



# Agenda

## MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION

**WEDNESDAY, JULY 12, 2017 – 6:00 P.M.**

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

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

**Americans with Disabilities Act:** If you need special assistance to participate in this meeting, please contact the Board Secretary at (760) 744-1050, ext. 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. Be sure to indicate which item number you wish to address. Comments are limited to FIVE minutes.

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

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

## AGENDA

### CALL TO ORDER

### ROLL CALL

### OLD BUSINESS

#### 1. GRANT AWARD HISTORY

*Recommendation: NOTE & FILE*

### NEW BUSINESS

#### 2. MINI GRANT APPLICATION PROPOSALS Consider four (3) Mini Grant proposals by non-profit organizations requesting funds from the Foundation.

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**(A) REINS (RIDING EMPHASIS INDIVIDUAL NEEDS & STRENGTHS)** – Request for funding in the amount of \$1,500 to give scholarships to 5 students who are unable to afford the full tuition. Will serve 5 students. REINS serves 15 San Marcos residents.  
*Recommendation: CONSIDER/RECOMMEND*

**(B) MISSION HILLS HIGH SCHOOL CROSS COUNTRY BOOSTERS** – Request for funding in the amount of \$1,200 to help fund the upcoming cross country invitationals for the 2017 season. Serves 50 San Marcos residents. Grizzly Booster Education Foundation is the fiscal intermediary.

*Recommendation: CONSIDER/RECOMMEND*

**(C) BURN INSTITUTE** – Request for funding in the amount of \$1,500 to provide San Marcos students at Knob Hill Elementary with Fire Safe Kids presentations. Serves 300 San Marcos residents.

*Recommendation: CONSIDER/RECOMMEND*

**3. REGULAR GRANT APPLICATION PROPOSALS** Consider seven (5) Regular Grant proposals by non-profit organizations requesting funds from the Foundation. Recommend funding to the SMCF Board.

**(A) NORTH COUNTY HEALTH SERVICES** – Request for funding in the amount of \$2,828.22 to purchase a new VFC-rated vaccine refrigerator at the San Marcos Health Center. Serves 32,369 San Marcos residents.

*Recommendation: CONSIDER/RECOMMEND*

**(B) MISSION HILLS HIGH SCHOOL TRACK AND FIELD BOOSTER CLUB** – Request for funding in the amount of \$5,000 to help fund the replacement of broken hurdles. Serves 140 San Marcos residents. Grizzly Booster Education Foundation is the fiscal intermediary.

*Recommendation: CONSIDER/RECOMMEND*

**(C) KITCHENS FOR GOOD** – Request for funding in the amount of \$10,000 to help fund the purchase of kitchen equipment at its planned expansion in San Marcos. Serves 1,500 San Marcos residents.

*Recommendation: CONSIDER/RECOMMEND*

**(D) INTERFAITH COMMUNITY SERVICES** – Request for funding in the amount of \$10,000 to provide programmatic support for the North County Senior Connections program. Serves 150 San Marcos residents.

*Recommendation: CONSIDER/RECOMMEND*

**(E) ALZHEIMER'S SAN DIEGO** – Request for funding in the amount of \$10,000 to provide access to personalized one-on-one support by phone or in person as well as support and discussion groups in the San Marcos area. Serves 500 San Marcos residents.

*Recommendation: CONSIDER/RECOMMEND*

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

*Recommendation: WAIVE*

**5. APPROVAL OF MINUTES** SMCF Grant Funding Committee Meeting, May 10, 2017.

*Recommendation: CONSIDER/APPROVE*

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

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

**7. NEXT MEETING DATE**

The next meeting of the Grant Funding Committee is scheduled for Wednesday, August 9, 2017. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, August 15, 2017.

**8. MISCELLANEOUS**

**9. ADJOURNMENT**

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

I, Michael Gordon, Secretary of the San Marcos Community Foundation Grant Funding Committee, hereby certify that I caused the posting of this agenda in the glass display case at the north entrance of City Hall on Friday, July 7, 2017, at 5:00 pm.

\_\_\_\_\_  
Michael Gordon, Secretary - SMCF

**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.
Meals on Wheels San Diego County	Regular	\$8,000.00	5/16/2017	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.
The Elizabeth Hospice	Regular	\$2,500.00	5/16/2017	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.

Special Olympics San Diego	Regular	\$1,000.00	5/16/2017	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.
Casa de Amparo	Regular	\$5,000.00	5/16/2017	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.
<b>Total Grants Awarded FY16-17</b>		<b>\$55,503.00</b>			

## Summer Quarter 2017-2018: Funding Recommendation Worksheet

Asset Balance on 6/30/2017:	\$1,200,000	estimated
Available for Distribution for FY16-17:	\$48,000-\$60,000	estimated
Total FY16-17 Distributions Year to Date:	\$0.00	
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$12,000	estimated
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$15,000	estimated

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
REINS (Riding Emphasizing Individual Needs & Strengths)	\$1,500.00	Mini	Scholarships	To give scholarships to 5 students who are unable to afford the full tuition. Will serve 5 students. REINS serves 15 San Marcos residents.	
Mission Hills High School Cross Country Boosters (GBEF - Grizzly Booster Education Foundation as fiscal intermediary)	\$1,200.00	Mini	MHHS Cross Country	To help fund the upcoming cross country invitationals for the 2017 season. Serves 50 San Marcos residents	
Burn Institute	\$1,500.00	Mini	Fire Safe Kids	To provide San Marcos students at Knob Hill Elementary with Fire Safe Kids presentations. Serves 300 San Marcos residents.	
North County Health Services	\$2,828.22	Regular	Vaccine refrigerator	To purchase a new VFC-rated vaccine refrigerator at the San Marcos Health Center. Serves 32,369 San Marcos residents.	
Mission Hills High School Track and Field Booster Club (GBEF - Grizzly Booster Education Foundation as fiscal intermediary)	\$5,000.00	Regular	Mission Hills Track and Field	To help fund the replacement of broken hurdles. Serves 140 San Marcos residents.	
Kitchens for Good	\$10,000.00	Regular	Kitchens for Good-San Marcos	To help fund the purchase of kitchen equipment at its planned expansion in San Marcos. Serves 1,500 San Marcos residents.	
Interfaith Community Services	\$10,000.00	Regular	North County Senior Connections	To provide programmatic support for the North County Senior Connections program. Serves 150 San Marcos residents	
Alzheimer's San Diego	\$10,000.00	Regular	Supporting family caregivers of individuals with dementia in the San Marcos community	To provide access to personalized one-on-one support by phone or in person as well as support and discussion groups in the San Marcos area. Serves 500 San Marcos residents.	

Total Grants Requested:	\$42,028.22	Total Amount Recommended:	
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**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**

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

Project Name: Scholarships Date Submitted: 06-02-17	Total # of people served: 230 Total # of San Marcos residents served: 15	Amount Requested: \$ 1,500.00
Non-Profit Organization Name and Address, Website  REINS (Riding Emphasizing Individual Needs & Strengths) Therapeutic Horsemanship Program P.O. Box 1283 Bonsall, CA 92003 <a href="http://www.reinsprogram.org">www.reinsprogram.org</a>		Contact Person – Name, Title & Phone, email  Denise Erickson Development Assistant <a href="mailto:denise@reinsprogram.org">denise@reinsprogram.org</a> 760-731-9168

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

This project will let REINS give scholarships to 5 students for \$300.00 each. Our tuition for a student is currently \$375 per session. Many of our students cannot afford to pay the full tuition. Our sessions are 13 weeks long, with most students riding once a week for a half hour per lesson. We actually charge our students only 1/3 of the actual cost of what it takes to provide a lesson.

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

Currently, REINS has a total of 230 weekly riders with approximately 15 residing in San Marcos. This grant will assist our students from San Marcos that cannot afford to pay their tuition. We also have 4 weekly volunteers that live in San Marcos and REINS is a volunteer site for California State San Marcos students.

Please attach the following items.

**Both Mini-Grant & Regular:**

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

**5. Regular Grants Only:**

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

Expected date project will begin/end: Sept.-Dec. 2017

Date by which funds will be expended: Dec. 2017

Signature of President or Authorized Officer

*Deborah Shinn, Ex. Director* 6/2/17  
Name, Title Date

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

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

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

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

(5) \$300.00 scholarships for students for therapeutic riding at REINS \$ 1,500.00

**Total budget for this PROJECT:** \$ 1,500.00

**Grant Request Amount:** \$ 1,500.00  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? No Could it be?

**Please list any other 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) \_\_\_\_\_ \*\* \_\_\_\_\_

## 2017 REINS Operating Budget

<b>Income</b>	
Contributions	\$450,000.00
Fundraising	\$230,000.00
Interest/Investment Income	\$2,000.00
Program Fees	\$200,000.00
Property Income	\$18,000.00
Total Income	<b>\$900,000.00</b>
<b>Expense</b>	
Accounting Services	\$1,000.00
Advertising	\$3,000.00
Bank/Credit Card Fees	\$8,000.00
Consulting Fees - OT/PT/SLP	\$15,000.00
Employee Education	\$3,000.00
Employee Salaries	\$480,000.00
Liability Insurance & Health Benefits	\$8,000.00
Work Comp, Payroll Process and Taxes	\$99,000.00
Facility Improvements	\$100,000.00
Facility Maintenance	\$20,000.00
Horse Care	\$50,000.00
Misc. Program Expense	\$10,000.00
Memberships & Non-Profit Dues	\$2,000.00
Office Supplies	\$5,000.00
Printing & Postage	\$14,000.00
Program Supplies	\$10,000.00
Property Taxes	\$1,500.00
Scholarship Program	\$35,000.00
Utilities	\$32,000.00
Total Expense	<b>\$896,500.00</b>

Internal Revenue Service

Date: June 25,2004

Riding Emphasizing Individual Needs and Strengths  
(REINS)  
P.O. Box 1283  
Bonsall, CA 92003-1283

Department of the Treasury P.  
O. Box 2508  
Cincinnati, OH 45201

Person to Contact:  
Yvette Davis 31-07751  
Customer Service Representative  
Toll Free Telephone Number:  
8:00 a.m. to 6:30 p.m. EST  
877 -829-5500  
Fax Number: 513-  
263-3756  
. Federal Identification Number: 33-  
0035455

Dear Sir or Madam:

This is in response to your correspondence dated May 13, 2004, to correct your organization name. We have updated our records to reflect the name change as indicated above".

In June 1984, we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501 (c)(3) of the Internal Revenue Code.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its 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.

Riding Emphasizing Individual Needs and Strengths (REINS)  
33-0035455

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

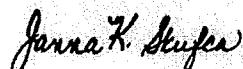
Section 6104 of the Internal Revenue Code requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. The law also requires organizations that received recognition of exemption on July 15, 1987, or later, to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. Organizations that received recognition of exemption before July 15, 1987, and had a copy of their exemption application on July 15, 1987, are also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing.

For additional information on disclosure requirements, please refer to Internal Revenue Bulletin 1999 - 17.

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

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

Sincerely,



Janna K. Skufca, Director, TE/GE  
Customer Account Services



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

In Reply Refer To: 755:cam  
Date : 03/03/2008

## ENTITY STATUS

RIDING EMPHASIZING INDIVIDUAL NEEDS AND  
STRENGTHS  
PO BOX 1283  
BONSALL CA 92003

Note: This letter does not  
reflect the entity's status  
with any other agency.

Entity Name : RIDING EMPHASIZING INDIVIDUAL NEEDS AND STRENGTHS

Entity Number : 1242514

- 1. The above entity is in good standing with this agency.
- 2. The above entity is currently exempt from tax under Revenue and Taxation Code Section 23701d.
- 3. Our records indicate the above entity is not incorporated, qualified, organized, or registered through the Secretary of State to transact business in California.
- 4. The above entity was incorporated, qualified, organized, or registered through the Secretary of State on 03/23/1984.
- 5. The above entity has an unpaid liability of \$ \_\_\_\_\_ for account period(s) ending \_\_\_\_\_
- 6. Our records do not show that the above entity filed returns for account period(s) ending \_\_\_\_\_
- 7. The above entity was \_\_\_\_\_ effective \_\_\_\_\_
- 8. The above entity's current address on record with this agency is:
  
- 9. We do not have current information about the above entity.

Comments:

### ASSISTANCE

Telephone assistance is available year-round from 7 a.m. until 8 p.m. Monday through Friday. From January through June, assistance is also available from 8 a.m. until 5 p.m. on Saturdays. We may modify these hours without notice to meet operational needs.

From within the United States, call ..... (800) 852-5711  
From outside the United States, call (not toll-free) ..... (916) 845-6500

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

Assistance for person with disabilities: We comply with the Americans with Disabilities Act. Persons with hearing or speech impairments please call TTY/TDD (800) 822-6268.

## REINS Board of Directors 2017

Position	Name	Business Affiliation
President	Robert Curtis	Retired, Regional Manager NAPA Auto Parts
Vice President	James Betz	Owner, Betz Concrete
Treasurer	John Kearns, CPA	Retired, CPA
Secretary	Kimberly Brickell	REINS Lesson Volunteer
member	Dr. Steve Colburn	DVM, Creekside Veterinary Service
member	Pamela Farrow	REINS Parent
member	Christopher Kim	Product Manager
member	William Shinner	Owner, Shinner Construction



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

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

Project Name: <i>in HHS</i> <i>CROSS Country</i> Date Submitted: <i>July 5, 2016</i>	Total # of people served: <i>50</i> Total # of San Marcos residents served: <i>50</i>	Amount Requested: \$ <i>1,200.</i>
Non-Profit Organization Name and Address, Website <i>MHHS Cross Country Boosters 1 Mission Hills Court San Marcos, CA 92069 mhhsxc.org</i>		Contact Person – Name, Title & Phone, email <i>Kara Tobin (Treasurer) (760)473-0699 kara.tobin@gmail.com</i>

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

*Our booster organization is requesting funding for our upcoming Cross Country invitationals for the 2017 season. Through our fundraising efforts, we are able to cover most of our costs.*

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

*This will positively affect the 50 athletes of our team as well as their parents (potential impact 150 people).*

*San Marcos residents*

Please attach the following items.

