
SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING COMMITTEE MEETING AGENDA

Wednesday, October 11, 2017 – 6:00 PM

San Marcos Conference Room, 1 Civic Center Drive

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.

CALL TO ORDER

ROLL CALL

OLD BUSINESS

1. GRANT AWARD HISTORY

Recommendation: **NOTE & FILE**

NEW BUSINESS

2. MINI GRANT APPLICATION PROPOSALS – Consider three (3) Mini Grant proposal by non-profit organizations requesting funds from the Foundation.

(A) COMMUNITY RESOURCE CENTER – Request for funding in the amount of \$1,500 to help fund its 35th annual holiday baskets program. This program served 420 San Marcos residents in 2016.

Recommendation: CONSIDER/RECOMMEND

(B) FRIENDS OF RICHLAND – Request for funding in the amount of \$1,450 to help fund a MakerSpace Lab to hold STEAM supplies and strengthen the STEAM experience at Richland Elementary. Will serve 850 San Marcos students.

Recommendation: CONSIDER/RECOMMEND

(C) COASTAL ROOTS FARM – Request for funding in the amount of \$1,500 to help fund the creation of a bilingual vegetable identification and recipe sheet at its pop-up pay-what-you-can farm stand at Vista Community Clinic. Serves up to 400 San Marcos residents.

Recommendation: CONSIDER/RECOMMEND

3. REGULAR GRANT APPLICATION PROPOSALS – Consider seven (7) Regular Grant proposals by non-profit organizations requesting funds from the Foundation.

(A) PALOMAR COLLEGE FOUNDATION – Request for funding in the amount of \$10,000 to help fund operating expenses for the first year of a new on-campus food and nutrition center. Will serve 500 San Marcos students.

Recommendation: CONSIDER/RECOMMEND

(B) KID'S COLLEGE – Request for funding in the amount of \$5,000 to help fund the continued implementation and expansion of the Fortissimo Orchestral Music Program at SMUSD Title I elementary schools. Serves 125 San Marcos students.

Recommendation: CONSIDER/RECOMMEND

(C) JACOBS & CUSHMAN SAN DIEGO FOOD BANK – Request for funding in the amount of \$3,000 to purchase 25,000 pounds of produce to be distributed throughout North San Diego County. Serves 50,000 San Marcos residents.

Recommendation: CONSIDER/RECOMMEND

(D) CLASSICS 4 KIDS – Request for funding in the amount of \$4,000 to fund field trip expenses for San Marcos elementary school students to attend music education programs. Serves 700 San Marcos residents.

Recommendation: CONSIDER/RECOMMEND

(E) COMMUNITY RESOURCE CENTER – Request for funding in the amount of \$5,000 to fund its Homelessness Prevention and Intervention Program. Serves 350 San Marcos residents.

Recommendation: CONSIDER/RECOMMEND

- (F) **FRATERNITY HOUSE** – Request for funding in the amount of \$8,400 to fund its Project MEND program, which connects its residents with medical care, mental health and substance abuse resources, volunteer activities, and other outings. Serves 11 San Marcos residents.

Recommendation: **CONSIDER/RECOMMEND**

- (G) **COUNCIL FOR SUPPLIER DIVERSITY** – Request for funding in the amount of \$10,000 to build future DBE suppliers by teaching young men and women from underserved communities how to identify, plan, and start their own businesses. Serves 15-20 San Marcos residents.

Recommendation: **CONSIDER/RECOMMEND**

CONSENT CALENDAR

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, August 9, 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, November 8, 2017. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, November 21, 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 Thursday, October 5, 2017, at 5:00 pm.

Michael Gordon, Secretary - SMC

Fiscal Year 2017-2018 Grants

Name	Date	Amount	Type	Name of Project	Summary of Project
REINS (Riding Emphasizing Individual Needs & Strengths)	7/12/2017	\$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)	8/15/2017	\$1,000.00	Mini	Mission Hills Cross Country	To help fund the upcoming cross country invitationals for the 2017 season. Serves 50 San Marcos residents
North County Health Services	8/15/2017	\$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.
Interfaith Community Services	8/15/2017	\$5,000.00	Regular	North County Senior Connections	To provide programmatic support for the North County Senior Connections program. Serves 150 San Marcos residents
Total Grants:		\$10,328.22			

Fall Quarter 2017-2018: Funding Recommendation Worksheet

Asset Balance on 6/30/2017:	\$1,221,875
Total Available for Distribution for FY17-18:	\$48,873-\$61,093
Total FY17-18 Distributions Year to Date:	\$10,328.22
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$12,848
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$16,921

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Community Resource Center	\$1,500.00	Mini	CRC Holiday Baskets	To help fund the annual holiday baskets program that provides a free shopping experience to 1,500 low income households who are at risk of homelessness, hunger or are in crisis. Served 420 San Marcos residents in 2016.	
Friends of Richland (Richland FOR Club)	\$1,450.00	Mini	Makerspace Lab	To fund a MakerSpace Lab to hold STEAM supplies and strengthen the STEAM experience at Richland Elementary. Serves 850 San Marcos students.	
Coastal Roots Farm	\$1,500.00	Mini	Coastal Roots Farm's Produce Educational Materials	To help fund the creation of a bilingual vegetable identification and recipe sheet at its pop-up pay-what-you-can farm stand at Vista Community Clinic. Serves up to 400 San Marcos residents.	
Palomar College Foundation	\$10,000.00	Regular	Hungry for Knowledge	To assist in providing operating expenses for the first year of a new on-campus food and nutrition center for needy students. Serves 500 San Marcos residents.	
Kid's College	\$5,000.00	Regular	Fortissimo Orchestral Music Program for SMUSD	To fund the continued implementation and expansion of the Fortissimo Orchestral Music Program at SMUSD Title I elementary schools. Serves 125 San Marcos students.	
San Diego Food Bank	\$3,000.00	Regular	Produce for North County	To purchase 25,000 pounds of produce for low-income families living in North San Diego County. Serves 50,000 San Marcos residents.	
Classics 4 Kids	\$4,000.00	Regular	Outreach to San Marcos Elementary Schools	To fund field trip transportation to vital music education programs for San Marcos elementary schools. Serves 700 San Marcos residents.	

Community Resource Center	\$5,000.00	Regular	Homelessness Prevention and Intervention Program	To provide supportive services for those that are experiencing homelessness, at risk of being homeless, or may have been a victim of domestic violence. Serves 350 San Marcos residents.	
Fraternity House	\$8,400.00	Regular	Fraternity House Transportation	To help fund its Project MEND program, which connects its residents to programs, services, and activities outside the facility. Serves 11 San Marcos residents.	
Council for Supplier Diversity	\$10,000.00	Regular	Young Entrepreneur Academy	To help build future DBE suppliers by teaching underserved communities how to identify, plan, and start their own businesses. Serves 15-20 San Marcos residents.	
Total Grants Requested:	\$49,850.00			Total Amount Recommended:	



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: CRC Holiday Baskets Program Date Submitted:	Total # of people served: 6,000 Total # of San Marcos residents served: 104 households (420 individuals), in 2016.	Amount Requested: \$1,500
Non-Profit Organization Name and Address, Website Community Resource Center 650 Second Street Encinitas, CA 92024	Contact Person – Name, Title & Phone, email Elan Enriquez, Development Associate 760-230-6307 eenriquez@crcncc.org	
<u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant): CRC's 35th Annual Holiday Baskets Program provides a dignified and free shopping experience to 1,500 low income households who are at risk for homelessness, hunger, or are in crisis. During the three-day experience on December 15th through 17th, CRC opens a warehouse sized pop-up store at the Del Mar Fairgrounds. Your financial support enables CRC to purchase the most-needed items and buy more food through our bulk purchasing power.		
<u>Briefly</u> describe the significance of your request to the San Marcos community: A caring community makes sure everyone has enough food to eat, especially during the holiday season. In North County San Diego, more than 12% of the population lives below the federal poverty level of just \$24,300 for a family of four. With affordable rentals in short supply, many families are just one emergency expense away from losing their residence. Holiday Baskets helps meet the immediate basic needs of clothing and nutrition of families in crisis, while linking them with CRC's services that help them reach self-sufficiency in the future.		
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: Dec 1, 2017 Date by which funds will be expended: Dec 18, 2017 Signature of President or Authorized Officer Name, Title _____ Date <u>8/25/17</u> Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): 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)

<u>1,500 Shopping cart with Holiday essentials including jackets and food</u>	<u>\$15,000.00</u>
<u>Temporary Labor</u>	<u>\$ 426</u>
<u>Bike Gear to repair 120 donated bikes</u>	<u>\$ 3,912</u>
<u>Assorted participant food including 1,500 turkeys and 3,000 chickens</u>	<u>\$ 33,509</u>
<u>Assorted necessities for participants including personal care items</u>	<u>\$ 5,597</u>
<u>Containers for transportation, sorting, and storage purposes</u>	<u>\$1,430</u>
<u>Assorted event supplies such as tape, labels, printing materials</u>	<u>\$ 3,215</u>
<u>Volunteer hospitality and support</u>	<u>\$ 430</u>
<u>Facility Rentals</u>	<u>\$ 14,369</u>
<u>Other misc. supplies including staff mileage</u>	<u>\$1,757</u>
<u>In Kind donated storage space (\$1,110 FMV)</u>	<u>\$ 0.00</u>
<u>In-Kind donated program foods, clothing, and toys</u>	<u>\$ 45,355</u>

Total budget for this PROJECT: **\$125,000**

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

Is this a challenge grant? **No**

Could it be? **Yes**

Please list any other funding sources for this project.

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

\$ 4,000 (Name of source) City of Encinitas, Mizel Family Fund **C
\$2,500 (Name of source) City of Del Mar **C
\$25,000 (Name of source) R. C. Baker Foundation **C
\$20,000 (Name of source) Wells Fargo Foundation **C
\$1,000 (Name of source) ViaSat **C
\$2,500 (Name of source) Wells Fargo Foundation **C

\$2,500 (Name of source) Papineau Family **C

\$3,000 (Name of source) The Zenith **C

\$13,000 (Name of source) Additional Corporate Sponsorships **P

\$50,000 (Source) Additional giving from individual donors (based on 2016 actuals) **P

\$1,500 (Name of source) San Marcos Community Foundation**P

Community Resource Center
Organizational Budget
July 1, 2017 - June 30, 2018

Income

Fundraising Events	\$146,900
Government Grants/Contracts	1,268,199
Other revenue	2,000
Private Grants & Foundations	515,925
Program Service Revenue	42,525
Resale Stores - Net Profit (1)	319,629
Public Support/Donations	630,201
Total Income	2,925,379

Expense

Automobile Expense	9,354
Employees, Board & Volunteers	48,719
Fundraising expense	42,065
Occupancy Expense	159,406
Operating Expense	134,720
Other Operating Expenses	29,049
Personnel Expenses	1,943,225
Professional Fees	42,268
Program Expense	371,394
Depreciaton expense	69,485
Total Expense	2,849,684

Net Surplus	<u><u>\$75,695</u></u>
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(1) - Resale Stores - P & L

Revenues	\$1,304,215
Expenses	984,587
Net profit	<u><u>\$319,629</u></u>



2017-2018 Board of Directors

Morgan Day, Chair

VP Corporate and Account Strategy, Quantum Retail

Craig Shugert, Vice-Chair

Retired CEO

Katrina Dodson, Secretary

Pacific Sotheby's International Realty

JoAnne Berg, CPA, Treasurer

Retired CFO

Paul Redfern, Immediate Past Chair

Redfern & Company

Sandra Conners, CPA, CFP, CDFA

Wealth Management, Principal, Aspirant

Subrina Johnson

Case Manager II, Vista Community Clinic

Lee Morrison

Senior Vice President, Business Banking, JP Morgan Chase

Mary Murphy

Human Resources Director, Dudek

Teri O'Brien

Partner, Paul Hastings LLP

Shawn Pynes, MMA

Director of Employee Benefits, Barney & Barney

Jo Ann Shannon

Self Employed, Property Insights

Jason Tajima

Community Banking District Manager, Wells Fargo

Diane "DJ" Weed

CEO/COO, Corp RX Consulting

Carl Wright

Restaurateur, Lotus Cafe and Juice Bar

Celia Eckhert

Sequenom, Inc.

Sabra Norris

Gemological Institute of America, Inc.

* For direct contact information, please contact CRC **Interim Executive Director**: Lewis Shender (760) 230-6309

Gordon, Michael

From: Kjerstie Bourne [kjerstie.bourne@smusd.org]
Sent: Wednesday, August 30, 2017 11:29 AM
To: Gordon, Michael
Subject: Mini Endowment Grant application - Richland Elementary Makerspace
Attachments: Grant Budget Worksheet Word - Richland.doc; Richland Makerspace Lab - Application Mini Grant, Sept 2017.pdf

Hello -

Richland elementary school is applying for a mini endowment grant to fund supplies needed to set up a Makerspace lab for our students. Attached is SMCF Budget Worksheet with Budget for request and Grant Application. I attached the grant application as a PDF and also as a signed form from google forms.

Thank you,
Kjerstie Bourne
Richland STEAM Coordinator
c: (858) 442-3421

Annual Operating budget for for STEAM Supplies is 3,000 for the 2017-2018 school year. This budget only covers supplies for hands on Science and Engineering labs for all 850 students. It will not cover the development and cost of starting a new Makerspace.

Federal & State Tax ID numbers: Tax ID #237074629

Board of Directors (non have affiliations with community foundation)

FOR Club Board Members:

Amanda Pena and Michelle Marlette, Co-Presidents

Kellye Torres, Vice President

Janice Garcia and Rodrigo Huertero, Co-Treasurer

Denise Mejia; Secretary

Kjerstie Bourne, STEAM coordinator

 grant Richland pg1.jpg

 grant Richland pg.2.jpg



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Makerspace Lab Date Submitted:	Total # of people served: 850 students Total # of San Marcos residents served: 850 students	Amount Requested: \$ 1,450
Non-Profit Organization Name and Address, Website <i>Friends of Richland</i> Richland FOR Club 910 Borden Rd, San Marcos, CA 92069 https://www.smusd.org/domain/2087		Contact Person – Name, Title & Phone, email Kjerstie Bourne STEAM Coordinator (858) 442-3421 kjerstiebourne@gmail.com
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Richland STEAM program is a community run program. STEAM stands for science, technology, engineering, arts and mathematics. Our STEAM program brings hands on experience based learning to all our elementary students. The hands on learning experiences follow NGSS (Next Generation Science Standards) and are done in a school day. Every child in a grade experiences the same STEAM lessons on one day as they rotate as a class to each learning lab. Our lesson plans are available for all on our website and other schools are now also using our model.</p> <p>The STEAM program runs with community support as parents, local scientists and engineers, student teachers, teachers, college students and grandparents come to help during our hands on learning days. This community help enables us to provide learning experience not usually typical in a standard classroom setting. All our lessons begin with a question, students are provided materials to explore and problem solve as a group to find a solution.</p> <p>Richland STEAM has been allocated a physical classroom in Richland to hold STEAM supplies and strengthen the STEAM experience. On grade level STEAM days some lessons will be taught in this space. In addition, When the STEAM lessons are not using the space will become a makerspace lab. We found that some students have great educational joy and growth on hands on STEAM learning days. Many students could use an environment to continue their STEAM experience after the monthly grade level STEAM days.</p> <p>The MakerSpace lab will be an open ended lab of imagination and exploration that focuses on student led science, technology, engineering and math projects. In addition the lab time will be able to be utilized by Richland teachers for class specific STEAM projects.</p> <p>The lab needs many things to be able to be set up as a functional learning space for the students. The lab needs cabinets, storage and shelving units. The lab needs supplies like: classic building tools, textiles, electrical components like LED lights, cardboard and wood pieces, and other open ended supplies. In addition the space could use books and magazines for a STEM research library</p>		

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

Richland STEAM program greatly benefits the San Marcos students at Richland. Every student belongs on our STEAM days and students that typically struggle in the tradition school day excel in our hands on learning days. The makerspace lab that is created will be a place for this learning to continue. It will be a place for every student to belong.

