMCF Resolution No 2017-03**

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

**-- SPRING 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 seven (7) proposals were received by the Foundation prior to the submittal deadline established for the 2017 Spring quarter; and

**WHEREAS**, the Board of Directors did, at its quarterly meeting on May 16, 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>
Meals on Wheels San Diego County	\$8,000.00
The Elizabeth Hospice	\$2,500.00
Special Olympics San Diego	\$1,000.00
Solutions for Change	\$0.00
Casa de Amparo	\$5,000.00
Palomar College Foundation	\$0.00
Boys & Girls Club of San Marcos	\$0.00

**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 16th day of May, 2017, by the following roll call vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

**APPROVED:**

\_\_\_\_\_  
Colleen Lukoff, President

**ATTEST:**

\_\_\_\_\_  
Michael Gordon, Secretary

SMCF Resolution 2017-03

May 16, 2017

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I certify that the foregoing Resolution was duly adopted by the San Marcos Community Foundation Board of Directors on May 16, 2017.

Dated:

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Michael Gordon, Recording Secretary

**SMCF Resolution No 2017-04**

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

**-- SPRING 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 three (3) Arts & Cultural Grant program proposals were received by the Foundation prior to the submittal deadline established for the 2017 Spring quarter; and

**WHEREAS**, the Board of Directors did, at its quarterly meeting of May 16, 2017, consider the remaining such proposals and oral arguments pertaining to such proposals in a public hearing 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 Arts & Cultural Grant Program grant proposals in the amounts specified:

**REQUESTING ORGANIZATION**

Art Animates Life  
Luminary Arts  
Boys and Girls Club of San Marcos

**GRANT AWARD**

\$1,500.00  
\$0  
\$2,000.00

**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 16th day of May, 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 May 16, 2017.

Dated:

\_\_\_\_\_  
Michael Gordon, Recording Secretary

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

**FEBRUARY 21, 2017 MEETING**

**CALL TO ORDER:** BOARD PRESIDENT LUKOFF called the meeting to order at 6:03 PM.

**ROLL CALL:**

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

ABSENT: BOARD MEMBERS: NUTTALL

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

**1. INTRODUCTION OF NEW BOARD MEMBER**

Matt Stack, the newly appointed member, introduced himself to the Foundation Board.

**2. PRESIDENT'S REPORT**

- 2-1-1 San Diego Update:  
Board members reviewed the calls report for San Marcos for October 2016 to December 2016.
- Other updates of note to the Board:  
President Lukoff stated that the City is hosting a San Marcos Providers meeting next week and she is attending. Most of the invitees are Community Foundation grant recipients. She is also attending the San Marcos State of the City Address/Chamber of Commerce Board of Directors Installation and Awards Luncheon next Tuesday at Cal State San Marcos.

Vice President Williams reported that she attended a Food Funders Group meeting. The group focuses on meals for youth with a particular focus on schools.

**3. FUND STATEMENT - Noted and filed**

**4. NORTH COUNTY HEALTH SERVICES GRANT AMENDMENT REQUEST**

The board awarded North County Health Services (NCHS) a grant in the amount of \$4,700 to purchase a new electrocardiograph (ECG) machine. The cost of the machine was \$4,455 and the required moveable cart to make the machine accessible to test patients was \$275. NCHS provided in-kind the outstanding \$30 plus tax and calibration costs as indicated in the proposal. They neglected to list the cart on the budget form or to mention it in the proposal and are asking if the request can be amended.

**VICE PRESIDENT WILLIAMS MOVED TO AMEND THE GRANT REQUEST TO INCLUDE THE MOVEABLE CART FOR THE ECG MACHINE. BOARDMEMBER MONAHAN SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.**

**5. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**

The Grant Funding Committee members explained that they awarded a mini grant in the amount of \$750 to The Arc of San Diego-North County to purchase a metal wheelchair accessible picnic table.

The committee members reviewed the regular grant proposals. When it came time to talk about the proposal from Wounded Warrior Homes, President Lukoff and Vice President Williams recused themselves and stepped outside the Council Chamber.

**BOARD MEMBER BURTON MOVED TO APPROVE RESOLUTION NO. 2017-01 – APPROVING FUNDING FOR JUST IN TIME FOR FOSTER YOUTH IN THE AMOUNT OF \$3,126.00, EMS-EMPLOYMENT MEANS SUCCESS IN THE AMOUNT OF \$3,658.00, AND FEEDING SAN DIEGO IN THE AMOUNT OF \$2,825.00. BOARD MEMBER MONAHAN SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.**

**OLD BUSINESS**

**6. PROMOTIONAL AND FUNDRAISING ACTIVITIES/IDEAS**

- Board members discussed having a celebration event that recognizes grantees and the event was scheduled for April 4<sup>th</sup> at 4:00 pm.
- The next Advisory Committee meeting will be held on May 16<sup>th</sup> at 5:00 pm, prior to the Board meeting.
- Board member Monahan brought in the table cover and the banner that she had done. Each item has the foundation logo and they will be used at special events.
- Board member Monahan stated that the city is having a San Marcos Alive...A Celebration of the Arts event on Sunday, March 5<sup>th</sup> at the Civic Center. Board members will staff a table at that event to promote the Foundation.

**CONSENT CALENDAR**

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

7. **WAIVER OF TEXT** – Waived
8. **APPROVAL OF MINUTES** SMCF Board Meeting November 15, 2016 – Approved
9. **ORAL COMMUNICATIONS** - None

**ITEMS FOR THE GOOD OF THE ORDER**

**10. MISCELLANEOUS**

Selection of next quarter's Grant Funding Committee – President Lukoff is the next Chair of the Grant Funding Committee. Other members will be Board members Confrey and Stack. Board member Burton is the alternate.

Board Secretary Gordon reminded board members that Form 700 (Statements of Economic Interests form) is due March 13<sup>th</sup> and the Ethics Training on March 2<sup>nd</sup>.

**11. ADJOURNMENT**

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

Meeting adjourned at 7:16 pm.

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COLLEEN LUKOFF, PRESIDENT  
SAN MARCOS COMMUNITY FOUNDATION

ATTEST:

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MICHAEL GORDON, BOARD SECRETARY  
CITY OF SAN MARCOS