**Both Mini-Grant & Regular:**

1. Budget for request (use SMCF Budget Worksheet)
2. Annual Operating budget for the organization or unit
3. Federal & State Tax ID numbers
4. Board of Directors listing with affiliations
5. **Regular Grants Only:**
  - a. 1-2 page narrative
  - b. First 2 pages of Federal 990
  - c. Most recent year-end Statement or Audit including any management letters associated with Audit.
  - d. Signature of President or Authorized Officer on Application
  - e. Optional: letters of support

Expected date project will begin/end:

Date by which funds will be expended:

Signature of President or Authorized Officer

*Kara H. Tobin* *7/5/17*  
Name, Title *(treasurer)* Date

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

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

# SAN MARCOS COMMUNITY FOUNDATION

## Budget Worksheet

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

Total budget for this PROJECT: \$ 5,100

**Grant Request Amount:** \$ 1,200  
(*Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.*)

Is this a challenge grant? Could it be?

Please list any other funding sources for this project.

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

\$ 1,000	(Name of source)	Parent fees	** C
\$ 700	(Name of source)	fundraising	** C
\$ 21000	(Name of source)	Mission Hills	** C
\$ 200	(Name of source)	corporate Sponsors	** C

**IRS** DEPARTMENT OF THE TREASURY  
INTERNAL REVENUE SERVICE  
CINCINNATI OH 45999-0023

Date of this notice: 06-16-2017

Employer Identification Number:  
82-1884631

Form: SS-4

Number of this notice: CP 575 E

GBEF CROSS COUNTRY  
ANDREA SIMA  
1251 VIA CALIENTE  
SAN MARCOS, CA 92069

For assistance you may call us at:  
1-800-829-4933

IF YOU WRITE, ATTACH THE  
STUB AT THE END OF THIS NOTICE.

**WE ASSIGNED YOU AN EMPLOYER IDENTIFICATION NUMBER**

Thank you for applying for an Employer Identification Number (EIN). We assigned you EIN 82-1884631. This EIN will identify you, your business accounts, tax returns, and documents, even if you have no employees. Please keep this notice in your permanent records.

When filing tax documents, payments, and related correspondence, it is very important that you use your EIN and complete name and address exactly as shown above. Any variation may cause a delay in processing, result in incorrect information in your account, or even cause you to be assigned more than one EIN. If the information is not correct as shown above, please make the correction using the attached tear-off stub and return it to us.

When you submitted your application for an EIN, you checked the box indicating you are a non-profit organization. Assigning an EIN does not grant tax-exempt status to non-profit organizations. Publication 557, Tax-Exempt Status for Your Organization, has details on the application process, as well as information on returns you may need to file. To apply for recognition of tax-exempt status under Internal Revenue Code Section 501(c)(3), organizations must complete a Form 1023-series application for recognition. All other entities should file Form 1024 if they want to request recognition under Section 501(a).

Nearly all organizations claiming tax-exempt status must file a Form 990-series annual information return (Form 990, 990-EZ, or 990-PF) or notice (Form 990-N) beginning with the year they legally form, even if they have not yet applied for or received recognition of tax-exempt status.

Unless a filing exception applies to you (search [www.irs.gov](http://www.irs.gov) for Annual Exempt Organization Return: Who Must File), you will lose your tax-exempt status if you fail to file a required return or notice for three consecutive years. We start calculating this three-year period from the tax year we assigned the EIN to you. If that first tax year isn't a full twelve months, you're still responsible for submitting a return for that year. If you didn't legally form in the same tax year in which you obtained your EIN, contact us at the phone number or address listed at the top of this letter.

For the most current information on your filing requirements and other important information, visit [www.irs.gov/charities](http://www.irs.gov/charities).

**IMPORTANT REMINDERS:**

- \* Keep a copy of this notice in your permanent records. This notice is issued only one time and the IRS will not be able to generate a duplicate copy for you. You may give a copy of this document to anyone asking for proof of your EIN.
- \* Use this EIN and your name exactly as they appear at the top of this notice on all your federal tax forms.
- \* Refer to this EIN on your tax-related correspondence and documents.
- \* Provide future officers of your organization with a copy of this notice.

Your name control associated with this EIN is GBEF. You will need to provide this information, along with your EIN, if you file your returns electronically.

If you have questions about your EIN, you can contact us at the phone number or address listed at the top of this notice. If you write, please tear off the stub at the bottom of this notice and include it with your letter. Thank you for your cooperation.

Keep this part for your records.

CP 575 E (Rev. 7-2007)

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Return this part with any correspondence  
so we may identify your account. Please  
correct any errors in your name or address.

CP 575 E

9999999999

Your Telephone Number Best Time to Call DATE OF THIS NOTICE: 06-16-2017  
(      ) - EMPLOYER IDENTIFICATION NUMBER: 82-1884631  
\_\_\_\_\_  
FORM: SS-4 NOBOD

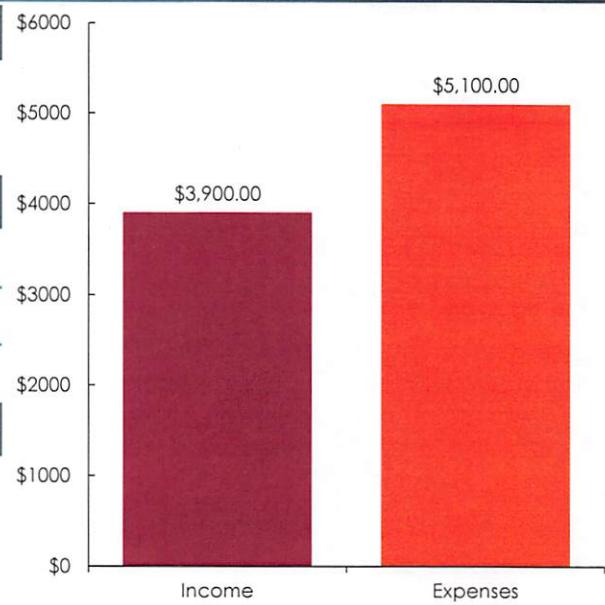
INTERNAL REVENUE SERVICE  
CINCINNATI OH 45999-0023  
████████████████████████████████

GBEF CROSS COUNTRY  
% ANDREA SIMA  
1251 VIA CALIENTE  
SAN MARCOS, CA 92069

# MHHS Cross Country Projected Budget

2017-2018

PERCENTAGE OF INCOME SPENT	
	131%
SUMMARY	
Total Yearly Income	\$3,900.00
Total Yearly Expenses	\$5,100.00
BALANCE	
	-\$1,200.00



### 2017-2018 PROJECTED YEARLY EXPENSES

Item	Amount
Uniforms	\$3,000.00
Invitational Registration Fees	\$1,200.00
Awards and Year End Banquet	\$900.00

### 2017-2018 PROJECTED YEARLY INCOME

Item	Amount
Parent Fees	\$1,000.00
Fundraisers	\$700.00
School Site	\$2,000.00
Corporation Sponsorship	\$200.00

## Mission Hills High School Cross Country Boosters

### 2016-2017 Board of Directors

Shawn Coleman  
Track Coach  
1 Mission Hills Court  
San Marcos, CA 92069  
[Grizzliestrack.field@gmail.com](mailto:Grizzliestrack.field@gmail.com)

Kana Tobin  
Treasurer  
[kana.tobin@gmail.com](mailto:kana.tobin@gmail.com)  
760-473-0699

Todd Marquet  
Assistant Principal  
School Liaison  
[todd.marquet@smusd.org](mailto:todd.marquet@smusd.org)



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

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

Project Name: Fire Safe Kids  Date Submitted: 6/30/17	Total # of people served: 300  Total # of San Marcos residents served: 300	Amount Requested: \$1,500
Non-Profit Organization Name and Address, Website  Burn Institute 8825 Aero Drive, Suite 200 San Diego, CA 92123 <a href="http://www.BurnInstitute.org">www.BurnInstitute.org</a>		Contact Person – Name, Title & Phone, email  Adrienne White Grant Writer/Development Associate 858-541-2277 <a href="mailto:grants@burninstitute.org">grants@burninstitute.org</a>
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant): The Burn Institute is requesting support to provide 300 children in San Marcos with Fire Safe Kids presentations. The CDC reports that every day over 300 children ages 19 and under are treated in emergency rooms for burn-related injuries and two children die from their burn injuries. Unlike most common childhood injuries, the effects of a severe burn or scald can incur an extremely long recovery period, often including 30-40 surgeries. Fire Safe Kids teaches children lifesaving fire and burn prevention. It teaches youth how to protect themselves and their families against preventable burns, how to prepare for and act during a home fire emergency, and the consequences of playing with fire.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community: All youth are at-risk of fire and burn injury if they don't know how protect themselves at home, such as from scalding water in kitchens and bathrooms, in the case of a fire emergency, or without a proper understanding of the dangers of playing with fire. As aforementioned fires and burns cause detrimental damages to not only the victims themselves but to their families, loved ones, and even communities. San Diego County is no stranger to wild fires which can be sparked by a child playing with fire, such as the 2014 Cocos Fire. It is pertinent to educate young children about the dangers of fires and burns to prevent them before they happen and if they do children need to know how to respond. After receiving a Fire Safe Kids presentation children will: understand the dangers of fire play/setting; know how to react in the event of a fire emergency and how to escape; know what to do if they get burned/scalded; know how to "Stop, Drop &amp; Roll"; not be afraid of firefighters; and create a family escape plan.</p>		
<p>Please attach the following items.</p> <p><b>Both Mini-Grant &amp; Regular:</b></p> <ol style="list-style-type: none"><li>1. Budget for request (use SMCF Budget Worksheet)</li><li>2. Annual Operating budget for the organization or unit</li><li>3. Federal &amp; State Tax ID numbers</li><li>4. Board of Directors listing with affiliations</li></ol> <p><b>5. Regular Grants Only:</b></p> <ol style="list-style-type: none"><li>a. 1-2 page narrative</li><li>b. First 2 pages of Federal 990</li><li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li><li>d. Signature of President or Authorized Officer on Application</li><li>e. Optional: letters of support</li></ol>		
<p>Expected date project will begin/end: September 2017</p> <p>Date by which funds will be expended: July 2018</p>		
<p>Signature of President or Authorized Officer</p> <p></p> <p>6/30/17</p> <p>Name, Title Susan Day, Executive Director</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>300 Burn Institute Bags at \$.29 each</u>	<u>\$90</u>
<u>200 Fire Safe Kids 2 activity books at \$1.22 each</u>	<u>\$244</u>
<u>100 Fire Safe Kids 1 coloring books</u>	<u>\$21</u>
<u>300 Fire Safe Kids Stickers at \$.26</u>	<u>\$78</u>
<u>300 Letter to Parents/Home Escape Plan at \$.06</u>	<u>\$18</u>
<u>300 Safety Checklist at \$.06</u>	<u>\$18</u>
<u>Family Fire and Burn Prevention in the Home Literature at \$.32</u>	<u>\$96</u>
<u>Personnel Expenses (Director of Programs &amp; Community Outreach</u>	
<u>Specialist approx. 2% of total San Diego FSK personnel costs)</u>	<u>\$1,054</u>
<u>Travel</u>	<u>\$65</u>
	<u>\$</u>
	<u>\$</u>
<b>Total budget for this PROJECT:</b>	<b><u>\$1,771</u></b>

**Total budget for this PROJECT:** \$1,771

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

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

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

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

There are no other funds committed or pending to support Fire Safe Kids in San Marcos specifically.

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



## 2017 Budget

<b><u>Revenues</u></b>	
<i>Donations</i>	\$175,250
<i>Corporate Grants</i>	\$120,000
<i>Foundation Grants</i>	\$300,000
<i>Service Clubs</i>	\$12,500
<i>Government Grants</i>	\$55,000
<i>Benefit Contributions</i>	\$442,375
<i>Spirit of Courage Awards</i>	\$45,500
<i>Employee Preparedness in the Workplace</i>	\$6,875
<i>Interest Earnings</i>	\$10,000
<b>Total Revenues:</b>	<b>\$1,167,500</b>
<b><u>Expenses</u></b>	
<i>Personnel</i>	
Salaries	\$490,000
Payroll Taxes/Employee Benefits	\$117,850
Professional Development	\$1,500
<i>Office Operations</i>	
Occupancy/Utilities/Telephone	\$119,092
Office Supplies/Expenses	\$11,505
Printing/Postage	\$16,400
Insurance/Accounting/Technology/Legal	\$46,448
Automobile/Travel/Logistics	\$9,100
Communications	\$6,500
Dues/Publications/Meetings	\$7,125
Volunteer	\$2,800
<i>Fire &amp; Burn Prevention</i>	\$94,175
<i>Spirit of Courage Awards</i>	\$36,575
<i>Burn Survivor Support</i>	\$190,250
<b>Total Expenses:</b>	<b>\$1,149,320</b>



Department of the Treasury  
Internal Revenue Service  
P.O. Box 2508, Room 4010  
Cincinnati OH 45201

In reply refer to: 4077552422  
May 02, 2014 LTR 4168C 0  
23-7260718 000000 00  
00039334  
BODC: TE

BURN INSTITUTE  
8825 AERO DR STE 200  
SAN DIEGO CA 92123-2269



028870

Employer Identification Number: 23-7260718  
Person to Contact: R MOLLOY  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Apr. 03, 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 September 1973.

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.

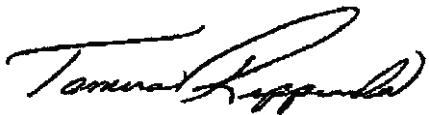
Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing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

4077552422  
May 02, 2014 LTR 4168C 0  
23-7260718 000000 00  
00039335

BURN INSTITUTE  
8825 AERO DR STE 200  
SAN DIEGO CA 92123-2269

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

Sincerely yours,



Tamara Ripperda  
Director, Exempt Organizations



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

In reply refer to  
755:G :JAM

March 7, 2007

BURN INSTITUTE  
8825 AERO DR STE 200  
SAN DIEGO CA 92123-2269

Purpose : CHARITABLE  
Code Section : 23701d  
Form of Organization : Corporation  
Accounting Period Ending: December 31  
Organization Number : 0672985

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 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. 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.