Richland STEAM program also gives back. Our lessons are posted on our school website and other elementary schools use our lessons. NGSS is a new science standard and not many resources are available at this time. We will continue this model for our Makerspace Lab. As lessons are tested and student projects completed they will be provided on our website.

Richland STEAM involves many adult volunteers helping. Our community is stronger as it gives a place for many adults to come together to help students. Connections are made. Our volunteers include parents, grandparents, local scientist and engineering, college students, teachers and administration. It is a positive environment for these people to meet and also help students at the same time. Our makerspace lab will continue our community model. The community will be involved in help painting and building shelving. After the makerspace is created it will enable a place for volunteers to help students learn and grown with their projects. It is amazing watching how the joy and experiment of learning can transfer from a engaged child to an adult.

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: As soon as funds found project will start. Project will take 2 months to complete.

Date by which funds will be expended: 2-3 months after start date

Signature of President or Authorized Officer

Name, Title

Date

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

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

Provide an itemized list of expenses for this project:

Storage of Student Makerspace projects in process,

Ex: Rubbermaid Outdoor Vertical Storage Shed, Plastic
Quantity 3 at \$205

\$ __ 615 __

Shelving for storage of Makerspace Supplies

Cabinets or materials to make cabinets

Ex: Exact products depends on deal/volunteers

Quad 4-Cubby Stackable Bookcase,

\$ __ 685 __

6 x \$60 = \$360

Plywood, mounting brackets, door handles

Pre-built easy to install Cabinets

Supplies to start creating

\$ __ 108 __

Ex:

Tools for building (scissors, wire cutters, screw drivers)
50.00

120PCS 6 Color (20PCS X 6 Colors) Ultra Bright 12v
Pre Wired LED Diodes Light
12.00

3 V cell coin battery lot of 100
35.00

Balsa Wood Strips
23.00

2 or 3 Maker Books to start a small research library

\$ __ 42 __

Ex: Tinkering: Kids Learn by Making Stuff
14.00

Paper Inventions: Machines that Move, Drawings that Light Up, and
Wearables and Structures you can Cut Fold and Roll
14.00

Big Book of Maker Projects
14.00

Total budget for this PROJECT:

\$ __ 1,500 __

Grant Request Amount:

\$ __ 1,450 __

(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).

\$ _____ (Parents small donations ****** P) _____ ****** _100_

\$ _____ (Help with parents in building ****** C) _____ ****** _0_

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

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

SAN MARCOS COMMUNITY FOUNDATION

Grant Cover Page

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

Project Name: Coastal Roots Farm's Produce Educational Materials Date Submitted: September 29, 2017	Total # of people served: 3,000 Total # of San Marcos residents served: 150-400	Amount Requested: \$1,500
Non-Profit Organization Name and Address, Website Coastal Roots Farm Address: 441 Saxony Road, Encinitas, CA 92024 Website: http://coastalrootsfarm.org	Contact Person – Name, Title & Phone, email Sharyn Goodson, Director of Philanthropic Strategy Phone: 760-487-1532 Email: sharyn@coastalrootsfarm.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Coastal Roots Farm respectfully requests funding to create bilingual vegetable identification and recipe sheets to include with produce donations at its monthly pop-up Pay-What-You Can Farm Stand at Vista Community Clinic (VCC), serving 400+ individuals and their families annually, more than 1,200 people in total over the course of the year. Materials will also be distributed at the bimonthly pop-up market at Camp Pendleton, serving 2,500+ people annually, entry level enlisted (E1 to E6) military and their families who cannot afford the high cost of living in San Diego County. Educational materials will be available as both digital and print resources and will include sixty vegetables, according to the Farm's crop plan. By providing free, fresh produce in combination with educational materials, produce recipients will not only receive the food they need to nourish their bodies but also will discover new types of produce, learn how to prepare and store them, and have the necessary information to integrate them into their regular diet.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>One in eight people in North County lived in poverty in 2015 (US Census) and struggle with food insecurity, including one in five children—they do not regularly have enough food to lead healthy, active lifestyles. Suffering is greatest among single-parent families, veterans and military families, migrant workers and senior citizens; their incomes often fall short of meeting San Diego's cost of living. Regular, healthy nutrition is critical for children to succeed in school, develop normally and grow into healthy adults; and for adults to lead healthy, productive lives. The Farm's Pay-What-You-Can Farm Stand at Vista Community Clinic ensures that 400+ struggling community members, many with families, can easily access fresh, healthy produce, in addition to vital services through VCC, at a single point of care. This program continues to be highly endorsed by the physicians at Vista Community Clinic, who see the great health value to their patients through their increased consumption of fresh, organic produce.</p>		
<p>Please attach the following items.</p> <p>Both Mini-Grant & Regular:</p> <ol style="list-style-type: none"> Budget for request (use SMCF Budget Worksheet) Annual Operating budget for the organization or unit Federal & State Tax ID numbers Board of Directors listing with affiliations Regular Grants Only: <ol style="list-style-type: none"> 1-2 page narrative First 2 pages of Federal 990 Most recent year-end Statement or Audit including any management letters associated with Audit. Signature of President or Authorized Officer on Application Optional: letters of support 	<p>Expected date project will begin/end: 11-1-17 / 2-28-18</p> <p>Date by which funds will be expended: 2-28-18</p> <p>Signature of President or Authorized Officer</p> <p><i>Sharyn Goodson</i></p> <p>Director of Philanthropic Strategy 9-29-17</p> <p>Name, Title Date</p>	
<p>Submit Via Mail, In Person or Via Email to:</p> <p>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</p>		

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

COASTAL ROOTS FARM FY 2017 BUDGET*REVENUE*

GL DESCRIPTION	2016-2017 BUDGET
DONATIONS/CONTRIBUTIONS	239,250
GRANT REVENUE	850,000
PROGRAM REVENUE	65,000
FARM REVENUE	174,520
TOTAL REVENUE	1,328,770

EXPENSES

GL DESCRIPTION	2016-2017 BUDGET
DIRECTORS FEES	-
LEGAL FEES	2,400
AUDIT AND TAX	5,000
CONSULTING	39,650
AUTO	17,172
TRAVEL	9,550
SEMINARS & CONFERENCES	21,000
OFFICE EXPENSE	23,897
GIFTS	200
SUBSCRIPTIONS & PUBLICATIONS	2,552
BUSINESS MEALS	2,520
MEMBERSHIPS	1,500
INSURANCE	58,947
EQUIPMENT RENTAL	6,000
UNIFORMS	2,550
PERMITS & LICENSES	1,717
MARKETING	45,000
BUSINESS MEETING MEALS & CATERING	1,320
SUPPLIES	103,505
REPAIR & MAINTENANCE	12,360
DEPRECIATION	-
UTILITIES	-
TELECOMMUNICATIONS	720
COMMUNITY EVENTS & SPONSORSHIPS	121,256
SYSTEMS SUPPORT	3,600
SECURITY	-
RESEARCH AND TESTING	2,600
PAYROLL	6,000
POS FEES	6,300
BANK CHARGES	-
LIBRARY	-
SALES & USE TAX	-
STATE FRANCHISE TAX	800
FEDERAL TAX	-
PROPERTY TAX	-
NONPERSONNEL EXPENSE TOTAL	498,116
PERSONNEL EXPENSE	754,496
TOTAL EXPENSES	1,252,613
NET PROFIT (LOSS)	76,158

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

DEPARTMENT OF THE TREASURY

Date: DEC 8 - 2015

COASTAL ROOTS FARM
441 SAXONY RD
ENCINITAS, CA 92024

Employer Identification Number:
47-1570910
DLN:
17053212333035
Contact Person:
ROGER W VANCE ID# 31173
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990/990-EZ/990-N Required:
Yes
Effective Date of Exemption:
October 17, 2014
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

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

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

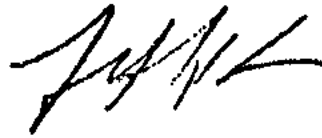
If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive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

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

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

COASTAL ROOTS FARM

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeffrey I. Cooper', with a stylized, cursive script.

Jeffrey I. Cooper
Director, Exempt Organizations
Rulings and Agreements



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

Entity Status Letter

Date:

ESL ID:

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

Entity ID:

Entity Name:

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

The above information does not necessarily reflect:

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

Internet and Telephone Assistance

Website: **ftb.ca.gov**

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

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



BOARD OF DIRECTORS, 2016-2017*

Adam Berman | Executive Director, Urban Adamah

Jim Farley | President & CEO, Leichtag Foundation

Daron Joffe | Founding Director, Coastal Roots Farm

Charlene Seidle | Executive Vice President, Leichtag Foundation

Leilani Rasmussen | Secretary of the Board and Non-Voting Member | Director of Finance and Grants Administration, Leichtag Foundation

STAFF, 2016-2017

Daron Joffe | Founding Director

Sona Desai | Associate Director

Nora Feldhusen | Educational Program Manager

Raymond Gaboola | Part time Community Farmer

Ellie Honan | Animal Husbandry & Compost Coordinator

Jacyln Kellner | Jewish Farm Educator

Ross McFarland | Field Worker

LyOr Rabinowiz | Food Forest Coordinator

Aaron Stewart | Community Farmer

Sara Telzer | Social Enterprise Manager

Damian Valdez | Community Farmer

George Workman | Production Manager

Daniel Yabrove | Assistant Production Manager

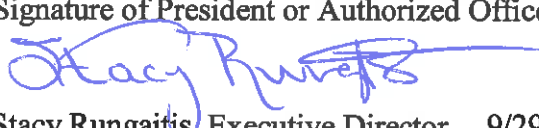
Molly Zimmerman | Field Production Coordinator

**Coastal Roots Farm Board will expand in calendar year 2017.*

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Hungry for Knowledge Date Submitted: 9/29/2017	Total # of people served: 3,500 Total # of San Marcos residents served: 500	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website Palomar College Foundation 1140 West Mission Road San Marcos, CA 92069 www.palomar.edu/foundation		Contact Person – Name, Title & Phone, email Kim Hartwell Development Officer 760-744-1150 x2664 khartwell@palomar.edu
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>About 500 San Marcos students at Palomar College face <i>regular</i> hunger. This is a request for funding to assist in providing operating expenses for the first year of a new on-campus food and nutrition center that will offer free groceries and educational information about food preparation to needy students.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The success of Palomar College students from San Marcos represents success for the community, now and in the future. These students, if they graduate, will be better paid, less likely to require public support, and more likely to succeed personally. Hunger can represent a final, insurmountable barrier to their success. Given an opportunity, most of these students will return to San Marcos as successful graduates who contribute to the community's economic and social growth for decades.</p>		
Please attach the following items. Both Mini-Grant & Regular: <ol style="list-style-type: none"> Budget for request (use SMCF Budget Worksheet) Annual Operating budget for the organization or unit Federal & State Tax ID numbers Board of Directors listing with affiliations 5. Regular Grants Only: <ol style="list-style-type: none"> 1-2 page narrative First 2 pages of Federal 990 Most recent year-end Statement or Audit including any management letters associated with Audit. Signature of President or Authorized Officer on Application Optional: letters of support 		Expected date project will begin/end: 1/02/2018 Date by which funds will be expended: 12/31/2018 Signature of President or Authorized Officer  Stacy Rungaitis, Executive Director 9/29/2017 Name, Title Date
		Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): mgordon@san-marcos.net

**SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet**

January 1, 2018-December 31, 2018

Provide an itemized list of expenses for this project:

Anita and Stan Maag Food and Nutrition Center: Buildout: Construction and Center Equipment only	\$400,000.00
Food Costs: 1,200 lbs./week x \$.19 per lb.= \$228/week \$228/week x 46 weeks per year (open operation)	\$ 10,488.00
Food Transportation Costs: \$50/week x 46 weeks	\$ 2,300.00
Maag Nutrition Center Student Coordinator: 10 hours/week x 46 weeks = 460 hours x \$20/hour (inc taxes)	\$ 9,200.00
(1) Club Car CarryAll utility vehicle with flatbed	\$ 14,000.00
Volunteer Management Software-(1) year subscription	\$ 500.00
(1) Portable I-Pad Air 2	\$ 652.00
(2) Industrial Hand Trucks (\$92.50 each)	\$ 185.00
(2) Outdoor-Use Custom Canopies (\$500/each)	\$ 1,000.00
(1) Portable Bench scale	\$ 900.00
Misc. Supplies- (3) Custom 6' table covers, clipboards, misc. supplies	\$ 700.00
Total budget for this PROJECT:	\$439,925.00
Grant Request Amount: <i>(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)</i>	\$ 10,000.00

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).**

\$400,000.00	(Name of source): Bob Wilson (construction and center equipment only) **	C
\$ 10,000.00	(Name of source): Scott and Elizabeth Christensen Charitable Fnd	** P
\$ 10,000.00	(Name of source): Leichtag Foundation	**P

**Palomar College Foundation - Organizational Budget
2017**

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

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

PALOMAR COLLEGE FOUNDATION

Federal Tax ID#: 95-6094128

State Tax ID#: 352-5078-6



Board of Directors—2017

David Engblom, *Chair*

Vice President, Banc of California
San Marcos, CA

Jeff Wohler, *Chair-Elect*

Owner, War Horse
Bonsall, CA

Terrence Maher, *Treasurer*

Principal, Maher Technologies
San Diego, CA

Dr. Li Tian, *Secretary*

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

Ms. Linda Bailey

President, Community Strategies Group, Inc.
Escondido, CA

Chief Judge Anthony Brandenburg

Inter-Tribal Court of Southern California
Valley Center, CA

Dr. Luene Corwin

Retired Educator/Community Leader
Vista, CA

Juanita C. Hayes

Chief Executive Officer, RHR Austin Strategies
San Marcos, CA

John Masson

President, Masson & Associates Inc.
Escondido, CA

Karen Prescott-Loeffler

Director of Government Relations and Economic Development
National Electrical Contractors Association
San Diego, CA

Kevan Savage

Director of Integrated Marketing, Thermo-Fischer Scientific, Inc.
Carlsbad, CA

Hungry for Knowledge

A recent study found that over 13% of community college students lack adequate access to food on a regular basis. That means close to 500 San Marcos residents who are Palomar College students are uncertain they will eat even one meal every day.

We often say that students are hungry for knowledge. Too often, San Marcos students at Palomar College are just hungry.

This is not the hunger of wanting an expensive snack between classes. This is the hunger of not having had regular meals in a long time, of going days with minimal or no food. It is the haunting insecurity of literally not knowing where your next meal is coming from, while at the same time trying to concentrate on classwork and homework. And it is a problem the San Marcos Community Foundation can help solve for those 500 students at a cost of just \$20 per student for a year.

Many San Marcos Palomar College students are of very modest means. Some work two and even three jobs just to stay in school. For too many, what they have or what they earn falls short—sometimes it falls short regularly, other times it falls short because an unexpected expense disrupted the equilibrium of a carefully balanced budget. These students don't send out for a pizza when they're hungry. They simply remain hungry.

Having made the investment of building this institution, staffing it with knowledgeable faculty, and attracting local students with the promise that they can attain and enjoy the benefits of higher education, we cannot and should not see them fail because they are hungry.

Eliminating food insecurity is a high priority and urgent project at Palomar College. A generous donor is providing the funds that will enable us to create a physical space to be called the Anita and Stan Maag Food and Nutrition Center. The Center will provide a place where students and staff can acquire donated foodstuffs in a setting much like a grocery store. The Maag Nutrition Center will also be an educational portal, offering menu guidance based on foods currently available from the Center. This will help students assemble meals that are healthy and nutritious.

While the funding donated to date will provide for construction, we need to assure the sustainability of the Maag Center by securing philanthropic support that covers the food pantry's operational expenses, including staff, transportation, storage, technology, inventory control, accounting, and health code compliance costs. In addition, the Palomar pantry will acquire food

from the San Diego Food Bank, which imposes a small charge for most foods in order to cover the organization's administrative and operational costs.

It is heartbreaking to think that anyone has to be without food or shelter, the two most basic of human needs. The San Marcos Community Foundation has been generous in its support for financial aid that benefitted the community's students. This is an opportunity to help the neediest of those students so that they, too, have every chance to achieve their educational goals. We invite you to join us in eliminating food insecurity for San Marcos' Palomar College students by making a gift of \$10,000 to help provide first-year operating expenses for the Anita and Stan Maag Food and Nutrition Center. Your gift will be joined to that of other generous donors, creating a nutrition pantry that is efficient and effective at eliminating hunger for those most in need.

This is ultimately an investment in the futures of these students and in the future of San Marcos. Many of the students who rely on the Maag Center now will later graduate and become the people who are the driving force behind the economic success of San Marcos and all of North County.

These students—every student—deserve the opportunity to go to class well fed and able to concentrate on their studies, relieved of the burden of wondering if they will eat that day.

We look forward to making that a reality, and to your participation in this most worthwhile effort.

October 2, 2017

Ms. Colleen R. Lukoff
President

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



Dear Colleen and SMCF Board Members,

Thanks to the support of the San Marcos Community Foundation, and our many other supporters/contributors, the Fortissimo Orchestral Music Program is starting the 2017-2018 school year with 75 students in two schools with a goal of having 125 students in four schools (Jolie Ann Leichtag, San Marcos Elementary, Twin Oaks and San Marcos Middle School) during this year. We are confident of being able to sustain and grow the program (\$90,000 for the year) due to the continuing support of our Supporters/Contributors and the matching grant commitment of Ann Hunter (Hunter Family Advised Fund at the Rancho Santa Fe Foundation).

Please see the enclosed Program Plan (endorsed by our new Superintendent, Melissa Hunt, and VAPA coordinator Mathew Armstrong) and student surveys reflecting their perspective of the Program. Should you need any further information for your evaluation please give me a call.

Sincerely,

A handwritten signature in blue ink that reads "Carole Beeson". The signature is fluid and cursive, with the first name "Carole" and last name "Beeson" clearly distinguishable.

Carole Beeson
Program Director

Enclosures: (A) Grant Application/Budget Worksheet
(B) Program Plan, Fortissimo Orchestral Music Program (SMUSD)
(C) List of Contributors/Supporters
(D) 501©3 Authorization/990 Excerpt/Financial Statements/Kid's
Board of Directors (E) Survey Results

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Fortissimo Orchestral Music Program for SMUSD Date Submitted: 9/23/17	Total # of people served: 125 Total # of San Marcos residents served: 250	Amount Requested: \$ 5,000
Non-Profit Organization Name and Address, Website Kid's College 570 Rancheros Drive, Suite 270 San Marcos, CA 92069 Web: www.thekidscollege.org	Contact Person – Name, Title & Phone, email Carole Beeson, Program Director (858) 922-7401 Cbeeson21@gmail.com	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Requested funds are for the continued implementation and expansion of the Fortissimo Orchestral Music Program in SMUSD Title I elementary schools. The program, a partnership between Kid's College and the SMUSD, is beginning its third year with the goal of increasing our students from 75 to 125, including starting at two additional schools. The funds are requested for instructors, instruments, music books, music stands and program management. Please see the enclosed Program Plan, dated July 2017 for a complete overview of the current plan.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The impact on the participating 3rd, 4th, 5th and 6th graders in low socio-economic circumstances is transformational in terms of improving self-confidence, self-esteem, academic performance and social behavior. In short, they will become better, and more productive, citizens as they mature to adulthood.</p>		
Please attach the following items. <u>Both Mini-Grant & Regular:</u> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers	Expected date project will begin/end: on-going Date by which funds will be expended: 12/17 Signature of President or Authorized Officer	

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

Carole Beeson 10/02/17
Name, Title Date
Fortissimo Program 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): mjgordon@san-marcos.net

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet
Fortissimo Orchestral Music Program 9/17

Provide an itemized list of expenses for this project:

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

__ Violins (32 @ \$299)_____	\$ 9,560
__ Violas (12 @ \$365)_____	4,500
__ Cellos (6 @\$750)_____	5,400
__ Instrument Maint. _____	4,863
__ Music Books _____	1,000
__ Program Director _____	18,000
__ Instructors _____	31,280
__ Music Stands/Etc. _____	4,625
__ Admin (Acct, Etc) _____	7,920
_____	\$ _____
_____	\$ _____

Total budget for this PROJECT: \$ 87,148

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).**

\$ 10,000 _____ (Name of source) _____ County of San Diego _____ ** P

\$ 5,000 _____ (Name of source) _____ Classics for Kids _____ ** P

\$ 35,000 _____ (Name of source) _____ Ann Hunter _____ ** C

\$ 3,000 _____ (Name of source) _____ Staples Foundation _____ ** C

FORTISSIMO
SAN MARCOS UNIFIED SCHOOL DISTRICT
ORCHESTRAL PROGRAM
TITLE I ELEMENTARY SCHOOLS
September 15, 2017

CONTRIBUTORS/SUPPORTERS:

- San Marcos Unified School District Superintendent/Board (Authorized program/advocates and provides logistical support)
- San Diego Youth Symphony (Advisors and the loan of any string instrument needed as well as training our teaches and consulting—instruments valued at \$12,000)
- Classics for Kids Foundation (\$5,000 matching grant received in Jan. 2014 for our own instruments)(\$2,000 matching grant in 2015)
- Supervisor Bill Horn Community Reinvestment grant (\$5,000match grant for instruments) received June 2014
- San Marcos Community Foundation (\$5,000 donation)(\$2,000 in 2015)
- Hitzke Development Corporation (\$500 donation)
- Altman Nursery (\$200 donation)
- San Marcos Kiwanis Club (Hosted a \$200 Kick off Luncheon)
- Cal State University San Marcos Center/Artes (Advisors and coaches)
- Palomar College Music Department (Music students will receive credit for serving as coaches)
- San Marcos Historical Society hosted fundraiser
- Kid's College (Program development)
- Stone Brewery fund raiser support - \$300
- San Marcos Arts Council \$750
- Greg and Betty Evans Family \$1,400
- Dr. Ingrid Sharpf \$250
- Mission Federal Credit Union \$2,500
- Hunter Family Advised Fund+ - \$10,000
- Jim Desmond - \$250
- Charlie/Jane McGee - \$2,000

- Kiwanis Lake San Marcos - \$500
- Steve/DeeDee Beeson - \$200
- David/Laura Collins - \$250
- James Meade - \$250
- Larry/Linda Loughnane - \$100
- Pinkas Family Foundation - \$5,000
- San Marcos Rotary Club - \$250
- Roberto Mendoza (Parent) - \$20
- Belem & Gael Medina (Parents) - \$44
- Aaron Eighmey Memorial Foundation - \$2,300
- Sunwest Bank - \$2,000

2016:

- Hunter Family Advised Fund+ - \$20,000 (1/16)
- Supervisor Bill Horn Community Reinvestment grant - \$5,000
- Jim Desmond - \$100
- Mission Federal Credit Union - \$1,500
- Aaron Eighmey Memorial Foundation - \$1,000
- Ann Moore Corley - \$300
- Susan Halfaker - \$300
- Lusardi - \$1,000
- Hunter Family Advised Fund+ - \$20,000 (7/16)
- Don/Lone Beeson - \$100
- Staples Foundation - \$3,000
- Classics for Kids - \$2,500
- Hunter Family Advised Fund+ - \$15,000
- Tippet Foundation - \$5,000

2017:

- Supervisor Bill Horn Community Reinvestment Act - \$10,000
- Don/Lone Beeson - \$100
- Greg and Betty Evans - \$1,300
- Classics for Kids - \$2,000
- Lusardi - \$1,000
- Nordson Foundation - \$2,000

- Hunter Family Advised Fund+ - \$20,000 (9/17)
- Carolyn Funes - \$500

Note: + indicates at the Rancho Santa Fe Foundation

KID'S COLLEGE
BOARD OF TRUSTEES
SEPTEMBER, 20167

- Joe Longo – Chair (Businessman)
- Tami Norzay – Secretary (Teacher)
- Carole Beeson – (Founder, Teacher)
- Dr. Mary Contreras – (Principle, Retired)
- Glenda Cuevas – (Principle, Oceanside)

FORTISSIMO ORCHESTRAL MUSIC PROGRAM
ADVISORY BOARD

- Dr. Kevin Holt, Superintendent, SMUSD (Retired)
- Mathew Armstrong, VAPA Director, SMUSD
- Charles McGhee, Music Program Director, Middle Peak K8 School
- Dalouge Smith, President & CEO, San Diego Youth Symphony
- Glenn Thomas, President, El Sistema Global
- Kerry Ross, SVP, California Bank and Trust



FORTISSIMO!

Program Plan

Orchestral Music Program

San Marcos Unified School District

Title 1 K-6

Prepared By:

Kid's College/SMUSD

July, 2017

Table of Contents

I Goals

II Background

III Student/Community Benefits

IV Program Implementation

V Management/Staffing

VI Financial Projections - Estimate of Costs
(2017-2018)

VII Program Performance History

GOALS:

Goal 1

- Continue the implementation and expansion of the program in the San Marcos Unified School District Title I Elementary Schools modeled after the "El Sistema" program currently conducted in over 90 school districts in the United States.

Goal 2

- Create a transformational experience for students in low socio-economic circumstances at no cost to the students. Based on a foundation of music education guide and teach students in a collaborative team environment resulting in improved self-confidence, self-esteem, academic performance and social behavior.

Goal 3

- Develop partnerships within the community--public and private--including music organizations, universities, colleges and community leaders to support and promote the program.



El Sistema started 36 years ago in Caracas, Venezuela with 11 children gathered together to play music. It now teaches 300,000 children of Venezuela's poorest children with dramatic results, both for the children and their communities.

The results through learning to play music include self-esteem, teamwork, improved academic skills and positive behavior changes.

The founder, Dr. Jose Antonio Abreu, says:

"The huge spiritual world that music produces in itself ends up overcoming material poverty. From the minute a child's taught how to play an instrument he, or she, is no longer poor. He, or she, becomes a child in progress, heading for a professional level, who'll later become a contributing citizen."

This program is now worldwide with over 90 school districts participating in the United States. Southern California has programs in Los Angeles, Riverside, Pasadena, Temecula, and Chula Vista. We have collaborated with the four year old Chula Vista "Opus" project and San Diego Youth Symphony leadership in developing our model.

For a visual overview please google "El Sistema" 60 Minutes segment.

III Student/Community Benefits

Student Benefits:

Learning and playing music in an ensemble environment teaches cooperation, collaboration and discipline. These behaviors translate into improved academic performance and improved social behavior.

An equally important benefit is family engagement including booster clubs, liaison with other parents and deeper engagement in their students' education.



Community Benefits:

Performances by the students, both at school and in the community, strengthen neighborhoods and strengthen bonds between students, parents and other members of the community.

Community service with high school and college students fulfilling their "community service" requirements as coaches.

IV Program Implementation

Phase 1 (January 2015-June 2015)

Establish an orchestral music program at one SMUSD Title I school - GOAL ACHIEVED

- Joli Ann Leichtag

Grade Level - 3rd grade only (25 students)

Frequency - Three days a week (Tues, Wed, Thurs) for two hours after school

Instructors - One professional per 25 students with coaches as assistants

Measurement - Monitor and measure musical, academic and behavioral performance using longitudinal techniques

Performances - Individual school performances for families and combined school performances (2/year) for the community

Phase 2 (September 2015 - June 2016)

One school:

Joli Ann Leichtag: 3rd and 4th grade - 45 students - Goal Achieved

Phase 3 (September 2016- June 2017)

Two schools - 4th and 5th grade at Joli Ann Leichtag and Twin Oaks Elementary 3rd grade 70 students - Goal Achieved

Phase 4 (September 2017 - June 2018)

Four Schools - 4th and 5th Grade - Joli Ann Leichtag; 4th Grade - Twin Oaks Elementary, 3rd Grade - San Marcos Elementary; 6th Grade - San Marcos Middle School

V Management/Staffing

The program will be sponsored and administered by Kid's College and in partnership with the SMUSD. Kid's College will conduct the program within the Policies and Procedures of the SMUSD and the individual schools.

Program Director

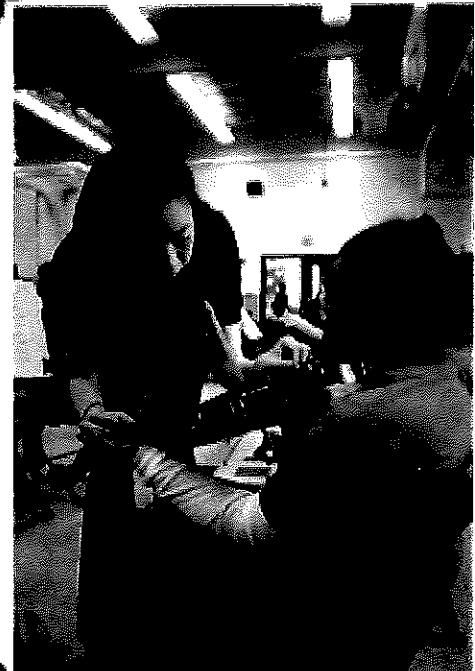
Direct, coordinate and oversee all activities required to develop and implement the program, including instructor recruitment/selection, marketing, student/instructor administration, and liaison with all involved parties.