March 7, 2007  
BURN INSTITUTE  
ENTITY ID : 0672985  
Page 2

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.

J MONTAGNE  
EXEMPT ORGANIZATIONS  
BUSINESS ENTITIES SECTION  
TELEPHONE (916) 845-5726  
FAX NUMBER (916) 845-9486

RTF:



Chairman of the Board

**Gerald "Jerry" Davee, Esq.**, *Burn Survivor*  
Retired Attorney

President

**David Ott**  
Consultant/Retired City Manager

VP Chief Financial Officer

**Chief Robert "Bob" Pfohl**  
Viejas Fire Dept

VP Development

**Timothy "Tim" O'Malley, Ph.D**  
University of San Diego

VP Programs

**Brennon Hope**, *Burn Survivor*  
Owner, Coastal Contracting, Inc.

Secretary

**Dolores Juditz**  
Community Volunteer

Directors:

**Alan Arrollado**  
President, San Diego City Firefighters Local 145

**Adam Beardsley**  
Fire Marshal, Chula Vista Fire

**Jeff Berend**  
Partner, Red Flash Strategic Marketing

**Jim Boland** (Personnel Chair)  
Director, San Diego Gas & Electric

**Chief Don Butz** (SDCFCA Representative)  
Lakeside Fire Protection District

**Jeff Cole** (FFACBI Representative)  
Poway Fire Department

**Andy Crossland**

Senior Risk Management Consultant,  
ICW Group

**Brian Eliceiri, Ph.D.**

Professor, UC San Diego Department of Surgery

**Brian Fennessy**

Chief, San Diego Fire-Rescue

**Lisel Ferguson**

Attorney, Procopio

**Christina Figone** (Auxiliary Chair), *Mother of a Burn Survivor*  
MFT, Poway School District

**Augie Ghio** (Nominating Chair)

Consultant & Retired Fire Chief

**Dr. Jeanne Lee**

Clinical Director, UCSD Regional Burn Center

**Emily McDonald, CPA**

Manager, KPMG

**Kevin McNamara**

Real Estate Investor

**Mike Murphy** (Director at Large)  
GM, American Medical Response

**Dr. Brian Reagan**

Plastic Surgeon, Changes Plastic Surgery and Spa

**Nicholas Segura**

IBEW Local 569

**Mitch Villalpando**

Chief, Sycuan Fire Dept

Key Staff:

**Susan Day**, Executive Director

**Brittany Bachmann**, Director of Marketing

**Benjamin Hemmings**, Director of Operations



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

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

Project Name: NCHS San Marcos Health Center VFC-rated Refrigerator Date Submitted: June 5, 2017	Total # of people served: 64,720 Total # of San Marcos residents served: 32,369	Amount Requested: \$ 2,828.22
Non-Profit Organization Name and Address, Website North County Health Services (NCHS) 150 Valpreda Road San Marcos, CA 92069 www.nchs-health.org	Contact Person – Name, Title & Phone, email Alta Farley Grant Writer (760) 736-8723 Alta.farley@nchs-health.org	

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

NCHS respectfully requests a \$2,828.22 grant to purchase a new, VFC-rated vaccine refrigerator for NCHS San Marcos Health Center, which is now serving 18% more residents than just two years ago. Therefore, an additional pharmacy-grade refrigerator is needed to increase our capacity to store vaccines and other biologics at an even temperature range while the unit doors are opened and closed throughout each clinical day. The unit will be large enough to hold inventory needed during the busiest point in the year without crowding, such as during the fall flu vaccine season. This San Marcos Community Foundation grant will have long lasting impact over many years, helping NCHS to build capacity to function at higher levels of care and efficiency.

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

A grant from San Marcos Community Foundation will increase NCHS' capacity to provide ample, appropriate and secure storage for almost 16,000 vaccines and numerous medications administered annually at NCHS San Marcos Health Center (over 65/day). These biologics provide vital preventive health for San Marcos' primarily working poor individuals and families. Properly stored and handled vaccines play a strong role in keeping San Marcos residents healthy. From childhood vaccines for mumps, measles and rubella to pneumonia and shingles vaccines for seniors, NCHS provides critical preventive medicine for San Marcos' primarily low- and extremely low-income residents. NCHS' wide array of safety net services provide high quality medical, dental, and behavioral health services to prevent more severe conditions, spread of disease, loss of days from school and work, and the over-use of emergency rooms.

Please attach the following items.

**Both Mini-Grant & Regular:**

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

**5. Regular Grants Only:**

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

Expected date project will begin/end: 9/15/17 through 3/31/18

Date by which funds will be expended: 3/31/18

Signature of President or Authorized Officer

7/5/17

Name, Title  
Irma Cota, MPH, President & CEO

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

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

# North County Health Project, Inc. Proposal

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## to San Marcos Community Foundation

**ORGANIZATION INFORMATION:** North County Health Project, Inc., aka North County Health Services (NCHS) is a Federally Qualified Health Center dedicated to providing caring, affordable, quality health care and supportive services to everyone, with a special commitment to uninsured, low-income, and medically underserved populations. From a single clinic founded by community activists in 1971, NCHS has grown to 12 health centers located in northern San Diego and southwestern Riverside Counties, which provide adult, adolescent and pediatric primary care, internal medicine, acute same-day care, oral health, behavioral health, specialized women's health, chiropractic services, radiology, lab, and a full range of enabling services, such as transportation, language interpretation, and assistance applying for and utilizing Medical/Covered California/WIC/CalFresh benefits. NCHS also operates two mobile medical/dental units that provide medical and dental services for more than 3,000 schoolchildren, 6,500 farm workers and family members, and other residents with significant access barriers. NCHS' **mission** is *"to improve the health status of our diverse communities by providing quality healthcare that is comprehensive, affordable, and culturally sensitive."*

Keeping our patients top of mind in our pursuit to advance health and wellness in our community has, and always will be our top priority.

In addition to clinical services, NCHS has a wide range of programs in North County that focus on early prevention to maximize health outcomes. NCHS' WIC (Women, Infants and Children supplemental nutrition program) serves almost 11,000 women and children monthly. All Star Teeth provides dental screenings for children 18 months to 12 years old, and helps their parents establish a dental/medical home at NCHS. Through NCHS' Family Nutrition Program, Registered Dietitians provide nutrition education and training for families with young children to form good nutritional habits from an early age. NCHS also conducts extensive outreach and free health fairs in the community.

NCHS holds the National Committee for Quality Assurance's prestigious Patient-Centered Medical Home (PCMH) highest level 3 recognition. This distinction recognizes long-term patient relationships, and continued improvements to quality and efficiency of care.

**Based in San Marcos**, NCHS has served San Marcos residents since 1976. NCHS' two San Marcos locations served 32,369 patients (126,311 visits) in 2016, which is an 18% increase in patient visits in just two years. Ninety-seven percent (97%) of patients who reported incomes were at or below 200% of the federal poverty level (FPL); 72% were below the FPL. Patients identified themselves as 68% Hispanic, 25% White, 3% Asian, 1% African American, and 3% other or mixed race; 39% of patients were children aged 19 and under. Patients are not turned away due to their level of ability to pay for services.

The proposed project supports NCHS' 2016-2018 Strategic Plan Goals, which are to continue to: 1) Create a patient experience that is accessible, convenient and attractive to a diverse population; 2) Increase the number of patients and territories served and develop a comprehensive array of services, and; 3) Provide patients with an integrated and holistic service experience through internal service coordination and new community partnerships.

# North County Health Project, Inc. Proposal

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## to San Marcos Community Foundation

### **PROJECT: Pharmacy Grade Vaccine Refrigerator for NCHS San Marcos Health Center** North County Health Services respectfully requests a \$2,828.22 grant from the San Marcos Community Foundation to purchase a new vaccine refrigerator to expand existing storage for NCHS San Marcos Health Center.

NCHS San Marcos Health Center is now serving 18% more residents than just two years ago and therefore, needs to increase capacity to provide health services, which includes medications and vaccines.

Vaccines play a vital role in preventive medicine. They have made serious diseases like Measles, Mumps, Polio, Hepatitis A & B and Tetanus uncommon. A major immunization issue is appropriate storage and handling. Exposing stored vaccines and other medications (biologics) above or below the recommended temperature ranges can result when overcrowding existing refrigerator space. A change in temperature can decrease potency and reduce the effectiveness and protection they provide. Storage errors can cost thousands of dollars in wasted vaccine and revaccination, as well as loss of patient confidence when repeat doses are required. It is better to not vaccinate than to administer a dose of vaccine that has been mishandled. By adhering to newer Centers for Disease Control requirements for storing and handling vaccines, physicians and clinical staff can ensure that patients will get the full benefit of the vaccines they receive.

Through this project, NCHS will add another Pharmacy Grade, VFC-rated (Vaccines for Children) refrigerator that meets Centers for Disease Control standards at San Marcos Health Center. This new unit will increase our capacity to store vaccines and biologics needed for adults, pediatrics, women's health, and QuickCare at NCHS San Marcos Health Center. This new refrigerator will meet Centers for Disease Control requirements and will be able to maintain an even temperature range while the unit doors are opened and closed throughout each clinical day, and throughout the year. The refrigerator will be dedicated to the storage of biologics, including test specimens, and large enough to hold inventory needed during the busiest point in the year without crowding, such as during fall flu vaccine season. The refrigerator will feature an external, programmable thermostat with a temperature display. The thermostat includes an alarm that sounds when the temperature has gone outside of the programmed temperature range. The refrigerator includes a factory installed side mounted lock to secure important content from unauthorized handlers.

**PROJECT BENEFITS:** A grant from San Marcos Community Foundation will increase NCHS' capacity to provide ample, appropriate and secure storage for almost 16,000 vaccines and an untold number of medications administered annually at NCHS San Marcos Health Center, which is well over 65 per day. Properly stored and handled biologics will play a strong role in keeping San Marcos' primarily low- and extremely low-income residents healthy.

Without NCHS' wide array of safety net services, San Marcos' low-income residents might go without crucial preventive care, leading to more severe conditions. This can cause further spread of disease and contribute to days lost from school and work. Enabling NCHS to increase capacity to provide vaccines and medications and thus, prevent avoidable conditions will lead to a healthier community overall.

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

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

**Total budget for this PROJECT:** \$ 2,828.22

**Grant Request Amount:** \$ 2,828.22  
*(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).

\$ 375.00 (NCHS in-kind) \_\_\_\_\_ \*\* (C)  
\$ \_\_\_\_\_ (Name of source) \_\_\_\_\_ \*\*  
\$ \_\_\_\_\_ (Name of source) \_\_\_\_\_ \*\*  
\$ \_\_\_\_\_ (Name of source) \_\_\_\_\_ \*\*

**NORTH COUNTY HEALTH PROJECT, INC.**  
**Operating Budget**  
**For the Fiscal Year ending December 31, 2017**

**REVENUES, GAINS,  
AND OTHER SUPPORT**

Contracts and grants	15,231,748
Patient services, net of bad debt	64,459,846
Contracted Pharmacy	1,993,558
Contributions	303,300
Miscellaneous	40,439
Meaningful Use	450,000
Interest income	10,836
<b>TOTAL REVENUES,  GAIN, AND OTHER SUPPORT</b>	<b>72,489,727</b>

**EXPENSES**

Personnel	45,540,324
Fringe benefits	9,509,887
Contractual services	
Patient	1,337,897
Non-Patient	2,281,344
Accounting services	376,840
Consumable supplies	2,780,080
Administrative supplies	767,719
Insurance	281,188
Facilities	
Rent	863,901
Mortgage interest	480,749
Utilities	618,468
Other Facilities Expense	901,894
Communications-Telephone & Internet	487,097
Travel	288,055
Minor Equipment, maintenance and rental	1,034,389
Staff Recruitment & Retention	736,007
Public Communications & Marketing	275,244
Other Expenses	
Outreach	48,470
Client Assistance Expenses	82
Other Operating Expenses	255,089
Depreciation	2,838,232

**TOTAL EXPENSES** **71,669,454**

**Projected Increase in Net Assets from Operations** **820,273**

**Capital Grant Revenue** **1,000,000**

**Projected Increase in Net Assets** **\$ 1,820,273**

**Visits-All** **313,951**

**Operational Profit Margin** **1.13%**  
**Profit Margin** **2.48%**



OGDEN UT 84201-0038

In reply refer to: 0437870217  
Sep. 15, 2011 LTR 4168C 0  
95-2847102 000000 00  
00025203  
BODC: TE

NORTH COUNTY HEALTH PROJECT INC  
150 VALPREDA ROAD  
SAN MARCOS CA 92069-2973



002592

Employer Identification Number: 95-2847102  
Person to Contact: Exempt Organization  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Sep. 06, 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 July, 1973.

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.

0437870217  
Sep. 15, 2011 LTR 4168C 0  
95-2847102 000000 00  
00025204

NORTH COUNTY HEALTH PROJECT INC  
150 VALPREDA ROAD  
SAN MARCOS CA 92069-2973

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

Sincerely yours,



Sharon Davies  
Accounts Management I

STATE OF CALIFORNIA



FRANCHISE TAX BOARD  
SACRAMENTO, CALIFORNIA 95867

June 28, 1973

In reply refer to  
EO:JCS:ch

North County Health Project Incorporated  
170 West Mission  
San Marcos, CA 92069

Purpose: Charitable  
Form of Organization: Corporation  
Accounting Period Ending: August 31  
Organization Number: 676146

Gentlemen:

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

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

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

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.

If the organization is incorporating or is a foreign corporation qualifying to do business in California, this approval will expire unless incorporation or qualification is completed within 30 days.