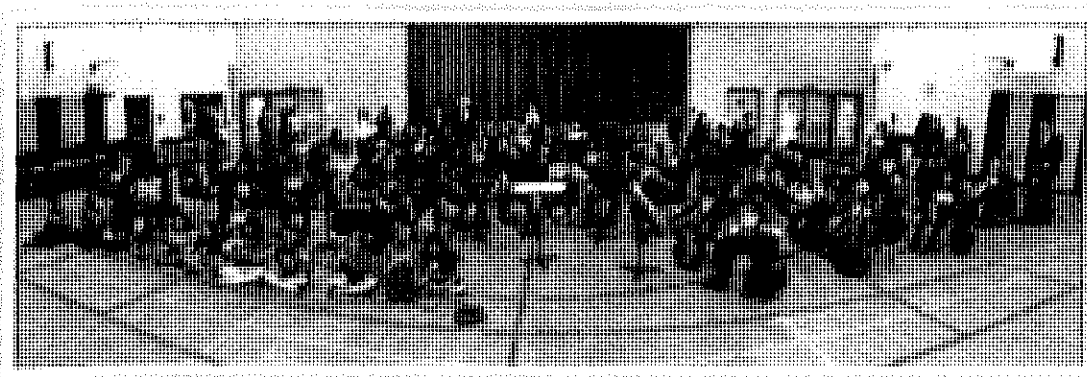
Instructors

Develop music curriculum, instruct students, and coach attitude/behavior.

Coaches

Assist Instructors before, during and after classes and performances as directed by the instructor





VI Financial Projections

Estimates of cost for the 2017-2018 school year (Phase 4) are based on this Program Plan and the following assumptions:

- Program to be conducted within the guideline contained in the memo of understanding between Kid's College and the SMUSD.
- Student/Instructor Ratio 25:1
- Classes are 2 days per week; 2 hours per day
- Coaches and Volunteers - Palomar College, CSUSM, SMUSD High Schools community service
- Facility use fees waived by the SMUSD
- Kid's College to provide Instructors, Program Director, Coaches, Instruments (with maintenance) parent documentation, Marketing Materials and Website

Estimates of Cost

FORTISSIMO COST PROJECTIONS 2017-2018 SCHOOL YEAR

Schools	JOLI ANN LEIGHTAG	TWIN OAKS	SAN MARCOS ELEM	SAN MARCOS MIDDLE	TOTAL
Students	50	25	25	25	125
Violins/Bows/ Cases	Available	Available	4,780	4,780	\$9,560
Violas/Bows/ Cases	Available	Available	2,250	2,250	\$4,500
Cellos/Bows/ Cases	Available	Available	2,700	2,700	\$5,400
Instrument Maint.	1,944	973	973	973	\$4,863
Music Books	500	- 0 -	250	250	\$1,000
Program Director	6,000	6,000	6,000	- 0 -	\$18,000
Music Instructors	12,640	6,160	6,160	6,320	\$31,280
Coaches	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Music Stands	875	- 0 -	875	875	\$2,625
T-Shirts	400	200	200	200	\$1,000
Tuners	250	250	250	250	\$1,000
(Accounting, Payroll, Insurance)	2,260	1,358	2,443	1,859	\$7,920
Total	24,869	14,491	26,881	20,457	\$87,148

Unit Cost:

Instructors: \$40/Hr

Violins: \$299

Violas: \$375

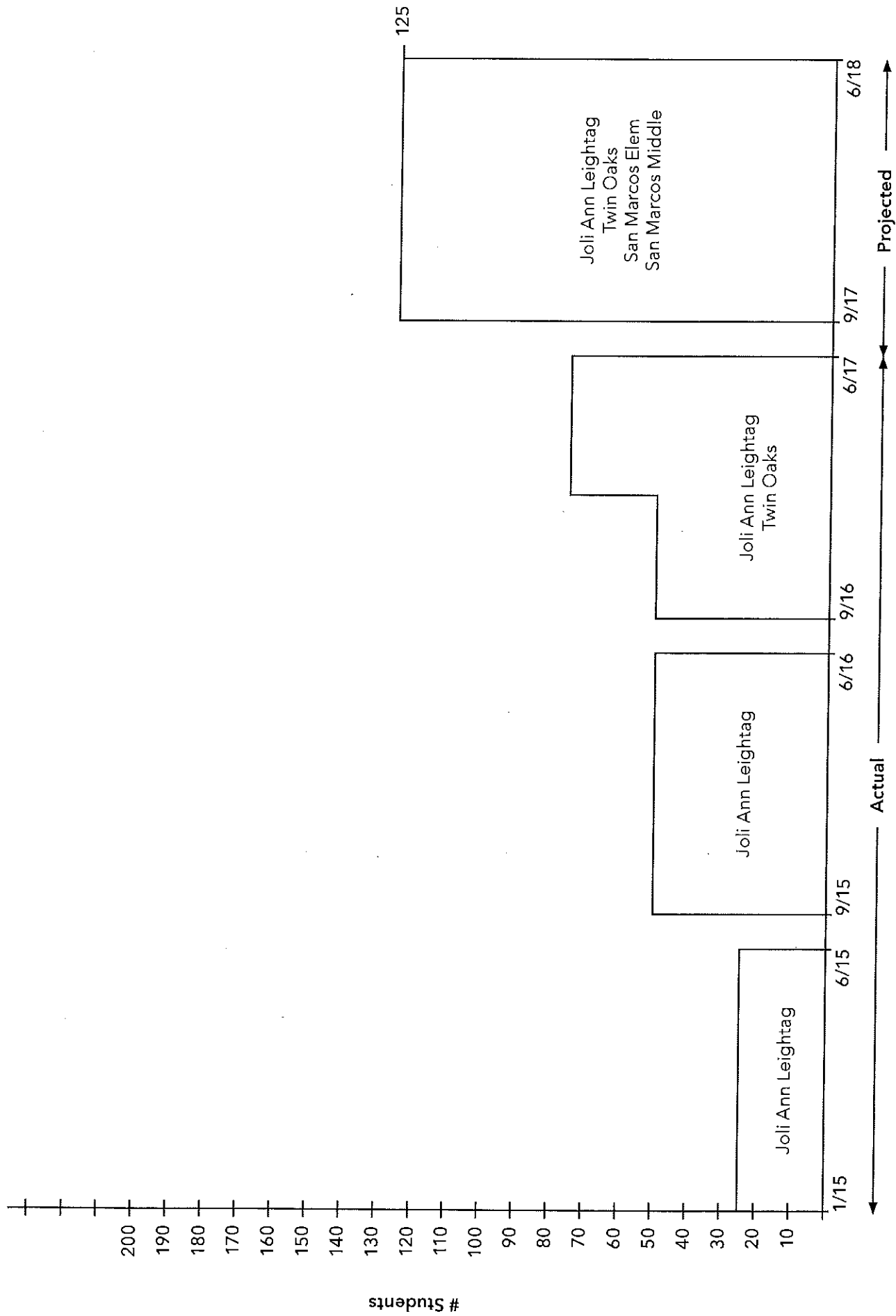
Cellos: \$900

Instrument Repair/Tuning: 10% of Cost/Annual

Music Books: \$10

Music Stands: \$35

VII FORTISSIMO PROGRAM PERFORMANCE HISTORY





SAN MARCOS COMMUNITY FOUNDATION

Grant Cover Page

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

Project Name: Produce for North Date Submitted: Oct. 4, 2017	Total # of people served: 370,000 Total # of San Marcos residents served: 50,000	Amount Requested: \$3,000
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Non-Profit Organization Name and Address, Website Jacobs & Cushman San Diego Food Bank 9850 Distribution Avenue San Diego, CA 92121 www.sandiegofoodbank.org	Contact Person – Name, Title & Phone, email Michael Minjares, Grants Manager (858) 863-5192 mminjares@sandiegofoodbank.org
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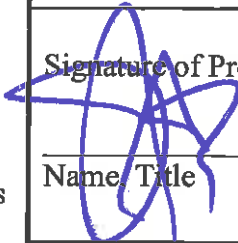
Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

In this proposal, we are pledging to distribute 1,000,000 pounds of discounted and “leveraged” nutritious, fresh product to 50,000 low-income children, families, seniors living in North San Diego County. Of this 1,000,000 pounds, 500,000 will be fresh produce. We can purchase produce at just \$.12 per pound and we’re requesting \$3,000 for the purchase of 25,000 pounds of produce to be distributed throughout the North San Diego County.

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

In 2015, the Jacobs & Cushman San Diego Food Bank (Food Bank) acquired the North County Food Bank. This was conducted seamlessly, and prior to the merger, the North County Food Bank was distributing approximately 400,000 pounds of food to North San Diego residents. Since the acquisition, the Food Bank has increased distribution to those same residents by 125% or over 900,000 pounds annually.

For the more than 50,000 people forced to make choices between food and other basic necessities monthly, in North San Diego County, the Food Bank issues relief from the crushing stress of living life on the edge.

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	Expected date project will begin/end: 7/1/17 Date by which funds will be expended: 6/30/18
	Signature of President or Authorized Officer  Name Title CEO Date 10/3/17

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

letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Email (PDF Format): mgordon@san-marcos.net
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The Food Bank's mission is to provide nutritious food to people in need, advocate for the hungry, and educate the public about hunger-related issues. Our primary goal is to eliminate hunger in San Diego County. In pursuit of this goal, 92 cents out of every dollar donated goes directly to programs and food purchase. We are leading the fight against hunger and playing a vital role in solving the nation's hunger problem as the area's largest, most efficient, independent hunger-relief organization in our community.

Today, more than ever before in our 40-year history, the Food Bank remains the critical link for seniors, working poor families with children, the homeless, and active-duty military and veterans to meet basic needs. Through more than 400 Partner Agencies and Programs we touch the lives of San Diegans by providing nutritious food, hope and dignity. We act as the central repository and distribution point for food. Last fiscal year we distributed over 25 million pounds of food (20.8 million meals) to individuals, families, and our network of nonprofit partners to alleviate hunger throughout San Diego County.

Currently, one in six individuals in the County lacks enough money to secure adequate nutrition. For the more than 370,000 people (more than 50,000 in North San Diego County) forced to make choices between food and other basic necessities monthly, the Food Bank issues relief from the crushing stress of living life on the edge.

Not only are clients struggling with hunger, they are also dealing with health issues and coping with a lack of nutritious food accessibility that further exacerbates health complications. A study by University of Illinois economist Craig Gunderson published on agweek.com states that *"health care costs are higher for food-insecure adults across numerous categories. These included inpatient hospitalization, emergency room visits, physician services, same-day surgeries, home health-care services, and prescriptions. In total, these costs rose with increasing severity of household food insecurity."* Studies show that individuals are foregoing nutritious meals to meet the costs of medical care directly linked to nutrition deficiencies.

Along with hunger, these individuals face a life-threatening struggle with obesity and diabetes because of barriers to accessing healthy food. An overwhelming portion of this population is mired in a hopeless cycle of sedentary lifestyles and lack of knowledge on how to prepare, purchase and consume healthy foods. This debilitating cycle is fueled by limited food budgets allowing only the purchase of salt-and-sugar-laden processed foods. This population needs solutions to these massive challenges, solutions in the form of millions of pounds of free, healthy food; through multifaceted nutrition education; and through instruction and encouragement in improving sedentary lifestyles through easy activities and exercise.

One of our many goals is to secure and distribute 8 million pounds of fresh produce (through our Fresh Produce Initiative - FPI) to low-income families and seniors throughout San Diego County and provide multi-faceted nutrition education to this same population through highly acclaimed programs executed by the Food Bank's Registered Dietitian. Of these 8 million pounds of fresh produce, we expect to distribute 500,000 of pounds to residents in North San Diego County.

Since 2010, the Food Bank has set a powerful example to some 300 food banks across the U.S. through our Farm to Family/Fresh Produce Initiative (FTF/FPI). Last year we distributed more than 8 million pounds of fresh produce through purchases and donations from California farmers via an invaluable deal brokered by the California Association of Food Banks and strongly supported by a collaborative group of local foundations who have helped to support the program's \$870,000 annual budget. Through one or more of our programs, we are confident every one of the 50,000 people from North San Diego County who turn to the Food Bank for help are receiving this fresh and healthy produce monthly. What's more, the

Healthy Eating/Active Living component of FTF/FPI includes powerful nutrition education including food preparation, effective Shopping Matters presentations, and successful CalFresh Outreach and Education efforts which have led to thousands of eligible but non-participating people becoming enrolled in our nation's primary hunger-relief safety net.

Our pledge through this requested \$3,000 grant is to purchase 25,000 pounds of fresh and nutritious produce and to distribute such healthy food to thousands of low-income Food Bank clients in North San Diego County this fiscal year (July 1, 2017 through June 30, 2018.)

This request will support the Food Bank's initiatives and programs we operate collaboratively with 75 partner agencies and programs in North San Diego County. In the coming year grant period, our objectives through this initiative are:

- To target and provide 500,000 pounds of fresh produce for 50,000 residents in North San Diego County who access the Food Bank's programs and services. Thus, a family of four will receive an average of 45 pounds of fresh, nutritious produce in the grant period.
- To target and provide an average of 11.4 pounds of nutritious "staple" foods including peanut butter, tuna, shelf-stable milk, and more for each family members in North San Diego County who access the Food Bank's distribution programs and children's initiatives.

We will utilize our sophisticated food accounting and quality control monitoring system that allows us to collect and analyze data and to evaluate food distribution performance indicators. Every pound of food coming into and going out of the Food Bank is tracked through our Food Bank accounting software, Primarius. Our partner agencies and programs record client information and provide us with monthly reports. These agencies are monitored and audited by the Food Bank on a regular basis to maintain compliance and, if applicable, USDA standards. These reports provide us with performance data and allow for consistent evaluation toward goals and objectives, to react quickly to emerging needs or challenges, to modify aspects of programs and services as needed, and to provide detailed, accurate data to Food Bank stakeholders.

The Food Bank uses the Choose Healthy Options Program (CHOP™), a framework that helps the Food Bank to acquire and distribute more nutritious product. This system simplifies nutrition facts into an easy-to-understand 3-point scale. Identifying product using CHOP helps the Food Bank target what type of product to purchase to meet the nutritional needs of our community.

We also calculate the impact of CalFresh outreach and application assistance using data from San Diego County Health Department that show the number of applications accepted and the allowance each household is allocated for food purchase. The Food Bank hosts a County staff person on site to assist clients to apply for benefits. This hands-on approach has increased approval ratings of applicants to 70%. This approach is designed to help us both project and measure the impact of proactive CalFresh application assistance in regards to estimated amount of these benefits received, but also its local economic impact.

The Food Bank is leading the fight against hunger in our community and playing a vital role in solving the nation's hunger problem. The Food Bank is the area's largest, most efficient independent hunger relief organization. We have worked very hard to design, execute, and improve our ant hunger programs to serve the hungriest individuals possible, in a manner that is efficient, collaborative and measurable.

With support from the San Marcos Foundation, we are confident we can continue to provide this much needed nutritious product to residents of North San Diego County and are committed to growing our services as we have done since our 2015 acquisition.

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet
Jacobs & Cushman San Diego Food Bank
North County Hunger Initiative

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

<u>Fundraising Expenses</u>	<u>\$ 2,000</u>
<u>Food Acquisition & Distribution (\$1.12 per pound = 325,000 pounds –</u> <u>175,000 pounds donated)</u>	<u>\$ 39,000</u>
<u>Salaries and Benefits</u>	<u>\$146,000</u>
<u>Occupancy</u>	<u>\$ 60,000</u>
<u>Administration</u>	<u>\$ 28,000</u>
Total budget for this PROJECT:	<u>\$275,000</u>

Grant Request Amount: <i>(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)</i>	<u>\$ 3,000</u>
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Is this a challenge grant? No Could it be? Yes

Please list any other funding sources for this project.

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

\$50,000 – Genentech – committed

\$7,500 – Nordson Corporation Foundation – committed

\$5,000 – Ameriprise Financial – committed

\$3,000 – Harrah's /Cesar's Foundation – committed

Jacobs & Cushman San Diego Food Bank
Budget Summary FY'17-'18

	<u>Proposed '17-'18</u> <u>Budget</u>
Ordinary Income/Expense	
Income	
Total Government Contracts	1,200,000.00
Total Business Enterprise	490,000.00
Total Private Donations	5,200,000.00
Total Fundraising (Events)	1,265,000.00
Total Investments	20,000.00
Total Income	<u>8,175,000.00</u>
Gross Profit	<u>8,175,000.00</u>
Expense	
Total Fundraising Expenses	1,609,500.00
Total Food Acquisition & Distribution	1,728,500.00
Total Personnel Expenses	3,867,000.00
Total Occupancy Expenses	261,500.00
Total Administrative	708,500.00
Total Expense	<u>8,175,000.00</u>
Net Ordinary Income	(0.00)



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

In reply refer to: 4077550279
Jan. 30, 2012 LTR 4168C 0
20-4374795 000000 00
00029572
BODC: TE

JACOBS & CUSHMAN SAN DIEGO FOOD
BANK
9850 DISTRIBUTION AVE
SAN DIEGO CA 92121-2320



013157

Employer Identification Number: 20-4374795
Person to Contact: Sophia Brown
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Dec. 02, 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 May 2006.

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

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

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



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

In reply refer to
755:6 :DMD

September 10, 2009

THE SAN DIEGO FOOD BANK CORPORATION
STEPHEN DARBEAU
9850 DISTRIBUTION AVE
SAN DIEGO CA 92121-2320

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: June 30
Organization Number : 2801904

EXEMPT DETERMINATION LETTER

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

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

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

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

D DEATHERAGE
EXEMPT ORGANIZATIONS
BUSINESS ENTITIES SECTION
TELEPHONE (916) 845-4783
FAX NUMBER (916) 843-2212

RTF:

EXTENDED TO MAY 15, 2017

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

2015

Open to Public Inspection

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.

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

B Check if applicable:

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

C Name of organization

JACOBS & CUSHMAN SAN DIEGO FOOD BANK

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
9850 DISTRIBUTION AVENUECity or town, state or province, country, and ZIP or foreign postal code
SAN DIEGO, CA 92121F Name and address of principal officer: SHELDON DEREZIN
SAME AS C ABOVE

D Employer identification number

20-4374795

E Telephone number

(858) 527-1419

G Gross receipts \$

34,720,705.

H(a) Is this a group return

for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included?

☐ Yes ☐ No

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

H(c) Group exemption number ▶

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (Insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.SANDIEGOFODDBANK.ORG

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

L Year of formation: 2005 M State of legal domicile: CA

Summary

Activities & Governance		Revenue		Expenses		Net Assets or Fund Balances	
1	Briefly describe the organization's mission or most significant activities: PROVIDE FOOD TO PEOPLE IN NEED, ADVOCATE FOR THE HUNGRY AND EDUCATE THE PUBLIC ABOUT HUNGER ISSUES.						
2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.						
3	Number of voting members of the governing body (Part VI, line 1a)	3	21				
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	21				
5	Total number of individuals employed in calendar year 2015 (Part V, line 2a)	5	63				
6	Total number of volunteers (estimate if necessary)	6	25000				
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.				
7b	Net unrelated business taxable income from Form 990-T, line 34	7b	0.				
8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year				
9	Program service revenue (Part VIII, line 2g)	32,776,410.	33,390,759.				
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0.	468,464.				
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	8,189.	-7,023.				
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	142,172.	242,632.				
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	32,926,771.	34,094,832.				
14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.				
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.				
16a	Professional fundraising fees (Part IX, column (A), line 11e)	2,692,541.	3,008,710.				
16b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 1,638,376.	0.	0.				
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	28,997,959.	29,010,722.				
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	31,690,500.	32,019,432.				
19	Revenue less expenses. Subtract line 18 from line 12	1,236,271.	2,075,400.				
20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year				
21	Total liabilities (Part X, line 26)	19,465,196.	21,467,514.				
22	Net assets or fund balances. Subtract line 21 from line 20	565,386.	500,617.				
		18,899,810.	20,966,897.				

Signature Block

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

Sign Here

Signature of officer

Date

SHELDON DEREZIN, TREASURER

Type or print name and title

Paid

Print/Type preparer's name

RICHARD HOTZ

Preparer's signature

Date

12/08/16

Check if self-employed ☐

PTIN

P00452784

Preparer

Firm's name

CONSIDINE & CONSIDINE

Firm's EIN

95-2694444

Use Only

Firm's address

1501 FIFTH AVENUE, SUITE 400
SAN DIEGO, CA 92101-3297

Phone no. 619.231.1977

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

☒ Yes ☐ No

532001 12-18-16

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

Form 990 (2015)

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

- 1 Briefly describe the organization's mission:
TO PROVIDE FOOD TO PEOPLE IN NEED, ADVOCATE FOR THE HUNGRY AND EDUCATE THE PUBLIC ABOUT HUNGER RELATED ISSUES.

- 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 \$ **19,637,312.** Including grants of \$) (Revenue \$ **468,464.**)
THE SAN DIEGO FOOD BANK PROVIDES FOOD AND NONFOOD ITEMS TO HUNGER RELIEF CHARITIES THROUGHOUT SAN DIEGO COUNTY. MEMBER AGENCY PROGRAM (MAP).

4b (Code:) (Expenses \$ **3,152,946.** Including grants of \$) (Revenue \$)
TO PROVIDE FOOD AND NUTRITION EDUCATION TO ELIGIBLE LOW-INCOME PREGNANT WOMEN, WOMEN 12 MONTHS POSTPARTUM, BREAST-FEEDING MOTHERS, CHILDREN UNDER 6 YEARS OF AGE AND SENIORS OVER THE AGE OF 60. COMMODITY SUPPLEMENTAL FOOD PROGRAM (CSFP).

4c (Code:) (Expenses \$ **5,637,139.** Including grants of \$) (Revenue \$)
THE EMERGENCY FOOD ASSISTANCE PROGRAM (EFAP) IS A FEDERAL PROGRAM THAT PROVIDES MONTHLY EMERGENCY AND SUPPLEMENTAL FOOD PACKAGES TO INDIVIDUALS AND FAMILIES WHO MEET THE INCOME GUIDELINES SET BY THE FEDERAL GOVERNMENT.

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

(Expenses \$ **1,371,284.** Including grants of \$) (Revenue \$)

4e Total program service expenses **29,798,681.**



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Classics 4 Kids outreach to San Marcos Elementary School Date Submitted: 10-4-17	Total # of people served: 700 Total # of San Marcos residents served: 700	Amount Requested: \$ 4,000.00
Non-Profit Organization Name and Address, Website Classics 4 Kids 3740 Fourth Avenue San Diego, CA 92103 http://www.classics4kids.org	Contact Person – Name, Title & Phone, email Jen DeMik Director of Development Phone: 619-231-2311 x 105 jdemik@classics4kids.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): Field trip transportation to vital music education programs, for San Marcos elementary schools. This funding will cover 10 buses, transporting 700 students and teachers to Classics 4 Kids programs.		
Briefly describe the significance of your request to the San Marcos community: Participating students with this project will: <ul style="list-style-type: none">• Foster appreciation of classical music and other performing arts, building cultural audiences of the future;• Understand culturally diverse curriculum, furthering awareness and tolerance of other societies and traditions;• Gain knowledge in other curriculum, such as science, social studies, geography, literature and math;• Advance creative thinking, problem solving and communication skills;• Improve health and well-being. Music, especially classical, can have slow the pulse and heart rate, lower blood pressure and decrease levels of stress;• Further understanding of the greater society, building bridges through music and arts experiences. This project will affect the San Marcos community by improving youth academic achievement, behavioral health and character development.		
Please attach the following items. Both Mini-Grant & Regular: <ol style="list-style-type: none">1. Budget for request (use SMCF Budget Worksheet)2. Annual Operating budget for the organization or unit3. Federal & State Tax ID numbers4. Board of Directors listing with affiliations 5. Regular Grants Only: <ol style="list-style-type: none">a. 1-2 page narrativeb. First 2 pages of Federal 990c. Most recent year-end Statement or Audit including any management letters associated with Audit.d. Signature of President or Authorized Officer on Applicatione. Optional: letters of support	<div style="border-bottom: 1px solid black; padding-bottom: 5px;">Expected date project will begin/end: January '18 Date by which funds will be expended: July '18</div> <div style="border-bottom: 1px solid black; padding-bottom: 5px;">Signature of President or Authorized Officer <div style="display: flex; justify-content: space-between; width: 100%;">Director of Development10/4/17</div></div> <div style="border-bottom: 1px solid black; padding-bottom: 5px;"><div style="display: flex; justify-content: space-between; width: 100%;">Name, TitleDate</div></div> <div style="padding-top: 10px;">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</div>	



October 4, 2017

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

To the esteemed board of the San Marcos Community Foundation,

Greetings from Classics 4 Kids! We have been in operation as a 501c3 non-profit since 1994, and provide critical music education, through professional orchestra concerts designed for elementary students throughout San Diego County. Our culturally diverse programming involves guest artists, dance, visual arts and the cross-curricular material often includes literature, science and cultural exploration, in conjunction with the music. During our last season, Classics 4 Kids' music education reached almost 30,000 students, teachers & families - including **San Marcos Elementary**, who brought their entire school to one of our music education programs.

With this project, Classics 4 Kids aims to further our educational offerings to the San Marcos community. Specifically, funding for this project will enable our nonprofit group to serve your community by providing field trip transportation for San Marcos elementary schools to attend a Classics 4 Kids music education program in 2018. We respectfully request your consideration of support in the amount of \$4,000, funding ten (10) field trip buses.

Orchestra Concerts at the Balboa Theatre - Each season, Classics 4 Kids performs 12 professional orchestra concerts in 3 uniquely themed, culturally diverse series at the historic Balboa Theatre. Each participating class receives an optional docent visit and audio CD, as well as detailed lesson plans, for pre-event music education in the classrooms.

Classics 4 Kids programming for the 2017-18 season includes:

1) "Lions, Tigers and Bears" – Musically inspired by large animals, this program will explore how scientists and musicians alike have been inspired by large animals. Malashock Dance presents Poulenc's Story of Babar the Little Elephant with their unique style of athletic modern choreography. The San Diego Zoo's own Dr. Zoolittle will join us to share life science facts about famous animals, while our orchestra performs music by Haydn, Vivaldi, Saint-Saens and others. **(PLEASE NOTE this program occurs on Nov 7th and 9th, prior to the funding period. If foundation members are available, we strongly encourage you to attend and evaluate our programs in operation.)**



Classics 4 Kids programming for the 2017-18 season, continued:

2) "From Bach to Rock" - Classics 4 Kids partners with San Diego Baroque Soloists for this concert that links music of J.S. Bach to the music of today. Featuring special guest musicians playing instruments from the 1600's, we will cover a range of fun topics, such as the technology behind Baroque instruments, and the similarities of music from then and now. Mr. Bach makes an appearance to show how his music can really rock. STEAM topics to include innovation and advances in technology that impact the world of music. March 8 and 9, 2018.

3) "Aloha Friends" - For this cultural exploration, Classics 4 Kids teams up with ukulele stars Sarah Maisel and Craig Chee to share music, stories, and culture of the islands. With special Hawaiian dance guests, this concert focuses on the uniquely versatile ukulele, music from Disney's Moana, storytelling and other music inspired by Hawaii and island culture. May 31 and June 1, 2018.

We would be extremely honored to have your support and partnership, to make a difference in the lives of elementary students in San Marcos. Please be assured that this suggestion is adjustable to meet your budgetary needs, and we are very open if you have input about targeting outreach towards specific San Marcos schools or grade levels. We look forward to the opportunity to discuss these possibilities further and to partnering with your foundation.

For more insight on the impact of Classics 4 Kids, please view the informational video on our webpage: www.classics4kids.org - which quickly illustrates the background and accomplishments of our highly effective program. Thank you for your consideration, and for your efforts to support the community!

Warm regards,

Jen DeMik, Director of Development
Classics 4 Kids
3740 Fourth Avenue
San Diego, CA 92103
<http://www.classics4kids.org>
jdemik@classics4kids.org
Phone: 619-231-2311 x 105
Classics 4 Kids 501c3 TAX ID 33-0706949

Classics 4 Kids Operating Budget for Fiscal Year 2017-2018

Income

Foundation and Corporate Grants	\$115,000
Sponsorships	\$5,000
Fundraising and Private Donations	\$45,000
Government Funding	\$43,717
Student Concerts	\$75,000
Title 1 School Bus Scholarships	\$12,000
In-School Workshops	\$4,050
CA Ballet Nutcracker	\$46,200
Heart Strings Program - Hospital Locations	\$1,000
Board Dues	\$4,000
Total Income	\$350,967

Expenses

Personnel	\$141,000
State and Federal Payroll Taxes	\$10,000
Professional Services	\$2,800
Student Concerts	\$91,000
Student Transportation Grants	\$12,000
In-School Workshop Musicians	\$1,350
Heart Strings Program - Hospital Locations	\$900
California Ballet Nutcracker Musicians/ Conductor	\$42,000
Fundraising and Development Expenses	\$7,000
Public Relations and Marketing	\$2,000
Rent and Storage	\$6,840
Outlook Email and Phone	\$1,224
Website/ IT Maintenance	\$1,040
Credit Card and Machine Fees	\$2,100
Office Supplies, Printer Lease and Postage	\$2,000
General Liability, Property, Accident, D&O and Health Insurance	\$8,500
Workers Compensation	\$5,640
Membership Dues and Subscriptions	\$849
Professional Development	\$500
Donor Database	\$468
Total Expenses	\$339,311

\$11,656

(9/1/17-8/31/18)

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)

__10 field trip school buses, round trip from San Marcos to Balboa Theatre

__at \$400/each = \$4,000.00_____ \$ __4,000.00__

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

Total budget for this PROJECT: \$ __4,000.00__

Grant Request Amount: \$ __4,000.00__

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

Is this a challenge grant? Not currently.

Could it be? Yes!

Please list any other funding sources for this project.