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

*James C. Stewart*  
James C. Stewart  
Counsel

cc: Secretary of State (Corp)

North County Health Project, Inc. 2017 Board of Directors

	Director Name	Board Position	Occupation/Business Affiliation	Residence Address	City/State	Zip	Email Address
1	Sheila Brown	Chair	Palomar Health 125 Vallecitos De Oro, Ste A San Marcos, CA 92069 Vice President, Continuum Care	5123 Wisteria Drive	Oceanside, CA	92056	<a href="mailto:sheila.brown@palomarhealth.org">sheila.brown@palomarhealth.org</a>
2	Donald Stump	Chair-Elect	North County Lifeline 200 Michigan Avenue Vista, CA 92084 Executive Director	950 Balboa Avenue	Coronado, CA	92118	<a href="mailto:dstump@ncifeline.org">dstump@ncifeline.org</a>
3	Andrew S. Rinde	Secretary	Retired Sr. Health Consultant	3556 Seahorn Circle	San Diego, CA	92130	<a href="mailto:andyrinde@aol.com">andyrinde@aol.com</a>
4	Harriet H. Carter	Treasurer	Self Employed, Attorney-at-Law.	13190 Calle Caballeros	San Diego, CA	92129	<a href="mailto:harriet@harriethcarteresq.com">harriet@harriethcarteresq.com</a>
5	Adriana Andrés-Paulson	Director	SD County Office of Education Migrant Education-Region XI 135 Vallecitos de Oro, Suite A San Marcos, CA 92069 Migrant Education	3055 Anaheim Terrace	Escondido, CA	92025	<a href="mailto:adriana.paulson@sdcoe.net">adriana.paulson@sdcoe.net</a>
6	Victor Botello	Director	Retired NCHS Founder and former Fund Development Director	743 Concerto Glen	Escondido, CA	92025	<a href="mailto:vmbotellosr@gmail.com">vmbotellosr@gmail.com</a>
7	Steve Kildoo	Director	New Life Construction 4855 Ruffner Street San Diego, CA 92111 Project Manager.	789 N. Alda Drive	San Marcos	92069	<a href="mailto:sgkildoo@gmail.com">sgkildoo@gmail.com</a>
8	Andrés Ramos Martin	Director	Ramona High School 1401 Hanson Lane Ramona, CA 92065 Student Counselor	644 Cedar Street	San Marcos, CA	92069	<a href="mailto:andresmartin@gmail.com">andresmartin@gmail.com</a> , <a href="mailto:amartin@ramonausd.net">amartin@ramonausd.net</a>
9	Roberto Ramirez	Director	Mountain Meadow Mushroom Farms, Inc. 26948 North Broadway Escondido, CA 92026 Owner	1202 Shay Place	Escondido CA	92026	<a href="mailto:Roberto-Ramirez@cox.net">Roberto-Ramirez@cox.net</a>
10	Walt Steffen	Director	Retired County of San Diego LCSW	833 North Daisy	Escondido, CA	92027	<a href="mailto:wcsteffen43@yahoo.com">wcsteffen43@yahoo.com</a>
11	Jenny Smerud	Director	AKT LLP, CPAs and Business Consultants 5946 Priestly Dr., Suite 200 Carlsbad, CA 92008 Partner	2789 Dove Trail Drive	San Marcos, CA	92078	<a href="mailto:jsmerud@aktcpa.com">jsmerud@aktcpa.com</a>
12	Craig Jung	Director	Retired Hospital Plan Services, Director/Safety Officer	16746 Wikiup Road	Ramona, CA	92065	<a href="mailto:jungtonic@yahoo.com">jungtonic@yahoo.com</a>
13	Craig Garcia	Director	Old California Coffee House, CEO Reliable Contact, CEO	357 Borden Road	San Marcos, CA	92069	<a href="mailto:supportwithcraig@gmail.com">supportwithcraig@gmail.com</a>
14	Mike Michaelson	Director	Retired Professor	13451 Barbados Way	Del Mar, CA	92014	<a href="mailto:mmichaelson@san.rr.com">mmichaelson@san.rr.com</a>
15	Carmen Amigon	Director	Community Housing Works 2815 Camino del Rio South, Suite 350 San Diego, CA 92108 Vice President, Classes & Coaching	561 Beverly Place	San Marcos, CA	92078	<a href="mailto:Camigon@chworks.org">Camigon@chworks.org</a>
16	Karen Pearson	Director	Director of Investor Relations, San Diego North Economic Development Council Boardwalk Suite 303, San Marcos, CA 92078	950 2290 Hillyer Street	Carlsbad, CA	92008	<a href="mailto:kpearson52@aol.com">kpearson52@aol.com</a> , <a href="mailto:kpearson@sdnedc.org">kpearson@sdnedc.org</a>
17	Dr. Merrily Poth	Director	Retired Physician, Professor Emeritus at USUHS	1618 James Drive	Carlsbad, CA	92008	<a href="mailto:merrily.poth@gmail.com">merrily.poth@gmail.com</a>

## Return of Organization Exempt From Income Tax

OMB No. 1545-0047

2015

Open to Public  
InspectionDepartment of the Treasury  
Internal Revenue Service

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

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

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

<b>A For the 2015 calendar year, or tax year beginning</b>		01/01	<b>, 2015, and ending</b>	12/31	<b>, 2015</b>
<b>B Check if applicable:</b>		<b>C Name of organization</b>		<b>D Employer identification number</b>	
<input type="checkbox"/> Address change		North County Health Project Inc		95-2847102	
<input type="checkbox"/> Name change		Doing business as		E Telephone number	
<input type="checkbox"/> Initial return		Number and street (or P.O. box if mail is not delivered to street address)		760-736-6700	
<input type="checkbox"/> Final return/terminated		Room/suite		F City or town, state or province, country, and ZIP or foreign postal code	
<input type="checkbox"/> Amended return		150 Valpreda Road		San Marcos, CA, 92069	
<input type="checkbox"/> Application pending		G Gross receipts \$		60,232,355	
		H Name and address of principal officer:		Kathy Martinez	
				H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
				H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
				If "No," attach a list. (see instructions)	
<b>I Tax-exempt status:</b>		<input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c)( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		<b>J Website:</b> ► <a href="http://www.nchs-health.org">www.nchs-health.org</a>	
<b>K Form of organization:</b>		<input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ►		<b>L Year of formation:</b>	1973
<b>M State of legal domicile:</b>		CA			

**Part I Summary**

<b>Activities &amp; Governance</b>	1 Briefly describe the organization's mission or most significant activities: <b>North County Health Services' mission is to improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable and culturally sensitive.</b>			
	2 Check this box ► if the organization discontinued its operations or disposed of more than 25% of its net assets.			
<b>Revenue</b>	3 Number of voting members of the governing body (Part VI, line 1a)	3	13	
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	13	
	5 Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	124	
	6 Total number of volunteers (estimate if necessary)	6	37	
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0	
	b Net unrelated business taxable income from Form 990-T, line 34	7b	0	
			<b>Prior Year</b>	<b>Current Year</b>
8 Contributions and grants (Part VIII, line 1h)		15,902,127	14,889,057	
9 Program service revenue (Part VIII, line 2g)		39,296,223	44,591,103	
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		1,592,646	52,216	
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		271,007	699,979	
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)		57,082,003	60,232,355	
<b>Expenses</b>	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0	0	
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0	
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	35,810,790	42,795,179	
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0	
	b Total fundraising expenses (Part IX, column (D), line 25) ►	298,406		
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	12,545,218	16,450,257	
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	48,356,008	59,245,436	
<b>Net Assets or Fund Balances</b>	19 Revenue less expenses. Subtract line 18 from line 12	8,705,995	986,919	
		<b>Beginning of Current Year</b>	<b>End of Year</b>	
20 Total assets (Part X, line 16)		60,258,209	63,607,868	
21 Total liabilities (Part X, line 26)		24,448,809	26,737,207	
22 Net assets or fund balances. Subtract line 21 from line 20		35,809,400	36,870,661	

**Part II Signature Block**

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

<b>Sign Here</b>	<i>Irma Cota</i>	7-18-16
	Signature of officer	Date
	Irma Cota, President and CEO	
	Type or print name and title	

<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> If self-employed	PTIN
	Jeremy Ware				P04200059
	Firm's name ► CHW LLP		Firm's EIN ►	47-2251777	
	Firm's address ► 7797 N First Street Suite 15, Fresno, CA 93720		Phone no.	559-549-5400	

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

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

North County Health Services' (NCHS) mission is to improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable and culturally sensitive. During the year, NCHS provided 263,597 visits to 60,797 patients.

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 \$ 46,944,843 including grants of \$ 0) (Revenue \$ 44,591,103)

North County Health Services' mission is to improve the health status of our diverse communities by providing the quality health care that is comprehensive, affordable and culturally sensitive.

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

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

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4d Other program services (Describe in Schedule O.)  
(Expenses \$ 0 including grants of \$ 0) (Revenue \$ 0)

4e Total program service expenses ► 46,944,843



SAN MARCOS COMMUNITY FOUNDATION  
Grant Cover Page

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

Project Name: Mission Hills Track + Field Date Submitted: 7-5-2017	Total # of people served: 140 Total # of San Marcos residents served: 140	Amount Requested: \$ 5,000
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Non-Profit Organization Name and Address, Website  GBEF Track and Field 1 Mission Hills Court San Marcos, CA 92069 mhhstf.org	Contact Person – Name, Title & Phone, email  Bronwyn Caster Track and Field Booster President (760) 597-4041 info@invasionlasertag.com
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Briefly describe your request for funds (to be expanded upon in narrative for regular grant):  Mission Hills High School Track and field booster club is requesting \$ 5,000 to replace broken hurdles. The cost of equipment is high and the Booster club is in need of financial assistance to meet all of our financial obligations and needs.
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Briefly describe the significance of your request to the San Marcos community:  This will significantly impact the Students of Mission Hills High School and residents of San Marcos. Not only do the track and field athletes use the hurdles, other sports use them as training including the students in the general physical education program. Impact 2,500 students
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Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 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: 9-30-17 Date by which funds will be expended: 12-30-17
	Signature of President or Authorized Officer  Bronwyn Caster Name, Title Pres. dent Date 7-5-17
	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**

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

**Total budget for this PROJECT:** \$21,330

**Grant Request Amount:** \$ 5,000  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

Is this a challenge grant? Could it be?

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

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

\$ 1,500	(Name of source)	GBCF Track and field	** C
\$ 5,000	(Name of source)	Blast Athletics	** P
\$ 5,000	(Name of source)	fundraisers, rent nights etc.	** P
\$ 5,000	(Name of source)	Corporate sponsorships	** P

6:40 PM  
07/03/17  
Cash Basis

**GBEF Track and Field  
Profit & Loss**  
**September 1, 2016 through June 19, 2017**

**Sep 1, '16 - Jun 19, 17**

<b>Income</b>	
Donations	1,730.25
<b>Fundraising</b>	
Blast Athletics	5,680.00
Invasion Laser Tag	157.50
Jamba Juice Cards	255.00
Opportunity Drawings	90.00
Restaurant Nights	
Applebee's	1,326.33
Mr. Taco	280.00
Total Restaurant Nights	1,606.33
Silent Auctions	480.00
Fundraising - Other	126.00
<b>Total Fundraising</b>	8,394.83
<b>Snack Bar</b>	2,552.32
<b>Spirit Gear</b>	
Stickers	75.00
T-Shirts	540.00
<b>Total Spirit Gear</b>	615.00
<b>Sponsorships</b>	2,950.00
<b>Total Income</b>	16,242.40
<b>Expense</b>	
<b>Bank Service Charges</b>	
Blast Service Charge	1,022.12
Square Fees	30.43
Bank Service Charges - Other	3.00
<b>Total Bank Service Charges</b>	1,055.55
<b>Equipment</b>	1,461.44
<b>Invitationals</b>	2,580.00
<b>Meet Expense</b>	142.85
<b>Office Expense</b>	72.74
<b>Promotion</b>	1,249.37
<b>Snack Bar Expense</b>	772.99
<b>Spirit Wear</b>	639.52
<b>Stickers</b>	687.50
<b>Travel Expense</b>	
Lodging	2,161.20
Meals	405.52
Transportation	142.12
<b>Total Travel Expense</b>	2,708.84
<b>Uniforms</b>	2,080.17
<b>Total Expense</b>	13,450.97
<b>Net Income</b>	<b>2,791.43</b>

## Mission Hills High School Track and Field Boosters

### 2016-2017 Board of Directors

Lynne Budd  
Track Coach  
1 Mission Hills Court  
San Marcos, CA 92069  
[lynne.budd@smusd.org](mailto:lynne.budd@smusd.org)  
[mhhstf.org](http://mhhstf.org)

Bronwyn Caster  
President  
[bcaster@invasionlasertag.com](mailto:bcaster@invasionlasertag.com)  
760-597-4041

Paul Balancio  
Vice President  
[pbalancio@gmail.com](mailto:pbalancio@gmail.com)  
760-496-8755

Kathleen Morreale  
Treasurer  
[imkkelly@cox.net](mailto:imkkelly@cox.net)  
760-522-7169

Kana Tobin  
Secretary  
[kana.tobin@gmail.com](mailto:kana.tobin@gmail.com)  
760-473-0699

Heidi Robyn  
Board Member  
760-419-6866

Mike Stout  
Board Member  
760-464-9535

Todd Marquet  
Assistant Principal  
School Liaison  
[todd.marquet@smusd.org](mailto:todd.marquet@smusd.org)

To Whom It may Concern:

I am a parent of two Mission Hills High School track and field athletes. My son, Elijah runs the 110 hurdles. He ran an undefeated season under the coaching of Shawn Coleman. Not only has my son developed as an amazing runner, but the other character traits he has learned will last a lifetime. My daughter, Faith was a freshman this year. She excelled in her events as well. Through her determination and strong work ethic, she was moved up to varsity where she excelled. Shwn Coleman and his staff know every one of our athletes. There are well over 100. My children have made life -long friends in this sport. They are surrounded by positive influences from coaches and their peers. The track and field team has the cumulative highest GPAs of any Mission Hills sport. The coaching staff teaches determination, pride in our school and community, and how to be a good team mate. Our coaches ensure that every athlete feels appreciated on the team. He treats all of the athletes the same regardless of their ability. He recognizes that not every student, has the same ability, but they all have some ability. Even if it is being the most positive, that is still a very valuable asset to team. As a resident of San Marcos, we are lucky to have the amazing coaching staff that brought us to a League title. For that, we are proud and grateful.

Sincerely,

Paul Balancio

Mission Hills High School Track and Field's mission is to provide a nurturing environment where athletes learn a commitment to health, perseverance, and building strong character. Mission Hills High School has 2,500 students, with over 140 participating in track and field. Our students and athletes come from diverse backgrounds. Our track and field program does not discriminate based on gender, race, sexual orientation or ability. It is open to all athletes who attend the high school who are committed to practicing their sport. It is a no cut sport which means it is inclusive of all students. As well as learning to have a life-long passion for fitness, high school sports build character, teach dedication, how to be a team player, and how to win and lose gracefully. These are lessons that will help them as adults in their jobs and relationships. Our 2017 Boys track and field team won the Avocado East League title and boasted ten Avocado East champions. Mission Hills was represented at California Interscholastic Federation in every event except one. In addition, six of our athletes qualified to compete in the State meet.

The statistics are overwhelming for how much more successful high school athletes are than non-athletes. According to the Women's Sports Foundation, female athletes are 92% less likely to get involved with drugs, 80% less likely to get pregnant, and three times more likely to graduate high school than non-athletes. For boys, they are two times more likely to graduate than non-athletes. Student athletes score better on standardized tests, and get better grades . This may be attributed to the fact that vigorous exercise improves blood flow to the brain which results in better alertness, and intellectual functions. A study conducted in the Los Angeles Unified School District showed that there is a positive connection with attendance, and grade point average. Athletes spent an average of three more weeks in school per year. Also the grade point average was .55-.74 points higher. This could be because a minimum GPA is required to play sports. Whatever the reason higher attendance and higher grades are a great result for involvement in sports. Research has proven that high school sports have a favorable influence on academics, deter criminal activity, and improve self-esteem for those involved.

Unfortunately, the San Marcos Unified School District is unable to cover all of the expenses involved in running a track and field program. Mission Hills High School has 54% of the student body that is socially and economically disadvantaged. For some athletes, contributing to meet fees, uniforms or replacing hurdles, is not a possibility. Therefore, raising funds and seeking outside resources has become a necessity. The expenses involved are meet fees/invitationals, uniforms, coaching stipends, and replacing equipment. Mission Hills is now 13 years old, although relatively new, track and field equipment does not hold up that long. Last year, many of our hurdles broke, and are not useable. We are requesting funds to buy some new hurdles to replace the broken ones. High School sports are the reason many teens go to school. It is imperative, that we continue to allow our future leaders reap the many benefits sports have to offer.



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

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

Project Name: <b>Kitchens for Good - San Marcos</b>	Total # of people served: 1,620  Total # of San Marcos residents served: 1,500	Amount Requested: \$ 10,000
Date Submitted: June 28, 2017		Non-Profit Organization Name and Address, Website
<b>Kitchens for Good</b> San Diego Location: 404 Euclid Ave San Diego, CA 92114 <a href="http://www.kitchensforgood.org">www.kitchensforgood.org</a>		Contact Person – Name, Title & Phone, email  <b>Sonia Diaz</b> , Development Coordinator (619) 736-1875 (619) 844-7235 cell <a href="mailto:Sonia@kitchensforgood.org">Sonia@kitchensforgood.org</a>

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

Kitchens for Good (KFG) requests \$10,000 in funding from San Marcos Community Foundation to support kitchen equipment for its expansion to a second kitchen and culinary training center in San Marcos (215 Bingham Drive). KFG is a nonprofit 501(c)(3) with the mission to break the cycles of food waste, poverty, and hunger through innovative programs in workforce training, healthy food production, and social enterprise. KFG builds a bridge to close the gap between wasted food and hunger by rescuing and purchasing surplus food from wholesalers and farmers, and then engaging students in its culinary job training program to transform these ingredients into nutritious meals and products for hungry families.

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

As KFG continues to strive to meet community needs, it is clear that our current 2,500 sq. ft. kitchen at in Southeast San Diego is at capacity. The acquisition of a second 19,000 sq. ft. kitchen and training space will help us expand our workforce development, food rescue, and meal production programs to reach North County residents struggling with poverty and hunger. This program also serves the culinary and hospitality industry that is the second largest economic sector in the region, and in great need of employees to staff its expected growth. With this new project, we aspire to meet the demands of job growth and skills gap in North County, tackle hunger, and be a model for social innovation.

Please attach the following items.

**Both Mini-Grant & Regular:**

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

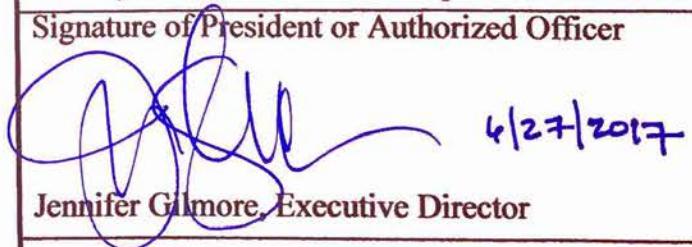
- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- c. Most recent year-end Statement or Audit including any management letters associated with Audit.
- d. Signature of President or Authorized Officer on Application
- e. Optional: letters of support

Expected date project will begin/end:

**August 2017-Jan 2018**

Date by which funds will be expended: **Jan 2018**

Signature of President or Authorized Officer



4/27/2017

Jennifer Gilmore, Executive Director

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

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



**Project Title:** San Marcos Kitchen for Good

**Organization:** Kitchens for Good

**Project Contact:** Sonia Diaz, Development Coordinator ([sonia@kitchensforgood.org](mailto:sonia@kitchensforgood.org))

Kitchens for Good (KFG) is seeking support of \$10,000 from San Marcos Community Foundation for kitchen equipment associated with the expansion to a San Marcos food production and culinary workforce training facility. This project is very much aligned with the goals of your foundation, which seek to enrich the quality of life, health and well-being and economic opportunities for the residents of San Marcos.

KFG is a nonprofit 501(c)(3) with the mission to break the cycles of food waste, poverty and hunger through innovative programs in workforce training, healthy food production and social enterprise. KFG builds a bridge to close the gap between wasted food and hunger by rescuing and purchasing surplus food from wholesalers and farmers, and then engaging students in its culinary job training program to transform these ingredients into nutritious meals and products for hungry families. In addition to tackling issues of food waste, hunger and unemployment, Kitchens for Good operates a profitable food and catering enterprise that creates job training opportunities for culinary students, and generates profits to reinvest into social programs.

In the past 18 months, KFG has:

- Trained 102 people, previously seen as “unemployable,” for living wage jobs in the culinary industry, achieving a 90% employment rate upon graduation, and earning an average wage of \$13/hour. Half of the graduates have received a raise within the first three months of employment.
- Rescued 31,117 pounds of surplus food and turned it into 28,230 nutritious meals for the homeless, at-risk youth, and homebound seniors.
- Leveraged start-up support into \$2 million in earned social enterprise income through 739 catered events.

As KFG strives to meet the growing need, one thing has become clear: the current 2,500 sq. ft. kitchen in Southeast San Diego is simply not large enough to serve the needs of the growing homeless population, low-income families and veterans in San Diego. In 2018, KFG plans to open a second kitchen with more classroom space to increase our reach and meet this demand. KFG is seeking support from San Marcos Community Foundation for this kitchen expansion, which will dramatically expand program capacity and impact to reach up to 1500 San Marcos residents a year.

The beneficiaries of the new kitchen will be community-based organizations of San Marcos and surrounding cities that serve the homeless, low-income families and homebound seniors. The culinary training program will recruit populations that were previously seen as unemployable – formerly incarcerated adults, foster youth transitioning out of the system and veterans--three

populations that are experiencing significantly high unemployment rates in the San Marcos region. The program teaches students technical culinary techniques and workforce readiness skills, provides industry certification, and continual support through job placement services and case management.

The new kitchen is also designed to generate revenue to support its programs. The expansion of KFG's social enterprise to include a bakery and cafe will attract the general public to eat at our facility and become aware of our mission and build a base of support to fight poverty and hunger.

The annual anticipated outcomes and benefits to the community through this expansion project include:

- **Increase student enrollment in the culinary program to 200.**
- **Increase meal production for the hungry to 260,000 meals.**
- **Increase pounds of food rescued to 500,000 lbs.**
- **Increase social enterprise revenue to \$4.5M to sustain hunger relief and job training program.**

KFG has already secured the space for the expansion project and it is currently in escrow. It is anticipated that permitting, renovations, and equipment will be in place by September 2017, allowing programs and operations to fully launch by January 2018.

The total capital project cost is \$3,900,000, which includes the cost of the building, construction and renovations. Most of the project funds have been secured (73.5%) from individual donations and foundations, including Leichtag Foundation, who has invested \$2.7 million toward the purchase of the facility. Another \$540,000 in funding is pending from proposals that have already been submitted at the request of funders and are in the final stages of approval (see attached list in Budget Worksheet). KFG has successfully completed the first phase of their fundraising campaign and has left to raise the remaining \$495,000 from individual one-time gifts and with revenue generated by the social enterprise catering and contract meals service. Funding from the San Marcos Foundation will support the purchase of equipment used in the culinary job training and hunger relief programs.

KFG is uniquely positioned to carry out this new project because they are at the forefront of tackling both the unemployment and hunger crisis in a sustainable way. Rather than giving these populations a hand-out, KFG is giving them a hand-up to become self-sufficient members of society. KFG is tackling the unemployment problem head-on by partnering with the County Probation Office, shelters and crisis centers serving foster youth, veterans and the homeless, so that the neediest individuals with high potential are identified to become successful in a culinary career. In just under two years, KFG has had a proven track record of success as evidenced by their strong job training and food rescue program outcomes. Unlike food banks and other hunger relief agencies, KFG has the capacity to make better use of the donated food to make healthier meals and distribute them to the populations that need it most. Meals in San Marcos will be primarily distributed to at-risk youth and homebound seniors.

KFG has already met with the San Marcos Mayor and city officials and has given them a tour of the proposed site of the project. Support from the San Marcos Community Foundation will strengthen collaboration between KFG, the City of San Marcos and its residents to more effectively reach the goals of reducing poverty, hunger and unemployment in the region.

# **SAN MARCOS COMMUNITY FOUNDATION**

## **Budget Worksheet**

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

**Total budget for this PROJECT:** **\$ 3,900,000**

**Grant Request Amount:** **\$ 10,000.00**  
*(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)*

*NOTE: Funding from the San Marcos Community Foundation will be used towards the purchase of kitchen equipment used for culinary job training and hunger relief meal production.*

Is this a challenge grant? Could it be?

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

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

\$ 2,700,000 (Leichtag Foundation) Purchase of Building \*\* C  
\$ 125,000 (San Diego Foundation) \*\* C  
\$ 30,000 (Rancho Santa Fe Women's Foundation) \*\* C  
\$ 47,000 (RNB Design) \*\* C

\$ 200,000 (CalWellness) \*\*\_P\_\_  
\$ 100,000 (Moxie Foundation) \*\*\_P\_\_  
\$ 10,000 (US Bank) \*\*\_P\_\_  
\$ 50,000 (Parker Foundation) \*\*\_P\_\_  
\$ 25,000 (Westreich Foundation) \*\*\_P\_\_  
\$ 150,000 (Taubman Foundation) \*\*\_P\_\_  
\$ 5,000 (Nordson Foundation) \*\*\_P\_\_

June 15, 2017

Michael Gordon  
Grants Manager  
San Marcos Community Foundation  
1 Civic Center Drive  
San Marcos, CA 92069

Dear Mr. Gordon:

I write on behalf of Leichtag Foundation in support of Kitchens for Good's (KFG) proposal to the San Marcos Community Foundation for their expansion to San Marcos.

KFG has been a pivotal player in reducing food waste, providing access to healthy foods for the hungry, and providing workforce development in the culinary industry. The addition of a new kitchen facility will greatly expand KFG's reach and impact.

In the last two years, KFG has rescued 22,177 pounds of food and turned that into 20,230 meals for the hungry. They've trained 85 students for culinary jobs and have placed 90% of them in full-time jobs, earning an average wage of \$13/hr.

The mission of Leichtag Foundation is to advance self-sufficiency, sustainability, and stimulate social entrepreneurship in coastal North San Diego County. We have been working with the Kitchens for Good team since their project's inception in 2014. We are pleased with the organization's outcomes and have committed \$2.7M innovative investment dollars toward securing the new facility.

This new kitchen will bring multiple benefits to the residents of San Marcos, will bolster the local economy and reduce poverty and hunger in the region. We commit our full support and highly recommend this project for funding from the San Marcos Community Foundation.