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

\$ __n/a__ (Name of source) __n/a__ ** __n/a__

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

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

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

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

DEPARTMENT OF THE TREASURY

Date: **NOV 30 2000**

CLASSICS FOR KIDS INC
C/O MARION SCIRE
1036 ENCINO ROW
CORONADO, CA 92118

Employer Identification Number:
33-0706949
DLN:
17053288731010
Contact Person:
RICHARD COMBS ID# 31024
Contact Telephone Number:
(877) 829-5500
Our Letter Dated:
September 1996
Addendum Applies:
No

Dear Applicant:

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

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

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

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

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

Letter 1050 (DO/CG)

CLASSICS FOR KIDS INC

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,

Steven T. Miller

Steven T. Miller
Director, Exempt Organizations



Classics 4 Kids Executive Board

Kevin Fannan, Chair
Attorney, Dannis Woliver Kelley (DWK)

Dr. Angela Wang, MD, Vice Chair
Pulmonary Surgeon, Scripps Healthcare

Marc R. Duggan, Secretary
Realtor/Broker and Philanthropist

Gastón Guerrero, Treasurer
President & CEO - Mercantile Capital Advisors, LLC

Susan Roth
Assistant Vice President and Branch Manager, U.S. Bank

John Rush
Printing Executive, Rush Press

Classics 4 Kids Staff

Kiran Shelat, Executive Director

Dana Zimbric, Artistic Director/ Conductor

Jen DeMik, Director of Development



Classics 4 Kids Advisory Council

Kevin Beiser - President, San Diego Unified Board of Education

Chasity Buchanan – Corporate Sales Manager, Luvie Creations

Karen Childress-Evans - Artistic Director, The Grossmont Strings

Natalie Cruz - Pianist

Verona Endrizzi - Retired Teacher

Monica Fleming - Vice President/Relationship Manager, City National Bank

Dale Ganzow - Sales Manager, San Diego Business Journal

Cheryl Gillett - Supply Chain, ViaSat, Inc.

Andrew Guzzon - Founder and President, FourFront Consulting

Ann Hill Esq - Attorney and Philanthropy Consultant

Emily Issler – Social Worker, Rady Children’s Hospital

Yousaf Jafri – Attorney, Lincoln Gustafson & Cercos LLP

Desi Kalcheva – Law Clerk, Jackson Lewis

Marilyn Karimi – Owner, Collaborative Career Coaching

Carol Kennedy - Senior Community Relations Specialist, California Coast Credit Union

Caroline Layton - Business Development

Kymberly Lee, Elementary Teacher - San Diego Unified School District

Steve Luchs - String Director, Crown Point Junior Music Academy

Guadalupe L. Petrone JD, GPHR - Human Resources Manager, Qualcomm

Zamaria Rocio – Educator, San Diego Unified School District

Carolyn Satter - Managing Director, San Diego Theatres

David Savage – Musician and NACO Music Cataloger

Kajal Shelat - Associate Director of Enrollment and Student Support, National University

Claire Stafford - Executive VP, S4Software, Inc.

Hershel Strother – Real Estate Broker - Hershel Strother Home Services

William Virchis – CEO, Virco Enterprises

Classic For Kids, Inc.
Profit & Loss
September 2016 through August 2017

	Sep '16 - Aug 17
Ordinary Income/Expense	
Income	
FUNDRAISING INCOME - GRANTS	
Board Dues	4,000.00
City & County Grants	39,659.50
Corporate & Foundation Grants	101,077.09
Corporate Sponsorships	29,908.21
Fundraising & Private Donations	51,098.89
Total FUNDRAISING INCOME - GRANTS	225,743.69
PROGRAM INCOME	
In School Workshops	6,200.00
Income from Student Concerts	73,975.00
Non-School concert programs	48,752.00
School Bus fund for Concerts	15,949.00
Total PROGRAM INCOME	144,876.00
Total Income	370,619.69
Expense	
ADMINISTRATION COSTS	
Bank Service Charges	19.25
Business License and Fees	85.00
Computer and Internet	308.00
Credit Card Service	2,198.67
Dues and Subscriptions	724.00
Facility	
Rent	3,600.00
Storage	1,870.00
Utilities	
Telephone	416.86
Total Utilities	416.86
Total Facility	5,886.86
Insurance	
D & O	1,417.00
General Liability	1,582.29
Medical	5,790.10
Workers Comp	6,594.03
Total Insurance	15,383.42
Legal/accounting/admin services	
Accounting/Bookkeeping	2,600.00
Total Legal/accounting/admin services	2,600.00
Marketing	3,109.57
Meeting; Conferences	50.00
Office Expense	
Printing and Postage	765.37
Small Equipment	1,772.56
Supplies	2,730.34
Total Office Expense	5,268.27

Classic For Kids, Inc.
Profit & Loss
September 2016 through August 2017

	Sep '16 - Aug 17
Payroll Expenses	
Payroll service Fees	98.00
Salary and Wages	115,808.87
Taxes - Payroll	8,962.02
Payroll Expenses - Other	38.50
	<hr/>
Total Payroll Expenses	124,907.39
Taxes	620.00
	<hr/>
Total ADMINISTRATION COSTS	161,160.43
CLASSIC FOR KIDS PROGRAM COSTS	
Bus/transportation/parking cost	21,943.50
CA Ballet Nutcracker	41,308.33
Independent Contractors	11,425.26
Musicians	38,653.56
Performers/Guest Artists	18,419.80
Program Expenses & Supplies	2,538.85
Security for Event	1,524.60
Theater Costs	40,471.18
	<hr/>
Total CLASSIC FOR KIDS PROGRAM COSTS	176,285.08
FUNDRAISING COSTS	
Benefit Concert Costs	1,264.76
Fundraising Expenses	5,636.58
	<hr/>
Total FUNDRAISING COSTS	6,901.34
	<hr/>
Total Expense	344,346.85
	<hr/>
Net Ordinary Income	26,272.84
Other Income/Expense	
Other Income	
Interest Income	8.40
Other Income	4,852.00
	<hr/>
Total Other Income	4,860.40
	<hr/>
Net Other Income	4,860.40
	<hr/>
Net Income	31,133.24
	<hr/> <hr/>

LETTER OF SUPPORT

Classics 4 Kids offers the following correspondence to indicate the interest and need from a respected teacher at San Marcos Elementary. Written last year, SEVEN fifth grade classes were only able to attend our music education programs - only once we were able to provide transportation funding for their field trip buses. Transportation is a common issue for schools in North County and we seek to address this problem with this application. We would very much like to continue outreach to provide these much needed educational services to the Title 1 schools in San Marcos.

From: Fernando Baquero <fernando.baquero@smusd.org>

Date: Wednesday, September 28, 2016 at 3:57 PM

To: Kiran <kshelat@Classics4Kids.org>

Subject: Pictures from an Exhibition

Dear Kiran,

San Marcos Elementary is a Title 1 school. We would like to take advantage of your generous offer for free buses to Pictures from an Exhibition. We know that many of our students rarely venture outside of San Marcos or have ever seen a philharmonic orchestra. We have seven fifth grade classes that are interested in attending the show. All together we would have about 175 students and 21 parents. That would be about 196 tickets, plus 7 teachers. We would be able to pay for admission if transportation was provided. Does that seem possible?

Thank you
Fernando Baquero

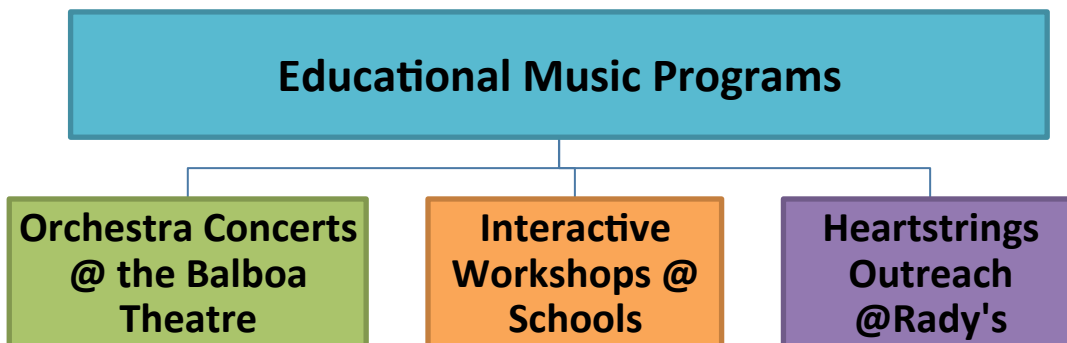


ORGANIZATION AND MISSION

Classics 4 Kids is a 501c3 non-profit organization, dedicated to educating students through music and the arts. Our professional symphony orchestra caters to the elementary school level and incorporates dance, guest artists and other visual elements.

Last season, Classics 4 Kids served over 29,000 elementary students and teachers across San Diego County each year. In operation since 1994, we are a small, independent organization with the large goal of making arts education accessible to all of San Diego's elementary students and teachers. Classics 4 Kids prioritizes outreach for low-income students to attend however our concerts and programs are open to all elementary students and teachers, regardless of socio-economic status.

Classics 4 Kids Educational Model:



1) Orchestra Concerts at the Balboa Theatre - Each season, Classics 4 Kids performs 12 professional orchestra concerts in 3 uniquely themed, culturally diverse series at the historic Balboa Theatre. Each participating class receives an optional docent visit and audio CD, as well as detailed lesson plans.

2) Interactive Workshops - Classics 4 Kids offers music education as in-school assemblies: "Kids Investigate the Science of Sound" and "Percussion from Around the World" align with State VAPA & Common Core Standards, foster creative thinking, cultural awareness, & problem solving.

3) Heartstrings Outreach

Classics 4 Kids provides interactive music performances to the children, families and medical staff at Rady Children's Hospital and the Ronald McDonald House, and includes professional musicians, instruments which children can play, and a hands-on art/craft activity.



For greater insight of our program, please view the informational video about Classics 4 Kids on our website – www.classics4kids.org - quickly illustrating the background and accomplishments of our highly effective program.

Images from Classics 4 Kids Concerts at the Balboa Theatre.





Students from Holmes Elementary pose for a photo after the concert.







Testimonials from San Diego's student and teacher population:



"Thank you so much for giving my students the opportunity to attend the concerts this year. They really enjoyed the music and learning about the instruments and composers. Without your generous contribution, most of my students would never have the opportunity to experience a concert."

-Teacher, Carver Elementary

"Thank you for all you do to help in Music Education. Thanks for giving us a bus grant for the 1st grade field trip. It was such an awesome show!" - the Music Teacher at Discovery Charter Elementary

"Your music and show was great. The people like you are fantastic. Your music is really loud and classic. I want to hear it some other day ok guys! I hope you guys know you rock all day."

-Student Letter

"I thought that this show is number one!"

-Student Letter (2nd grade)

"Did you know that your concert was great and had a lot of funny jokes?!"

-Student Letter (3rd grade)

"When you were conducting I closed my eyes and I imagined that there was a big HUGE giant and I could hear and see the giant's footprints!"

-Student Letter (3rd grade)



"I never knew so many instruments could make such good sounds! I loved the 'Hall of the Mountain King.' I also know all the words to it. The only reason I already knew all the songs



was because me and my class and the rest of the second grade went to our auditorium and practiced your songs. I truly think your songs are amazing.”

-Student Letter

“I realized that music is not just for entertainment it is to make you really feel the music inside of you.”

-Student Letter

“I can’t wait until your music is on a CD!”

-Student Letter

“Music with words is good too but symphony music inspired me so that I can listen to both and enjoy them both.”

-Student Letter



“I think it is one of the most magical things I have ever seen or heard, honest! I couldn’t stop tapping my foot to the rhythm. I thought I was going to fly out of my chair and go crazy because of the jazz playing that was so magnificent in every single way. I hope that we can turn that once in a lifetime chance to maybe twice.

To hear jazz again would be fantastic!!!!”

-Student Letter

“Thank you for the incredible performance. Our students thought this experience was better than Disneyland! We listen to our CD daily!! Thank you for helping make this trip possible!”

Bobier Elementary School



“The hands on portion and hand-outs were great! The ideas were easy to implement and the kids loved the experience! The kids now know that music is another form of expressing feelings and some children can use that as their learning tools. I would absolutely participate in the program next year! ”

-Teacher, Tierra Santa Elementary School

“They said that they can’t get the songs out of their heads!”

-Teacher, Tierra Santa Elementary School



2017-18

Educational Music Programs

Orchestra Concerts @ Balboa Theatre, Downtown



LIONS, TIGERS, BEARS, AND MORE!

November 7th & 9th, 2017 - 9:30am or 11:30am

STEAM
FOCUS

Join Classics 4 Kids, the San Diego Zoo and Malashock Dance, in a STEAM program inspired by mammals. Malashock Dance presents Poulenc's *Story of Babar the Little Elephant* with their unique style of athletic modern choreography. The San Diego Zoo's own life-science expert Dr. Zoolittle joins us to share facts about animals and conservation efforts, while our orchestra performs music by Haydn, Vivaldi, Saint-Saens and others.

BACH TO ROCK

March 8th & 9th, 2018 9:30am or 11:30am

STEAM
FOCUS

Classics 4 Kids partners with San Diego Baroque Soloists for this awesome concert that links music of JS Bach to the music of today. Featuring special guest musicians playing instruments from the 1600's, this concert will cover a range of fun topics, such as the technology, innovation, and engineering behind Baroque instruments, and the similarities of music from then and now. Mr. Bach makes an appearance to show how his music can really rock.



ALOHA FRIENDS

May 31st & June 1st, 2018 9:30am or 11:30am

Classics 4 Kids teams up with ukulele stars Sarah Maisel and Craig Chee to share music, stories, and culture of the islands. With special Hawaiian dance guests, this concert focuses on the uniquely versatile ukulele, music from Disney's *Moana* and other music inspired by Hawaii and island culture. Leave your surfboard at home, but don't miss this exciting season conclusion.

Book Today

619-231-2311 Ext. 101

www.classics4kids.org

info@classics4kids.org

All field trip concerts are at Balboa Theatre,
868 Fourth Avenue San Diego, CA 92101



ADVOCATES
for Classical Music

FREE Docent! Led by the Advocates for Classical Music (Requests Only)

FREE Pre & Post Concert Educational Curriculum, Discussion & Assessment Materials to all Participants!

Programs are **aligned with CA State Standards For Visual & Performing Arts & Common Core for Ages Pre-K thru 6th Grade!**

FREE admission to ALL Teachers!

Pre-concert entertainment provided by



Students & Chaperones: Title 1 Schools, \$6, Non-Title 1 Schools, \$7 - **Seats available for all school types**

2017-18

In-school Student Workshops

Interactive Workshops @ Schools



Classics 4 Kids offers **in-school workshops** providing hands-on learning to K-5 students. The assemblies are available year-round and **align with California Common Core standards**.



KIDS INVESTIGATE THE SCIENCE OF SOUND



This **STEAM** centered in-school assembly explores the science of sound, and how instruments make music. Students learn vocabulary like frequency and amplitude through **interactive experiments** and performance. The fun and creative format encourages student participation and fosters deep connections in **music and science**.



PERCUSSION FROM AROUND THE WORLD

Students take a rhythmic trip around the world in this **interactive** in-school assembly. Discover percussion instruments from Africa, Europe, Asia, and the Americas, including maracas, xylophones, cymbals, whistles, and so much more. Students are introduced to world geography, sing cultural songs, and play rhythms from a variety of world cultures.

Please call 619-231-2311 Ext. 107 to register your class!
www.classics4kids.org

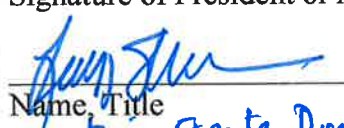
- 45 minute sessions for grades K-5
- Recommended cap of 125 students per assembly
- Workshop price is \$450 per session
- Aligned with State VAPA & Common Core Standards
- Creative thinking, cultural awareness & problem solving skills



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Homelessness Prevention & Intervention Program Date Submitted: 10/3/17	Total # of people served: 7000 Total # of San Marcos residents served: 350	Amount Requested: \$5,000
Non-Profit Organization Name and Address, Website Community Resource Center (CRC) 650 Second Street Encinitas, CA 92024 www.crcncc.org	Contact Person – Name, Title & Phone, email Lea Williams, Grants Manager (760)753-1156 ext. 1397 lwilliams@crcncc.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): CRC's request for funding is for our Homelessness Prevention & Intervention Program which provides supportive services for those that are experiencing homelessness, are at risk of becoming homeless, and may have been victims of domestic violence. These wrap around services aim to help participants reach a place of safety, stability, and self-sufficiency. Funds would go to support services including case management, food and nutrition distribution, rental assistance, counseling, benefits access, free tax preparation, and emergency shelter.		
Briefly describe the significance of your request to the San Marcos community: According to a report produced by the San Diego Center on Policy Initiatives, the poverty rate in San Marcos is higher than the overall rate of San Diego County (13.8%) in 2015 at 14.9%. CRC's services help to support these low income families within our community by providing the supports necessary for households in need to reach financial, housing and nutritional stability. The services we provide are essential to helping these families get back on their feet and be self-sufficient within our community.		
Please attach the following items. Both Mini-Grant & Regular: 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Expected date project will begin/end: Ongoing Date by which funds will be expended: 7/1/18 Signature of President or Authorized Officer  Name, Title: <u>Interim Executive Director</u> Date: <u>10/2/17</u>	
Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): 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)

Automobile Expense	\$ 932
Employees, Board & Volunteers	\$ 6,065
Occupancy Expense	\$ 20,151
Operating Expense	\$ 27,355
Other Operating Expense	\$ 1,800
Personnel Expenses	\$ 401,517
Professional Fees	\$ 1,656
Program Expense	\$ 211,269
	\$
	\$
	\$
	\$

Total budget for this PROJECT: \$ 670,745

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

Is this a challenge grant?
No

Could it be?
Yes

Please list any other funding sources for this project.

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

\$ 231,417	(Name of source)	HUD	**	C
\$ 10,667	(Name of source)	County of San Diego	**	C
\$ 50,000	(Name of source)	Howard Charitable Foundation	**	C
\$ 107,905	(Name of source)	City of Encinitas	**	C

Community Resource Center
Organizational Budget
July 1, 2017 - June 30, 2018

Income

Fundraising Events	\$146,900
Government Grants/Contracts	1,268,199
Other revenue	2,000
Private Grants & Foundations	515,925
Program Service Revenue	42,525
Resale Stores - Net Profit (1)	319,629
Public Support/Donations	630,201
Total Income	2,925,379

Expense

Automobile Expense	9,354
Employees, Board & Volunteers	48,719
Fundraising expense	42,065
Occupancy Expense	159,406
Operating Expense	134,720
Other Operating Expenses	29,049
Personnel Expenses	1,943,225
Professional Fees	42,268
Program Expense	371,394
Depreciaton expense	69,485
Total Expense	2,849,684

Net Surplus	<u><u>\$75,695</u></u>
--------------------	-------------------------------

(1) - Resale Stores - P & L

Revenues	\$1,304,215
Expenses	984,587
Net profit	<u><u>\$319,629</u></u>

Internal Revenue Service

Date: January 25, 2007

COMMUNITY RESOURCE CENTER
SAN DIEGO R C
650 2ND ST
ENCINITAS CA 92024-3560

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

Person to Contact:
Mr. Morton 31-08703
Customer Service Representative
Toll Free Telephone Number:
877-829-5500
Federal Identification Number:
95-3497926

Dear Sir or Madam:

This is in response to your request of January 25, 2007, regarding your organization's tax-exempt status.

In October 1980 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.

Our records indicate that your organization is also classified as a public charity under section 509(a)(2) of the Internal Revenue Code.

Our records indicate that contributions to your organization are deductible under section 170 of the Code, and that you are qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Internal Revenue Code.

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

Sincerely,



Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations 1



FRANCHISE TAX BOARD

SACRAMENTO, CALIFORNIA 95867

Telephone: (800)852-5711

December 13, 1979

In reply refer to

344: TLC:vo:g

COMMUNITY RESOURCE CENTER
Attn.: Ronald W. Egger
275 Estrelita Dr.
Vista, CA 92083

Purpose : Charitable
Form of Organization : Corporation
Accounting Period Ending: September 30
Organization Number : 0967931

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

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

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

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

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

*This exemption effective November 26, 1979.

Robert Lute
Robert Lute, Manager
Exempt Organization Section

cc: Registry of Charitable Trusts



650 Second Street, Encinitas, CA 92024 • (760) 753-1156 • www.CRCNCC.org

Board of Directors

Fiscal Year 2017-2018

Morgan Day, Chair

VP Corporate and Account Strategy, Quantum
Retail

Katrina Dodson, Vice Chair

Pacific Sotheby's International Realty

Sabra Norris, Secretary

Gemological Institute of America, Inc

JoAnne Berg, CPA, Treasurer

Retired CFO

Sandra Conners, CPA, CFP, CDFA

Wealth Management, Principal, Aspirant

Celia Eckert

Sequenom, Inc.

Subrina Johnson

Case Manager II, Vista Community Clinic

Lee Morrison

Senior Vice President, Business Banking, Bank of
America N.A

Mary Murphy

Human Resources Director, Dudek

Teri O'Brien

Partner, Paul Hastings LLP

Shawn Pynes, MMA

Director of Employee Benefits, Barney & Barney

Jo Ann Shannon

Self Employed, Property Insights

Jason Tajima

Community Banking District Manager, Wells Fargo

Diane "DJ" Weed

CEO/COO, Corp RX Consulting

Carl Wright

Restaurateur, Lotus Cafe and Juice Bar

Lewis Shender

Interim Executive Director, Community Resource
Center

SAN MARCOS COMMUNITY GRANT NARRATIVE

Submitted by Community Resource Center

Needs in North County San Diego:

Food Security: According to Feeding San Diego, over 14% of the County's population is food insecure, including 161,680 children. It's also important to note that the average cost of a meal in San Diego County is \$3.17, which is higher than the national average of \$2.79. In San Diego County, 53,354 children and their families do not qualify for federal nutrition programs, making them dependent upon charitable sources like CRC to get their food. As a result of this food insecurity and the fact that cheaper food also tends to be less healthy and fresh, families are more likely to be overweight and suffer from diseases such as diabetes, along with other related medical problems (California Health Interview Survey).

Housing Stability: According to the Regional Taskforce on the Homeless' 2017 Survey, there 52 unsheltered individuals in San Marcos on any given night. Another 59 are homeless, but housed in emergency shelters, supportive housing, or transitional housing. This is only a portion of the people that we serve. Many more families are living below the poverty line and are one emergency expense away from losing their housing.

Financial Security: According to an article published in the San Diego Tribune in 2015, in 99 of San Diego's 106 zip codes, or 93.3% of San Diego, fewer than half the households could afford the median priced home because they couldn't qualify for a loan. The living wage for San Diego County, according to the living wage calculator provided by MIT, would be \$25.43 an hour for 1 adult and 1 child, and \$28.99 for 1 adult and 2 children. The required income for 2 adults and 2 children would be at least \$54,000 a year without childcare. For the vast majority of our families, especially those with only one source of income, these levels are not attainable.

CRC's Program:

CRC's Homelessness Prevention and Intervention Program includes a continuum of wrap-around supportive services aimed at helping low income and homeless households regain their footing and reach a place of self-sufficiency.

The services that CRC provides through this program have the overall goal of helping program participants find stable housing, gain access to nutritious foods, and reach a place of financial stability. Since the entire spectrum of our services may not be appropriate for all those interested in our program, we provide these services on an individualized basis to help individuals and families move forward in their journey towards self-sufficiency, whatever that looks like for them. For some, we may only meet a household's immediate need of securing food and nutrition for that day. For others, we will help them get into permanent housing and secure stable income for their families.

The specific services under this program include individualized case management and referrals; rental assistance; emergency shelter through hotel/motel vouchers and a rotating winter shelter; free tax preparation through the IRS-funded Volunteer Income Tax Assistance (VITA) program;

food and nutrition distribution and education; low-cost to free counseling; job placement assistance; benefits access to CalFresh and Medi-Cal through onsite videoconferencing; and our annual Holiday Baskets distribution of food, clothing, household essentials, and gifts.

The 300 San Marcos residents that come to CRC on an annual basis for services recognize the effectiveness and support that this organization provides. In our last fiscal year, we were able to achieve the following outcomes through this program:

- CRC's Food and Nutrition Distribution Center fulfilled 12,568 visits, where over 1400 households received emergency and ongoing supplies of nutritious foods as well as access to case management;
- Counseling services were provided to 186 clients over 1554 sessions;
- CRC's onsite videoconferencing capability was used to enroll 198 eligible households in CalFresh and/or Medi-Cal;
- More than 30 participants were assisted with temporary housing through motel vouchers or through our rotating winter shelter;
- We helped place 33 individuals into permanent housing through our Opening Doors project;
- Through the Volunteer Income Tax Assistance (VITA) program, CRC staff and volunteers prepared 760 tax returns for low income families free of charge, bringing \$1,055,456 back into the local community.



SAN MARCOS COMMUNITY FOUNDATION

Grant Cover Page

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

Project Name: Fraternity House, Inc. -
Transportation

Total # of people served: 25

Amount

Requested: \$8,400.00

Date Submitted: 10/4/2017

Total # of San Marcos
residents served: 11

Non-Profit Organization Name and Address, Website

Fraternity House, Inc.

20702 Elfin Forest Rd.

Escondido, CA 92029

www.fraternityhouse-inc.org

Contact Person – Name, Title & Phone, email

Matt Harding

Executive Director

(760) 736-0292 x101

matt@fraternityhouse-inc.org

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

Fraternity House, Inc. respectfully seeks your support of our Project MEND program, which connects our Residents with medical care, mental health & substance abuse resources, volunteer opportunities, activities, outings, and the world outside our Residential Care Facility in general. Project MEND stands for Mental health, Education, Nutrition and a healthy Direction.

The requested amount is based on the costs of serving Residents of our San Marcos home (44% of our Capacity and people served), and covers items like fuel, maintenance, and insurance, as well as mileage reimbursement for employees when we do engage their vehicles for group outings and events. Also included is a portion of the salary for our Project MEND Manager, who is responsible for the planning and execution of most outings and engaging our Residents with resources and opportunities.

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

Fraternity House, Inc. is proud to call San Marcos home for the first of our two Resident Care Facilities for the Chronically Ill, the only two such facilities in San Diego County. We are recognized as a trail blazer for this type of care and have been recognized nationally and locally for our work.

The requested support covers a portion of our expenses not otherwise funded, and in addition to providing a valuable amenity to our Residents it will allow existing funding to remain focused on their care and well being. Additionally, the Transportation Program is used for our Residents Activities and Outings, which frequently patronize San Marcos businesses such as theaters, bowling allies, restaurants, stores and attractions. Your investment will our Residents to experience and be a part of the San Marcos community.

Please attach the following items.

Both Mini-Grant & Regular:

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

5. Regular Grants Only:

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

Expected date project will begin/end: 7/1/17 -
6/30/18

Date by which funds will be expended: 6/30/18

Signature of President or Authorized Officer


Name, Title

10/3/17
Date

Matt Harding, 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

**SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet**

Provide an itemized list of expenses for this project:

Vehicle Fuel & Service/Maintenance	\$4,292.49
Vehicle Insurance & Registration	\$2,363.00
Employee Mileage Reimbursement	\$455.98
Project MEND Manager's Salary	\$32,000.00
Project MEND Manager's Benefits & Payroll Taxes	\$8,320.00
Activity & Outing Tickets & Expenses	\$3,500.00
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____

Total budget for this PROJECT: **\$50,931.47**

Total budget for this PROJECT in San Marcos: **\$22,409.85**

Grant Request Amount: **\$8,400.00**

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

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

Please list any other funding sources for this project.

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

\$ 14,612 (Name of source) Individual Donations ** C

\$ 5,600 (Name of source) Gamma Mu Foundation, 18% MEND Mgr Salary ** CD

\$ 8,320 (Name of source) HOPWA Grant, EE Benefits/Payroll Taxes ** CD

\$ 7,500 (Name of source) SD County Board of Supervisors CE Fund ** CD

\$ 6,500 (Name of source) San Diego HIV Funding Collab., MEND Salary ** P

Fraternity House, Inc.
Budget Proposal 2017-2018

Fraternity House, Inc.				2017-2018 Budget
Ordinary Income/Expense				
Income				
		Total Donations Income		101,055.00
		Total Special Events		22,500.00
		Total Grants - Govt		410,314.00
		Total Grants - Private		88,000.00
		Total Resident Services Income		53,844.00
		Total Benefits Income		1,200.00
		Total Income		676,913.00
		Gross Profit		676,913.00
Expense				
		Total Payroll		419,616.00
		Total Benefits		113,261.00
		Dues, Education & Training		4,000.00
		Total Household Expense		36,911.00
		Total Insurance		14,584.00
		Total Job Development		525.00
		Total Office Expense		2,500.00
		Total Professional Fees		8,300.00
		Total Repairs and Maintenance		2,420.00
		Total Special Event Expense		6,800.00
		Travel & Mileage		800.00
		Total Utilities		44,946.00
		Total Van expenses		12,000.00
		Total Expense		668,613.00
		Net Ordinary Income		8,300.00
Other Income/Expense				
		Total Residents' Rehabilitation Exp		8,300.00
		Total Other Expense		8,300.00
		Net Other Income		-8,300.00
		Net Income		0.00

Fraternity House
20702 Elfin Forest Road
Escondido, CA 92029
(760) 736-0292
fax: (760) 736-0293



Michaelle House
687 Riviera Court
Vista, CA 92084
(760) 758-9165
fax: (760) 758-8371

3. Federal and State Tax ID Numbers

Fraternity House, Inc. is a federally recognized nonprofit 501(C)3 organization; our federal tax identification # is 33-0306861.