Sincerely,



Charlene Seidle  
Executive Vice President

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

DEPARTMENT OF THE TREASURY

Date: JUL 22 2014

PHOENIX FOODS USA INC  
3032 AVENIDA CHRISTINA  
CARLSBAD, CA 92009

Employer Identification Number:  
46-3278605  
DLN:  
17053122338014  
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:  
January 2, 2014  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

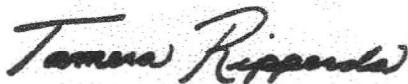
Dear Applicant:

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

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

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

Sincerely,



Director, Exempt Organizations

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 07-01-2015, and ending 06-30-2016

B Check if applicable

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

C Name of organization KITCHENS FOR GOOD		D Employer identification number 46-3278605	
Doing business as		E Telephone number (619) 450-4040	
Number and street (or P O box if mail is not delivered to street address) 404 EUCLID AVENUE		F Gross receipts \$ 1,509,878	
City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92124		G Name and address of principal officer CHUCK SAMUELSON 404 EUCLID AVENUE SAN DIEGO, CA 92124	

I Tax-exempt status  501(c)(3)  501(c) ( ) (insert no)  4947(a)(1) or  527J Website: ► [kitchensforgood.org](http://kitchensforgood.org)K Form of organization  Corporation  Trust  Association  Other ► L Year of formation 2014 M State of legal domicile CA

## Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities KITCHENS FOR GOOD WORKS TO DEVELOP SUSTAINABLE COMMUNITY KITCHENS THAT PROVIDE CULINARY JOB TRAINING FOR UNEMPLOYED POPULATIONS, WHILE SIMULTANEOUSLY TRANSFORMING LOCAL EXCESS PRODUCE INTO NUTRITIOUS MEALS FOR THE COMMUNITY	
	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)	4	9
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	8
5 Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	31
6 Total number of volunteers (estimate if necessary)	6	35
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, line 34	7b	

Revenue	8 Contributions and grants (Part VIII, line 1h)	
	107,720	494,358
9 Program service revenue (Part VIII, line 2g)	1,015,516	
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	3	
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	107,723	1,509,878

Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	
	43,255	772,892
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0	
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	
b Total fundraising expenses (Part IX, column (D), line 25) ► 94,259		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	34,887	843,987
18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	78,142	1,616,879
19 Revenue less expenses Subtract line 18 from line 12	29,581	-107,001

Net Assets or Fund Balances	Beginning of Current Year	
	20 Total assets (Part X, line 16)	88,236
21 Total liabilities (Part X, line 26)	321,378	
22 Net assets or fund balances Subtract line 21 from line 20	88,236	-18,765

## 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	*****		2016-11-09
	Signature of officer		Date
CHUCK SAMUELSON President & Founder			
Type or print name and title			

Paid Preparer Use Only	Print/Type preparer's name JESSICA M DORSETT	Preparer's signature JESSICA M DORSETT	Date	Check <input type="checkbox"/> if self-employed	PTIN P00874090
	Firm's name ► Polito Eppich Associates LLP		Firm's EIN ►		
	Firm's address ► 100 E San Marcos Blvd 100 San Marcos, CA 92069		Phone no (760) 599-9900		

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

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2015)

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

KITCHENS FOR GOOD BREAKS THE CYCLES OF FOOD WASTE, POVERTY AND HUNGER THROUGH INNOVATIVE PROGRAMS IN WORKFORCES TRAINING, HEALTHY FOOD PRODUCTION, AND SOCIAL ENTERPRISE

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**2** Did the organization undertake any significant program services during the year which were not listed onthe 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 programservices?  Yes  No

If "Yes," describe these changes on Schedule O

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

<b>4a</b>	(Code	) (Expenses \$	1,029,497	including grants of \$	) (Revenue \$	938,433 )
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Project Kitchen This is the Organization's full service catering and events social enterprise. Project Kitchen is a revenue generating program that provides healthy, locally sourced meals to the Organization's non-profit partners, senior center facilities, corporations and individuals. Project Kitchen's most important role is the impact it has on the Project Launch students and graduates. It provides them with educational lessons, mentor ship, real world experience and job opportunities. The Organization is dedicated to a business model that balances organizational sustainability with mission effectiveness. By committing to sustainability in every aspect of the Organization, including local food sourcing and alternative revenue streams, the Organization will remain resilient to enable growth and to have a greater impact on hunger and self sufficiency in the community

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<b>4b</b>	(Code	) (Expenses \$	343,300	including grants of \$	) (Revenue \$	77,083 )
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Project Launch The organization conducts a 13 week culinary job training program for populations that are considered to be difficult to employ youth who have aged out of the foster care system, individuals who have previously been incarcerated and adults who are underemployed and lack education. Graduates receive technical culinary education, industry certification, and internship and job placement services at no cost to them. The organization takes a "whole-person" approach to vocational training, incorporating culinary arts, nutrition education, resume writing, and financial literacy. As part of the program, students give back to the community by preparing nutritious meals out of rescued and donated food for hunger relief partners

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<b>4c</b>	(Code	) (Expenses \$		including grants of \$	) (Revenue \$	)
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**4d** Other program services (Describe in Schedule O )(Expenses \$  including grants of \$  ) (Revenue \$  )**4e** **Total program service expenses ►** 1,372,797



***Kitchens for Good List of Directors (as of May 19, 2017)***

*Emma Epes, CPA, Chair  
Partner, EY*

*Jeff Johnson, Treasurer  
Executive Vice President, McKellar McGowan Real Estate*

*Karen Henken, Secretary  
Founder and Principal, Henken & Associates*

*Sergio Alvarez  
CEO, Chuao Chocolatier*

*Robert Egger  
Founder and Executive Director, LA Kitchen*

*Julianne Markow  
Principal, Wherefore Consulting*

*Saundra Moton  
Owner, SRPro Consultants*

*Shawn Parr  
Guvnor and CEO, Bulldog Drummond*

*Chuck Samuelson  
Founder and President, Kitchens for Good*

*Kelly Souza  
Senior Vice President, Wells Fargo*

## Kitchens for Good

### FY 17/18 Budget Summary

**FY 17-18**

#### Ordinary Income/Expense

##### Income

Donations	750,000
Grant Reimbursements	456,000
Meals for the Hungry - Reimbursements	20,000
Kiosk	25,121
Senior Meal Contracts	213,768
Catering & Events	1,346,000
Retail Products	116,000
Other Income	-
<b>Total Income</b>	<b>2,926,889</b>
<b>Total COGS</b>	<b>434,193</b>

**Gross Profit** 2,492,696

##### Expense

Kitchen Expenses	98,698
Payroll Expense	1,746,518
Administrative Expense	124,600
Marketing Expense	48,584
Occupancy Expense	397,979
Other Operating Expenses	8,142
<b>Total Expense</b>	<b>2,424,522</b>
<b>Net Income</b>	<b>68,173</b>

**Request for Taxpayer  
Identification Number and Certification**

**Give Form to the requester. Do not send to the IRS.**

**Print or type**  
**See Specific Instructions on page 2.**

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>KITCHENS FOR GOOD</b>	
2 Business name/disregarded entity name, if different from above	
<p>3 Check appropriate box for federal tax classification; check only one of the following seven boxes:</p> <p><input type="checkbox"/> Individual/sole proprietor or      <input type="checkbox"/> C Corporation      <input type="checkbox"/> S Corporation      <input type="checkbox"/> Partnership      <input type="checkbox"/> Trust/estate single-member LLC</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ►</p> <p>Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.</p> <p><input checked="" type="checkbox"/> Other (see instructions) ►</p>	
<b>NONPROFIT - 501(C)3</b>	
<p>4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p>(Applies to accounts maintained outside the U.S.)</p>	
5 Address (number, street, and apt. or suite no.) <b>404 EUCLID AVE</b>	Requester's name and address (optional)
6 City, state, and ZIP code <b>SAN DIEGO, CA 92114</b>	
7 List account number(s) here (optional)	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

**Sign Here** **Signature of U.S. person ▶**

Date ►

5/15/2017

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/fw9](http://www.irs.gov/fw9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)

- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See [What is backup withholding?](#) on page 2.*

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

A0776595

3639170  
Certificate of Amendment of Articles of Incorporation

CB  
FILED  
SECRETARY OF STATE  
STATE OF CALIFORNIA

OCT 26 2015

IPC

QO

The undersigned certify that:

1. They are the president and secretary, respectively, of (Phoenix Foods USA, Inc.), a California corporation.

2. Article 1 of the Articles of Incorporation of this corporation is amended to read as follows:

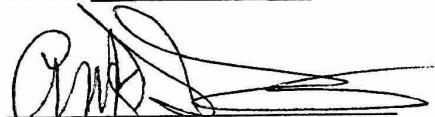
(The name of this corporation is Kitchens For Good, Inc. (the "Corporation").

3. The foregoing amendment of Articles of Incorporation has been duly approved by the board of directors.

4. The corporation has no members.

We further declare under penalty of perjury under the laws of the State of California that the matters set forth in this certificate are true and correct of our own knowledge.

DATE: 10/19/2015



(Chuck Samuelson), President



(Aviva Paley), Secretary

AMDT-Nonprofit Sample (Rev. 01/2013) California Secretary of State

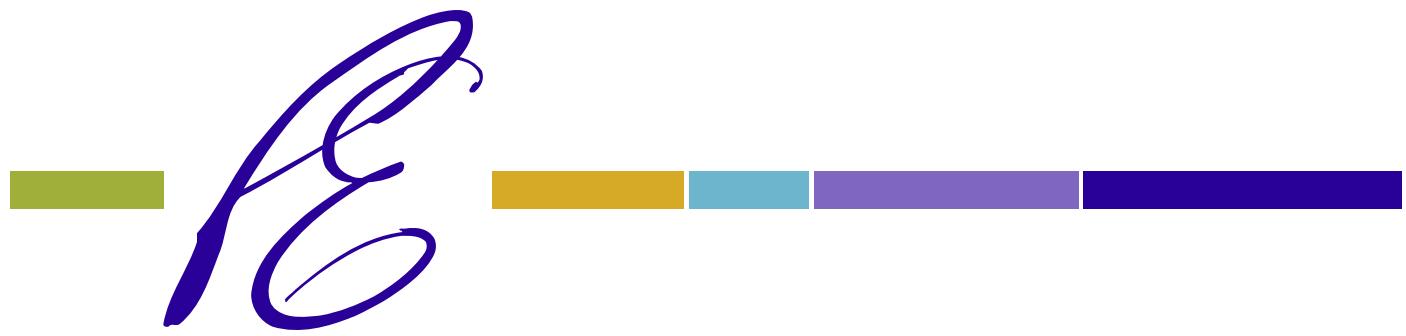
[www.sos.ca.gov/business/be](http://www.sos.ca.gov/business/be)

(916) 657-5448

**Kitchens for Good**  
**Financial Statements**

\* \* \* \* \*

**June 30, 2016**



## **Kitchens for Good**

### **Audited Financial Statements**

#### **Table of Contents**

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Financial Statements	
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to Financial Statements	7 – 11

## Independent Auditors' Report

To the Board of Directors  
Kitchens for Good  
San Diego, California

We have audited the accompanying financial statements of Kitchens for Good (a nonprofit organization) which comprise the statement of financial position as of June 30, 2016, the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to error or fraud.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to error or fraud. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Kitchens for Good as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

*Polito Eppich Associates LLP*

October 24, 2016  
San Marcos, California

**Kitchens for Good**  
**Statement of Financial Position**  
**June 30, 2016**

---

**Assets**

Cash	\$ 139,862
Accounts receivable	89,233
Prepaid expenses	11,979
Contributions receivable	30,000
Inventory	18,343
Deposits	13,196
<b>Total assets</b>	<b>\$ 302,613</b>

**Liabilities**

Accounts payable	\$ 86,590
Accrued payroll and related expenses	56,826
Accrued rent	49,592
Other current liabilities	9,983
Customer deposits	53,219
Long-term note payable	36,000
Deferred rent	29,168
	<b>321,378</b>

**Net assets**

Unrestricted	(171,765)
Temporarily restricted	153,000
	<b>(18,765)</b>
<b>Total liabilities and net assets</b>	<b>\$ 302,613</b>

See accompanying notes and independent auditors' report.

**Kitchens for Good**  
**Statement of Activities**  
**For the Year Ended June 30, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>Revenue and support</b>			
Contributions	\$ 198,222	\$ 296,140	\$ 494,362
Program revenue	<u>1,015,516</u>	<u>0</u>	<u>1,015,516</u>
Total revenue and support	1,213,738	296,140	1,509,878
Net assets released from restriction	<u>143,140</u>	<u>(143,140)</u>	<u>0</u>
	<u>1,356,878</u>	<u>153,000</u>	<u>1,509,878</u>
<b>Expenses</b>			
Program services:			
Project kitchen	1,029,497	0	1,029,497
Project launch	343,300	0	343,300
Support services:			
Management and general	149,823	0	149,823
Fundraising	<u>94,259</u>	<u>0</u>	<u>94,259</u>
Total expenses	<u>1,616,879</u>	<u>0</u>	<u>1,616,879</u>
<b>Change in net assets</b>	(260,001)	153,000	(107,001)
<b>Net assets at beginning of year</b>	<u>88,236</u>	<u>0</u>	<u>88,236</u>
<b>Net assets at end of year</b>	<u>\$ (171,765)</u>	<u>\$ 153,000</u>	<u>\$ (18,765)</u>

See accompanying notes and independent auditors' report.

**Kitchens for Good**  
**Statement of Functional Expenses**  
**For the Year Ended June 30, 2016**

	Program Services		Supporting Services			Total
	Project Kitchen	Project Launch	Management and General	Fundraising		
Personnel expenses	\$ 448,588	\$ 169,326	\$ 56,136	\$ 34,406	\$ 708,456	
Occupancy expenses	119,825	87,084	4,923	0	211,832	
Food and beverage	157,903	16,953	0	0	174,856	
Event rentals and services	122,428	0	0	0	122,428	
Insurance	55,781	17,818	6,434	0	80,033	
Payroll taxes and fees	43,946	15,561	4,929	0	64,436	
Outsourced services	19,815	7,017	2,287	34,500	63,619	
Accounting	0	0	42,746	0	42,746	
Meals and transportation	9,017	568	16,739	0	26,324	
Marketing	0	0	225	25,353	25,578	
Repairs and maintenance	10,600	10,684	3,747	0	25,031	
Computer and internet	10,357	8,841	2,838	0	22,036	
Kitchen supplies	13,624	5,075	0	0	18,699	
Bank service charges	6,818	0	366	0	7,184	
Office supplies	1,604	1,180	4,327	0	7,111	
Miscellaneous	4,179	563	832	0	5,574	
Telephone	3,139	0	825	0	3,964	
Program supplies	576	2,630	0	0	3,206	
Dues and subscriptions	500	0	1,438	0	1,938	
License and fees	797	0	1,031	0	1,828	
<b>Total expenses</b>	<b>\$ 1,029,497</b>	<b>\$ 343,300</b>	<b>\$ 149,823</b>	<b>\$ 94,259</b>	<b>\$ 1,616,879</b>	

See accompanying notes and independent auditors' report.

**Kitchens for Good**  
**Statement of Cash Flows**  
**For the Year Ended June 30, 2016**

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**Cash flows from operating activities**

Decrease in net assets	\$ (107,001)
Change in operating assets and liabilities:	
Accounts receivable	(89,233)
Prepaid expenses	(11,979)
Contributions receivable	(30,000)
Inventory	(18,343)
Deposits	(13,196)
Accounts payable	86,590
Accrued payroll and related expenses	56,826
Accrued rent	49,592
Other current liabilities	9,983
Customer deposits	53,219
Deferred rent	29,168
<b>Net cash provided by operating activities</b>	
	<b>15,626</b>

**Cash flow from financing activities**

Proceeds from long-term note payable	36,000
<b>Net cash provided by financing activities</b>	<b>36,000</b>
<b>Net increase in cash</b>	<b>51,626</b>
<b>Cash, beginning of year</b>	<b>88,236</b>
<b>Cash, ending of year</b>	<b>\$ 139,862</b>

See accompanying notes and independent auditors' report.

**Kitchens for Good**  
**Notes to Financial Statements**  
**June 30, 2016**

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**Note 1: Organization**

Kitchens for Good (the "Organization"), is a California non-profit organization that was incorporated in 2014. Located in San Diego, California the Organization's mission is to break the cycles of food waste, poverty and hunger through innovative programs in workforce training, healthy food production, and social enterprise. Each of the Organization's programs are described as follows:

**Project Launch:** The organization conducts a thirteen-week culinary job training program for populations that are considered to be difficult to employ: youth who have aged out of the foster care system, individuals who have previously been incarcerated and adults who are underemployed and lack education. Graduates receive technical culinary education, industry certification, and internship and job placement services at no cost to the individual. The organization takes a "whole-person" approach to vocational training, incorporating culinary arts, nutrition education, resume writing, and financial literacy. As part of the program, students give back to the community by preparing nutritious meals out of rescued and donated food for hunger relief partners.

**Project Kitchen:** This is the Organization's full service catering and events social enterprise. Project Kitchen is a revenue generating program that provides healthy, locally sourced meals to the Organization's non-profit partners, senior center facilities, corporations and individuals. Project Kitchen's most important role is the impact it has on the Project Launch students and graduates. It provides them with educational lessons, mentor ship, real world experience and job opportunities. The Organization is dedicated to a business model that balances organizational sustainability with mission effectiveness. By committing to sustainability in every aspect of the Organization, including local food sourcing and alternative revenue streams, the Organization will remain resilient to enable growth and to have a greater impact on hunger and self-sufficiency in the community.

**Note 2: Summary of Significant Accounting Policies**

**Basis of Accounting:** The financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America ("GAAP").

**Use of Estimates:** The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**Note 2: Summary of Significant Accounting Policies (Continued)**

**Financial Statement Presentation:** The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets, based on the following criteria:

*Unrestricted net assets* represent expendable funds available for operations that are not otherwise limited by donor restrictions.

*Temporarily restricted net assets* consist of contributed funds subject to specific donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Organization may spend the funds or recognize the support.

*Permanently restricted net assets* represent those assets contributed to the Organization where the original dollar value is to remain in perpetuity as a permanent fund of the Organization.

**Cash and Cash Equivalents:** The Organization considers all highly liquid investments available for current uses with an initial maturity of three months or less to be cash equivalents.

The Organization received restricted donations for the purchase of long-term assets. Cash in the amount of \$123,000 is designated for the purchase of noncurrent assets.

The Organization maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. Management believes that the Organization is not exposed to any significant credit risk with respect to its cash.

**Accounts Receivable:** The accounts receivable arise in the normal course of operations. It is the policy of management to review the outstanding receivables at year end, as well as the bad debt write-offs experienced in the past, and establish an allowance for doubtful accounts for uncollectible amounts. No allowance was considered necessary at June 30, 2016, because management believes that all amounts are collectible.

**Contribution Receivable:** Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Management provides an allowance for uncollectible amounts through a valuation allowance based on historical collections and its assessment of the current status of individual receivables. Accordingly, there was no allowance for doubtful accounts.

**Inventory:** Inventory consists of raw food and cooking ingredients. Cost is determined by the first-in, first-out (FIFO) method.

**Note 2: Summary of Significant Accounting Policies (Continued)**

**Property and Equipment:** Acquisitions of property and equipment of \$2,500 or more are capitalized. Property and equipment are stated at cost, or if donated, at the approximate fair market value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives.

**Revenue Recognition:** The financial statements are presented on the accrual method of accounting. Under this method of accounting, revenues are recognized when earned.

**Contributions:** Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions.

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Contributions designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support. If a restriction is fulfilled in the same period in which the contribution is received, the support is reported as temporarily restricted and then released from restriction in the same period.

**In-kind Donations:** In-kind donations consist of donated food and equipment. Contributions of donated goods are recorded at their fair values in the period received. The Organization recorded in-kind contributions totaling \$28,984 of inventory and \$1,975 of computer expense for the year ended June 30, 2016.

In addition, volunteers have donated significant amounts of their time to the Organization; these donated services are not reflected in the financial statements since these services do not meet the criteria for recognition as contributed services.

**Functional Allocation of Expenses:** The Organization allocates its expenses on a functional basis among its various programs and support services. Expenditures which can be identified with a specific program or support service are allocated directly, according to their natural expenditure. Costs that are common to several functions are allocated among the program and supporting services on the basis of time records, space utilized, and estimates made by the Organization's management.

**Marketing:** Marketing expenses are charged to expense as incurred. Marketing expense was \$25,578 for the year ended June 30, 2016.

**Income Taxes:** The Organization is a not-for-profit organization exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code.

**Kitchens for Good**  
**Notes to Financial Statements**  
**June 30, 2016**

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**Note 2: Summary of Significant Accounting Policies (Continued)**

**Income Taxes (Continued):** The Organization has analyzed its tax positions taken for filings with the Internal Revenue Service and the State of California. The Organization believes that its income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on the Organization's financial condition, results of operations, or cash flows. Accordingly, the Organization has not recorded any tax assets or liabilities, or related accruals for interest and penalties for uncertain income tax positions at June 30, 2016.

All tax exempt entities are subject to review and audit by federal, state and other applicable agencies. Such agencies may review the taxability of unrelated business income, or the qualification of the tax-exempt entity under the Internal Revenue Code and applicable state statutes. Currently there are no audits of the Organization's returns in process. In general, the Organization's federal and state income tax returns remain open for the prior three and four years, respectively.

**Note 3: Note Payable**

On March 3, 2016, the Organization entered into a loan agreement with an unrelated foundation for \$36,000. The loan is unsecured and carries an interest rate of 4% maturing on February 23, 2019. Accrual of interest is deferred until January 1, 2017. Monthly installments of \$1,500 will begin on January 15, 2017 and end on February 23, 2019, at which time all remaining unpaid interest and principal shall be paid in full. As of June 30, 2016, the outstanding principal balance is \$36,000.

Principal payments for the years ending June 30 follow:

2017	\$	6,948
2018		17,154
2019		<u>11,898</u>
	\$	<u>36,000</u>

**Note 4: Temporarily Restricted Net Assets**

Temporarily restricted net assets consist of the following as of June 30, 2016:

Kitchen remodel	\$	73,000
Vehicle purchase		50,000
Career coach salary		<u>30,000</u>
	\$	<u>153,000</u>

**Kitchens for Good**  
**Notes to Financial Statements**  
**June 30, 2016**

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**Note 5: Commitment**

In September 2015, the Organization entered into a lease for office, kitchen and event space under a five-year operating lease agreement. The monthly base rent is \$11,667 and will remain this amount for the duration of the lease term. In addition to the base rent, the agreement calls for real estate taxes and percentage rent which is calculated as 8% of gross catering, events and meal contract sales for each fiscal year. Payments of percentage rent are due October 15, 2016, September 30, 2017, September 30, 2018, September 30, 2019 and October 15, 2020. The unpaid balance of accrued percentage rent as of June 30, 2016 totaled \$49,592.

Future minimum base lease payments under the non-cancelable operating leases for the years ending June 30 follow:

2017	\$	140,004
2018		140,004
2019		140,004
2020		140,004
2021		<u>35,001</u>
		<u>\$ 595,017</u>

**Note 6: Subsequent Events**

The Organization has evaluated subsequent events after the statement of financial position date of June 30, 2016 through the report date, which is the date the financial statements were available to be issued. Management is not aware of any events that would require adjustment to, or disclosure in these financial statements.



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

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

<b>Project Name:</b> North County Senior Connections (NCSC)	<b>Total # of people served:</b> 250 unduplicated individuals	<b>Amount Requested:</b> \$10,000
<b>Date Submitted:</b> July 5, 2017	<b>Total # of San Marcos residents served:</b> 150 unduplicated San Marcos residents	
Non-Profit Organization Name and Address, Website  Interfaith Community Services 550 West Washington Avenue Escondido, CA 92025 www.interfaithservices.org	Contact Person – Name, Title & Phone, email  Valerie Brown Grant Writer (760) 489-6380 ext. 222 vbrown @interfaithservices.org	

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

Interfaith Community Services respectfully requests \$10,000 from the San Marcos Community Foundation to provide programmatic support for North County Senior Connections (NCSC). NCSC is a collaborative effort between Dreams for Change, the Rancho Santa Fe Foundation, and Interfaith with the goal of combatting isolation, loneliness and poor nutrition among vulnerable, low-income seniors, as well as improve their access to community resources. The program provides hot, nutritious, affordable meals, a variety of fresh, donated produce for participants to take home, socialization among participants, and speaker presentations.

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

Transportation and access to services are two major obstacles that many seniors face, especially in a geographically large area like North County. NCSC brings the meals and services to where seniors live and congregate. And as two of these locations are in San Marcos (at Palomar Estates East and West), approximately 40% of meals served by NCSC have benefitted senior residents in the San Marcos community.

Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 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: 9/1/2017  Date by which funds will be expended: 8/31/2018  Signature of President or Authorized Officer  Name, Title Greg Anglea, Chief Executive Officer  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>
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## **Interfaith Community Services Proposal to the San Marcos Community Foundation**

The primary mission of Interfaith's comprehensive programs is to provide a pathway to self-sufficiency to low-income, homeless, and vulnerable individuals and families. From its inception, Interfaith has assisted frail, isolated and vulnerable seniors through its social services programs. In 1997, Interfaith's Senior Services program was created to specifically empower seniors to lead more independent lives through the provision of emergency housing, housing for aging veterans and seniors with mental illness, nutrition assistance (daily hot meals and take-home emergency food supplies), and minor home safety repairs. The overarching goal of our Senior Services program is to build community among North County seniors while simultaneously enhancing wellness and food security they age.

Last year alone, through our comprehensive senior programs,

- 2,558 received food assistance
- 1,432 were connected to information and referral services,
- 169 received transportation assistance
- 619 received case management services
- 332 received assistance with legal documents such as IDs and Birth Certificates
- 456 received housing or shelter assistance
- 219 were provided access to medical and counseling services

North County Senior Connections (NCSC) is a ground-breaking program implemented in 2014 as an enhancement to Interfaith's comprehensive Senior Services activities. The overall goal is to combat isolation, loneliness and poor nutrition among low-income seniors, as well as improve their access to community resources. The program provides hot, nutritious, affordable meals, a variety of fresh, donated produce for participants to take home, socialization among participants, and speaker presentations. With the goal to "Connect, Enrich, Encourage and Entertain" our clients, we offer a wide spectrum of topics including physical and mental fitness, entertainment, games, animals, local attractions, safety, books, attendee experiences, children visits, and home beautification.

The NCSC program encourages seniors to enjoy a healthy well-balanced meal while engaging in activities and fellowship with other seniors in their community. NCSC is operated from a mobile food truck, *Thyme Together*, which enables Interfaith to bring nutritious meals to seniors who may not have access to reliable transportation. The current schedule is as follows: Mondays at Vista Village, Tuesdays at Palomar East in San Marcos, Wednesdays at St. Francis of Assisi in Vista, Thursdays at Palomar West in Marcos, and Fridays at Rancho Calevero in Oceanside.

The meals also provide an opportunity to connect vulnerable seniors to vital community resources, in-house case management as well as volunteer opportunities. In addition, Community Support and Health Services are provided to seniors participating in NCSC through case managed social services including: connections to free minor home repairs, emergency financial assistance, ongoing support service contacts to help seniors address issues in their lives, referrals to local health and wellness nonprofits, and basic health risk assessments and coverage connections provided by health workers.

According to surveys taken by our senior participants, the NCSC lunch program has played a role in improving their quality of life and promoting a healthy lifestyle. Since attending the lunches, 92% of seniors agreed or strongly agreed that the lunch program had a positive effect on their lives, 84% indicated that the program gave them something to look forward to each week, 72% felt happier with their life, and 69% thought about ways to take better care of their health.

For some of those surveyed, the socialization and fellowship gained from the lunches was more important than the food. Many seniors shared responses that illustrate the socialization impact of the lunches, such as: "I have depression and often do not want to be around other people. Because this lunch is convenient, I often coax myself to come, and when I get here, I enjoy the conversation and company."

Another senior said: "I was a recluse and very unhappy and lonely [before coming to this program.] Now I feel very alive, interested in people who are so pleasant." A senior volunteer commented: "[Volunteering has improved] my mental health. It keeps my endorphins flowing. I enjoy giving but receive so much from the program."

Over the course of the next year, NCSC will continue to improve the health and wellness of vulnerable and low-income seniors in North County by providing access to healthy food while enhancing social connectedness. The proposed program goals include: serve 5,000 meals to 250 unduplicated vulnerable seniors over the 12 month grant period; 70% of participants will report that meals and resources provided by the Senior Connections program have improved their nutritional security; and 70% of participants will report that socialization, supportive services and case management through the Senior Connections program have improved their quality of life.

### **Interfaith Community Services**

**Federal Tax Id: 95-3837714**

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

**Interfaith Community Services – North County Seniors Connections Budget**

Provide an itemized list of expenses for this project:

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

***Personnel & Related***

Salaries	Program Manager (.25 FTE)	\$12,714
	On Site Coordinator (1.0 FTE)	\$40,706
	Sr. Outreach Specialist (.5 FTE)	\$15,600
	Program Director (.10 FTE)	\$7,241
	Data Specialist 1 (.08 FTE)	\$4,800
Benefits (calculated at 28%)		\$22,697

***Program Services***

Incentive Gift Cards (\$10 each)	\$5,200
Communications Materials	\$500
Staff Mileage Reimbursement	\$5,100

***Other Expenses***

Telecommunications	\$1,600
Business Insurance	\$250
Office Supplies	\$1,000
<b>Total Program Costs</b>	<b>\$117,408</b>
<b>Indirect Costs</b> (calculated at 15%)	<b>\$17,611</b>

**Total budget for this PROJECT:** **\$135, 019**

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

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

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

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

\$60,000 – Rancho Santa Fe Foundation (C)

\$50,000 – Kendal Charitable Funds (P)

INTERFAITH COMMUNITY SERVICES FY 2017 BUDGET				
(Excludes Inkind)			Fav / (Unfav)	
In \$	FY 2017 Budget	FY 2016 Forecast	Amount	%
<b>Revenues</b>				
Grants and Contracts	7,563,562	7,105,101	458,461	6%
Contributions	3,500,000	3,235,916	264,084	8%
Rental Income	506,600	387,302	119,298	31%
Interest income	207,190	207,190	0	0%
Other Income	21,060	119,151	-98,091	(82%)
<b>Total Revenues</b>	<b>11,798,412</b>	<b>11,054,660</b>	<b>743,752</b>	<b>7%</b>
<b>Expenses</b>				
Personnel & Related	7,806,412	7,051,798	-754,614	(11%)
Program Services	1,662,349	1,783,481	121,132	7%
Occupancy Expense	1,135,793	1,084,155	-51,638	(5%)
Professional Fees	204,852	170,836	-34,016	(20%)
Business Insurance	73,760	72,672	-1,088	(1%)
Interest Expense	112,344	118,896	6,552	6%
Depreciation Expense	539,640	510,426	-29,214	(6%)
Other Expenses	591,521	625,520	33,999	5%
<b>Total Expenses</b>	<b>12,126,671</b>	<b>11,417,784</b>	<b>-708,887</b>	<b>(6%)</b>
<b>Gain/(Loss) from Operations</b>	<b>-328,259</b>	<b>-363,124</b>	<b>34,865</b>	<b>10%</b>



## BOARD OF DIRECTORS

Updated July 2017

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

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

Project Name: Supporting family caregivers of individuals with dementia in the San Marcos community  Date Submitted: 7/5/17	Total # of people served: 35,000  Total # of San Marcos residents served: 500	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website Alzheimer's San Diego 6632 Convoy Court <a href="http://www.alzsd.org/">http://www.alzsd.org/</a>		Contact Person – Name, Title & Phone, email Jessica Empeño, MSW Vice President, Programs & Family Services <a href="mailto:jempeno@alzsd.org">jempeno@alzsd.org</a> , 858-966-3305

**Briefly describe your request for funds (to be expanded upon in narrative for regular grant):**  
Alzheimer's disease can be emotionally, physically and financially devastating for families, which is why Alzheimer's San Diego is dedicated to ensuring every family receives the assistance they need without worry of cost. While there is currently no treatment or cure, research has shown that taking advantage of supportive services can significantly improve quality of life for the person with the disease and their caregiver. Alzheimer's San Diego provides a lifeline for families by offering a comprehensive suite of free programs. With your help, Alzheimer's San Diego can ease the burden of local families by ensuring the sustainability of these crucial programs. Through this project, San Marcos families will have access to personalized one-on-one support by phone or in-person as well as support and discussion groups located in San Marcos and surrounding areas. These free programs wouldn't be possible without support from foundations like yours.

**Briefly describe the significance of your request to the San Marcos community:**  
Today there are nearly 65,000 San Diegans suffering from Alzheimer's or another type of dementia; a number that is expected to more than double in the next 15 years. Approximately one-third of the San Diegans with Alzheimer's disease reside in the North Inland and North Coastal regions of San Diego County. North County is also home to the largest percentage of unpaid family caregivers in the County (31%), who provide countless hours of care with an estimated economic value of \$600 million. North County is also expected to see significant growth in those affected by dementia since it is home to the largest proportion of adults over the age 55 (age being the biggest risk factor for a diagnosis of dementia). It is an epidemic for which until a cure is found, the best medicine is good care, support, information and resources for those living with the disease and those who care for them.

Please attach the following items.	Expected date project will begin/end: 9/1/17-9/1/18
<b>Both Mini-Grant &amp; Regular:</b> 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	Date by which funds will be expended: 9/1/18
	Signature of President or Authorized Officer  Name, Title VP, Programs Date 7-5-17
	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>

With estimates that approximately 80% of those living with Alzheimer's disease are being cared for at home, community-based programs and services are essential to supporting the well-being of the families that provide that care. It is the family caregivers that bear the long term burden of Alzheimer's disease.

Caregivers not only face many responsibilities in caring for someone with dementia, from meal preparation and managing health needs to personal care and constant supervision, but they must also cope with fluctuating personality, behavior and mood changes. Eventually, everyone with dementia will require 24-hour care and supervision. This reality often results in caregivers overlooking their own needs and well-being. Research has shown that caregivers experience higher levels of stress, depression and anxiety, which can translate to increased risk for poor physical health and harmful behaviors. The health care costs to San Diego caregivers due to the physical and emotional impact of caregiving were approximately \$77.7 million in 2013 (Alzheimer's Disease and Other Dementias in San Diego County Report by the County of San Diego Health and Human Services Agency, March 2016).

Alzheimer's San Diego knows that helping families better understand the disease and what to expect can lead to healthier coping and a sense of empowerment. Alzheimer's San Diego currently offers a number of free programs that enhance the well-being and quality of life for those coping with the changes brought on by the progressive brain disease. By providing San Marcos with community-based support, family caregivers will feel more connected, more hopeful and better equipped to provide care in the home.

**Personalized one-on-one support:** The Alzheimer's San Diego team of experienced clinical professionals serve as a resource to the community, helping families understand the disease and its symptoms, assisting with community resources, connecting families to needed services and providing emotional support. These experts are available to answer questions, provide in-depth guidance and personalized consultation or facilitate family meetings – whatever is needed most to help a caregiver navigate the challenging journey of caring for someone with Alzheimer's disease. Providing resources and practical support, combined with education and emotional support can help caregivers provide the best possible care for dementia clients, while also ensuring their own health and well-being.

San Marcos residents are encouraged to access phone-based support as needed and can also meet with social workers in-person at the Alzheimer's San Diego office located in Kearny Mesa. Over the next year, Alzheimer's San Diego will record at least 200 contacts with San Marcos residents through phone and in-person support.

**Support and Discussion Groups:** Alzheimer's San Diego currently offers more caregiver support groups than any other local provider. Groups provide regular opportunities for caregivers to find comfort, gain hope and strength, while learning from other caregivers who understand what they are going through. While most of the groups are open for any caregiver to attend, several are specialized, such as the Men's Group, Caregivers under 60, Spanish Speaking Care Partners, Lewy Body and Frontotemporal Group, Young Onset, Bereavement and more. Of additional benefit to caregivers are the six groups that provide on-site respite during group meetings, allowing caregivers to attend without worry of supervision for their loved one with dementia. All groups are led by Alzheimer's San Diego clinicians and experienced volunteers who have completed the Alzheimer's San Diego Group Leader Training Program.

With groups offered throughout the County, San Marcos residents can choose from any of the 37 community Support and Discussion Groups. Alzheimer's San Diego offers two monthly Support and Discussion Groups in San Marcos, available in both English and Spanish in addition to offering free respite care at one location. Over the next year, Alzheimer's San Diego will serve 400 attendees through the two groups located in San Marcos, reaching 30 first-time attendees. Conveniently located in nearby areas, San Marcos residents also have access to groups throughout the North County Inland region, including Escondido and Vista.

**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>Support Group Coordinator (Social Worker)</u>	\$ <u>3,000</u>
<u>2 Family Services Coordinators (Social Workers)</u>	\$ <u>5,500</u>
<u>Education and Resource Materials</u>	\$ <u>1,500</u>
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
<b>Total budget for this PROJECT:</b>	<b>\$ <u>10,000</u></b>

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

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

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

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

This project is specifically to support the needs of the family caregivers in San Marcos and has not been funded by other sources. Similar projects in the North County region have been proposed, with funding committed from Tri-City and pending from the United Methodist Church of Vista.

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

Alzheimer's San Diego  
FY18 Expense Budget  
July 1, 2017-June 30, 2018

Personnel Related Expenses .....	\$1,451,263
Contract Services .....	142.197
Office Supply, Postage, Photocopy .....	160,976
Rent, Insurance, Equipment.....	206,298
Printing, Promotion, Events.....	187,157
Other Expenses .....	51,771
<hr/>	
TOTAL EXPENSES .....	\$2,199,662



## Board of Directors

**Bill Smith (Chair)**

Vice President, Wells Fargo Wealth Advisors

**Marcea Lloyd (Vice Chair)**

Former SVP and General Counsel, Amylin

**Derrick Walsh (Treasurer)**

SVP and Chief Accounting Officer, BofI Federal Bank

**Marty Levin (Secretary)**

Retired Newscaster, KNSD

**Herb Schnall**

Retired CFO, Tribune Publishing

**Dennis Schoville**

Attorney at Law, Dennis A. Schoville, APC

**Ann Owens**

Retired Senior Vice President, Qualcomm

**Linda Cho**

Owner/Executive Director, Stellar Care

MINUTES  
SAN MARCOS COMMUNITY FOUNDATION  
GRANT FUNDING COMMITTEE  
SAN MARCOS ROOM  
1 CIVIC CENTER DRIVE  
SAN MARCOS, CA 92069

**MEETING OF THE GRANT FUNDING COMMITTEE**  
**WEDNESDAY, MAY 10, 2017 – 6:00 PM**

**CALL TO ORDER** PRESIDENT LUKOFF called the meeting to order at 6:06 p.m.

**ROLL CALL**

PRESENT: BOARD MEMBERS: CONFREY, LUKOFF, STACK  
ABSENT: BOARD MEMBERS: NONE

**ALSO PRESENT** Recording Secretary Michael Gordon and Office Specialist Sandra Gallegos

**OLD BUSINESS**

1. **GRANT AWARD HISTORY** – Noted and filed.

**NEW BUSINESS**

2. **ARTS AND CULTURAL GRANT PROGRAM PROPOSALS**

Board member Confrey contacted Art Animates Life regarding their grant request to facilitate two live stage productions. The applicant stated the productions will take place in San Marcos and their target audience will be San Marcos residents. Board member Stack contacted Luminary Arts about their grant request to offer school programs in theatre and dance in the San Marcos Unified School District. President Lukoff spoke about the request from Boys and Girls Club of San Marcos to provide additional resources for its dance teams and dance program.

**BOARD MEMBER STACK MOVED TO RECOMMEND THE FOLLOWING GRANT AMOUNTS TO THE FULL FOUNDATION BOARD FOR CONSIDERATION AT ITS NEXT MEETING: \$1,500 TO ART ANIMATES LIFE AND \$2,000 TO BOYS & GIRLS CLUB OF SAN MARCOS. BOARD MEMBER CONFREY SECONDED. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: CONFREY, LUKOFF, STACK

NOES: NONE

ABSTENTION: NONE

ABSENT: NONE

**3. MINI GRANT APPLICATION PROPOSALS**

Board members discussed the Mini Grant application proposals. Board member Stack contacted Exposure Skate about their grant request to purchase arts and crafts supplies for their community service projects.

**BOARD MEMBER STACK MOVED TO AWARD \$1,500 TO COASTAL ROOTS FARM; \$250 TO KIWANIS CLUB OF SAN MARCOS FOUNDATION; AND \$1,500 TO BROTHER BENNO FOUNDATION. BOARD MEMBER CONFREY SECONDED. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: CONFREY, LUKOFF, STACK

NOES: NONE

ABSTENTION: NONE

ABSENT: NONE

**4. REGULAR GRANT APPLICATION PROPOSALS**

Board members discussed the Regular Grant application proposals and the amounts they would recommend for funding to the full board.

**BOARD MEMBER CONFREY MOVED TO RECOMMEND THE FOLLOWING GRANT AMOUNTS TO THE FULL FOUNDATION BOARD FOR CONSIDERATION AT ITS NEXT MEETING: \$8,000 TO MEALS ON WHEELS SAN DIEGO COUNTY; \$2,500 TO THE ELIZABETH HOSPICE; \$1,000 TO SPECIAL OLYMPICS SAN DIEGO; \$5,000 TO CASA DE AMPARO. BOARD MEMBER STACK SECONDED. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: CONFREY, LUKOFF, STACK

NOES: NONE

ABSTENTION: NONE

ABSENT: NONE

**CONSENT CALENDAR**

**MOVED BY BOARD MEMBER CONFREY AND SECONDED BY BOARD MEMBER STACK TO APPROVE THE CONSENT CALENDAR. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES: CONFREY, LUKOFF, STACK

NOES: NONE

ABSTENTION: NONE

ABSENT: NONE

**5. WAIVER OF TEXT – Waived**

**6. APPROVAL OF MINUTES – Approved - SMCF Grant Funding Committee Meeting minutes of April 12, 2017.**

7. **ORAL COMMUNICATIONS** - No members of the public requested to speak.

**ITEMS FOR THE GOOD OF THE ORDER**

8. **NEXT MEETING DATE** – The next meeting of the Grand Funding Committee is scheduled for Wednesday, June 14, 2017. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, May 16, 2017. The Advisory Board will meet before the Board of Directors meeting on May 16<sup>th</sup>.

9. **MISCELLANEOUS**

10. **ADJOURNMENT**

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

Meeting adjourned at 6:44 pm.

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

ATTEST:

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