Our state tax identification # is 1615638

Our state Charity Registration # is CT72180

Fraternity House
20702 Elfin Forest Road
Escondido, CA 92029
(760) 736-0292
fax: (760) 736-0293



Michaelle House
687 Riviera Court
Vista, CA 92084
(760) 758-9165
fax: (760) 758-8371

Fraternity House, Inc. Board of Directors 2017

Board President

Patrick M. Anderson (2016 – 2019)
Affiliation: Human Resources Director
(Retired)
805 Tumbleweed Lane
Fallbrook, CA 92028
(760) 285-8043
pmand02@yahoo.com

Mary Anthony (2015 – 2018)
Affiliation: Medical Case Manager
1511 Stewart Street
Oceanside, CA 92054
(760) 518-6997
mary.anthony@nchs-health.org

Vice President

Mike Walker (2015 – 2018)
Affiliation: Owner, AAA LiveScan
DOJ Certified Fingerprinter
800 Grand Ave #C9
Carlsbad, CA 92008
(760) 434-3533
livescan@cox.net

Gale McNeeley (2014 – 2017)
Affiliation: Teacher, Writer, Performer
224 Palm Court Drive
Santa Maria, CA 93454
(805) 822-3764
gale.mcneeley@gmail.com

Secretary

Laura Schaefer (2016 – 2019)
Affiliation: Social Worker (Retired)
715 Orpheus Avenue
Encinitas, CA 92024
(760) 753-0880
laurascafer@cox.net

Dr. Samuel Poniachik, MD (2017-2020)
Affiliation: Internal Medicine
North County Health Services
150 Valpreda Road
San Marcos, CA 92069

Treasurer

Scott Guiltner (2016 – 2019)
Affiliation: Small Business Owner
2422 Tamara Lane
San Marcos, CA 92069
(760) 207-7247
scott@fastnow.org

5. 1-2 Page Narrative

Founded in 1988, Fraternity House, Inc. (FHI) is San Diego County's only provider of licensed Residential Care Facilities for the Chronically Ill (RCF-CI), specializing in the care of low-income and homeless persons living with HIV/AIDS. Our mission is "to provide warm and caring homes where men and women disabled by HIV/AIDS can receive comprehensive care and services in order to rebuild their health and return to independent living, or where they can spend their last days in comfort and dignity."

While HIV/AIDS has become a more manageable illness, this is only the case for those who can be provided access to life saving medicine and are able to adhere to its daily regime. FHI provides that stable setting for the most vulnerable of our community, assisting them in achieving viral suppression and eliminating the risk of reinfection.

Our Michaelle House in Vista accommodates ten (10) beds for men and women, and Fraternity House in the San Marcos has eight (8) beds for men. Unlike any other agency, FHI provides transitional, long-term and hospice-type care all under one roof. We accept Residents regardless of their ability to pay, and we serve the entire County of San Diego.

Ours is an unduplicated "single service" organization that only cares for people who are HIV symptomatic or have an AIDS diagnosis. We provide 24-hour personal care, assistance and supervision with activities of daily living. Our services include, but are not limited to, functional mobility and personal care such as bathing, dressing, toileting, meals, and assistance with adherence to complex medical regimens. Caregivers also assist in meal preparation and maintaining a clean and safe home. Last year we provided over 19,000 meals, 5,769 bed nights and 138,456 hours of care.

At our beginning, Residents passed away at a rapid rate, and our care was primarily hospice. Today, our population of low-income and formerly homeless people with HIV/AIDS faces different, and multiple, challenges in addition to their HIV/AIDS diagnosis – obesity, diabetes, decreased appetite, medicine side effects and physical challenges like neuropathy. In addition, they also face mental health challenges, including learning to live with a chronic disease and the still too prevalent stigma.

To meet these changing needs, FHI's services have evolved to focus on the link between HIV/AIDS and overall health. Project MEND (Mental Health, Education, Nutrition and healthy Directions) provides wrap-around services to address the critical role that nutrition, exercise and activities play in overall health and well being.

Project MEND moves us toward a "Person Centered Care" model, including ongoing assessments and a quarterly Resident self-assessment. As a part of Project MEND,

Residents sets goals in each area with an eye to achieving their own personal highest level of independence, up to and including returning to independent living for some. Activities, education and outings are scheduled monthly to compliment and provide opportunities for each resident to work toward their goals.

This change in care brings with it an increased need to connect Residents with activities, opportunities, education and community, making our transportation program more vital than ever before. In order to meet the need, we are asking the San Marcos Community Foundation to provide \$8,146.00 in funding toward Project MEND's transportation, activity and salary expenses for Fraternity House in San Marcos. The request amount is 37% of the San Marcos House's portion of the Project MEND budget.

As Residents participate in these activities, they interact with the world around them and each other, as well as our Caregiving team. Whether a library, Senior Center, beach, bowling alley, restaurant, parks, or other local attractions and businesses, these opportunities allow our Residents an opportunity to step outside of their diagnosis. Project MEND encourages each Resident to search within, try something new, and focus on a future they may not have believed was possible.

As an example of the effect an outing can have, one Resident has been reluctant to leave the house or connect with the world since his diagnosis. For a recent beach outing, his fellow Residents finally persuaded him to grudgingly come along. After a day of water, sand, fun and fellowship, there was one Resident reluctant to leave – the same who had not wanted to come. This remains a bright and happy memory for him, as he still displays a collection of shells, rocks and other souvenirs collected that day. And he now participates in almost all of our outings!

All of us at Fraternity House, Inc. are tremendously grateful for the support the San Marcos Community Foundation has provided in the past, and we hope that you will agree with us that expanding opportunities, and indeed the world our Residents experience, is a crucial and worthwhile endeavor that benefits all of our community and merits support. Thank you, for your positive impact on our community and the opportunity to submit this application.



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Young Entrepreneur Academy Date Submitted: October 4, 2017	Total # of people served: 15- 20 Total # of San Marcos residents served: 15 - 20	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website Council for Supplier Diversity 10679 Westview Parkway San Diego, CA 92126 (858) 537-2281 www.supplierdiversitysd.org	Contact Person – Name, Title & Phone, email Ronald B. Garnett President & CEO (858) 537-2281 rgarnett@supplierdiversitysd.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): The Academy is designed to build future DBE suppliers by teaching young men and women from under- served communities how to identify, plan and start their own businesses. We teach them key fundamental structures, business plan development, industry knowledge and systems models that will give them a jump start. A 10-week program in which students learn business skills and receive one on one mentoring, leadership and internship opportunities at successful DBE companies. The program will track the success of these youths through the services of our community partners.		
Briefly describe the significance of your request to the San Marcos community: We have identified the top five communities in San Diego County with economically depressed populations and have established Economic Empowerment Zones (EEZ). Very often young people from underserved communities have little exposure to the vast opportunities business ownership provides for personal and economic success. This leads them to lack hope and settle, rather than exploit their full potential. The Academy is designed to teach young men and women from underserved communities how to identify, plan and start their own businesses. We teach them key fundamental structures, business plan development, industry knowledge and systems models that will give them an opportunity to prove their economic prospects for the future.		
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: <div style="border-top: 1px solid black; padding-top: 5px;"><div style="display: flex; justify-content: space-between;"><div> Ronald B. Garnett Name, Title</div><div>October, 3 2017 Date</div></div></div> Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): mgordon@san-marcos.net

SAN MARCOS COMMUNITY FOUNDATION

Budget Worksheet

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

_Program Coordinator other Staff Allocation _____	\$ _6,500__
_Handout Materials and Refreshments _____	\$ _2,000__
_Travel and other administrative Costs _____	\$ _1,500__
_Internship program costs _____	\$ _7,500__
_Case Management and Support _____	\$ _6,000__
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Total budget for this PROJECT: \$ **_23,500__**

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).

\$ _13,500_	(Name of source) _Access Inc, Youth Group _____	** _C_
\$ _____	(Name of source) _____	** _____
\$ _____	(Name of source) _____	** _____
\$ _____	(Name of source) _____	** _____

Council for Supplier Diversity

2017 Budget

January - December 2017

	Budget
Income	
Contributions Income	\$86,500
Member Support	\$38,000
Membership Dues	\$57,600
Program Revenue - Business Cent	
Total Program Revenue - Business Cent	\$180,772
Program Revenue - DBE Services	
Total Program Revenue - DBE Services	\$42,000
Program Revenue - Sourcing	-
Total Program Revenue - Sourcing	\$5,200
Program Revenue- Events	-
Total Program Revenue- Events	\$37,000
Program Revenue- Training/Conf	-
Total Program Revenue- Training/Conf	\$18,375
Total Income	\$465,447
Gross Profit	
Expenses	
Bank Service Charges	\$125
Credit Card Processing Fees	\$9,534
Data Communication/ IT	\$10,201
Dues and Subscriptions	\$2,321
Equipment Rental	\$0
Insurance	\$1,923
Licenses and Permits	\$95
Marketing and Promotion	\$11,170
Office Equipment	\$2,873
Office Furniture	\$1,915
Office Supplies	\$1,000
Payroll Expenses	
Total Payroll Expenses	\$161,235
Postage and Delivery	\$700
Printing and Reproduction	\$1,000
Professional Fees	
Total Professional Fees	\$5,320
Program Expense -Training/Conf	
Total Program Expense -Training/Conf	\$4,000
Program Expense- Council Event	
Total Program Expense- Council Event	\$7,000
Taxes	
Total Taxes	\$607
Telephone	\$18,496
Tenant Occupancy	
Total Tenant Occupancy	\$183,470
Travel & Ent	\$0
Total Travel & Ent	\$1,212
Utilities	
Total Utilities	\$15,105

Web Base Dev/Services	\$1,252
Total Expenses	\$440,554
Net Operating Income	\$24,893

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.

Name (as shown on your income tax return) Council for Supplier Diversity	
Business name/disregarded entity name, if different from above	
Check appropriate box for federal tax classification: <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ <input checked="" type="checkbox"/> Other (see instructions) ▶ Non-Profit Corporation	Exemptions (see instructions): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____
Address (number, street, and apt. or suite no.) 10679 Westview Parkway City, state, and ZIP code San Diego CA 92116	Requester's name and address (optional) Type to enter text
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 the "Name" line to avoid backup withholding. For individuals, this is 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 chart on page 4 for guidelines on whose number to enter.

Social security number								
				-				
Employer identification number								
7	5	-	3	0	4	7	0	2

Part II Certification

Under penalties of perjury, I certify that:

- 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
- 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
- I am a U.S. citizen or other U.S. person (defined below), and
- 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 ▶ 2/20/14
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General Instructions

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

Future developments. The IRS has created a page on www.irs.gov/w9 for information about Form W-9, at www.irs.gov/w9. Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party network transactions, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- 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.

Note. If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

2017 Board of Directors

Ronald B. Garnett, President & CEO
Council for Supplier Diversity

Steve Blasco, Director
Turner Construction

Debbie Calhoun, Chair
Costco Wholesale

Mark D. Pearson, Director
Sony Electronics

Jerome Toliver, Secretary, SLA Chair
RMJ Technology, Inc.

Richard Chacon, Director
MUFG Union Bank

Council for Supplier Diversity

PROFIT AND LOSS

January - December 2016

	TOTAL
INCOME	\$380,853.28
GROSS PROFIT	\$380,853.28
EXPENSES	\$413,096.20
NET OPERATING INCOME	\$ -32,242.92
OTHER INCOME	
In-Kind Donation	171.47
Total Other Income	\$171.47
NET OTHER INCOME	\$171.47
NET INCOME	\$ -32,071.45

Young Entrepreneur Academy

Objective

The Council for Supplier Diversity's mission is to use the disciplines of Supplier Diversity initiatives as an engine for economic development in under represented communities. We are dedicated to expanding business opportunities for women, minority and service disabled veteran business enterprises. The ultimate outcome is to add economic value to the supply chain while increasing economic opportunities for the diverse business community. We believe that diverse business development is a key component of reducing poverty, lowering unemployment, increasing wealth, and integrating American society. Headquartered in San Diego, California, the Council has developed a reputation as an innovative leader in supplier diversity support and economic development strategy for diverse populations.

As part of serving our mission, we have created the Young Entrepreneurs Academy. Young people from underserved communities have little exposure to the vast opportunities business ownership provides for personal and economic success. This leads them to lack hope and to settle, rather than exploit their full potential.

The Academy is designed to teach young men and women from underserved communities how to identify, plan and start their own businesses. We teach them key fundamental structures, business plan development, industry knowledge and systems models that will give them a jump start. This promotes both leadership skills and job readiness that will help our youth develop a health self-esteem which is vital their success.

Our Academy participants learn from successful diverse business owners, first hand what skills and characteristics are needed to succeed. Finally all participants are required to start a micro-business to gain real experience in developing a business plan, raising capital and managing a business.

In collaboration with other local community partners, the Council provides training and internships in the area of business development to at-risk youth participating in the program.

1. The services offered by this project are designed to empower youth with the skills, education, and training needed to achieve self-sufficiency and success in future work endeavors
2. The project includes wraparound services designed to provide leadership opportunities, and includes a one-to-one adult mentoring component to increase support for participating youth
3. Youth will learn practical skills to stimulate their interest in becoming successful business owners
4. They will learn the value of hard work as a means to success in life through participation in the training program and in the internships they will have at successful diverse companies.

Materials

Effective learning materials are include:

- Course workbook for each student that will serve as a reference guide during and after the program
- Visual aids are to be used to support program material (electronic presentation, video, etc.)
- Personal skills assessments are to be used to provide feedback to each student

Program Description

1. The total length of the program will be approximately 10 weeks.
2. Classes are three hours per day and conducted during the week
3. Instructors include the Council executives, diverse business owners, and corporate SME's
4. There are follow-up and application activities between each session
5. Students have the opportunity to intern at diverse businesses during the course
6. Each student has a diverse business mentor to assist them and ensure good progress
7. The program is facilitated using highly interactive, student-centered teaching techniques
8. Program includes internships with our successful and emerging diverse businesses.

Instructional Style

- We engage youth as active participants in the learning process throughout program activities.
- The instructional content is personally relevant to the youth.
- There are opportunities for youth to engage in self-assessment and reflection on their learning.
- The instructional approach is responsive to diverse styles and rates of learning.
- The program will provide youth with opportunities to explore, experiment and test their own ideas.

Timing & Schedule

Classes will be held weekly, with the exception of holidays or special conflict in events. All classes will be three hours per week and held on weekdays.

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING COMMITTEE MEETING MINUTES

Wednesday, August 9, 2017 – 6:00 PM

San Marcos Conference Room, 1 Civic Center Drive

CALL TO ORDER

Vice President Monahan called the meeting to order at 6:00 p.m.

ROLL CALL

PRESENT: BOARD MEMBERS: MONAHAN, NUTTALL, WILLIAMS

ABSENT: NONE

ALSO PRESENT

Recording Secretary Michael Gordon and Office Specialist Sandra Gallegos

OLD BUSINESS

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

NEW BUSINESS

2. **MINI GRANT APPLICATION PROPOSALS**

Board members discussed the Mini Grant application proposal from Mission Hills High School Cross Country Boosters to help fund the upcoming cross country invitationals for the 2017 season. Board member Nuttall attempted to contact the Cross Country Boosters to learn more about their proposal; however, they have not yet responded. This item was deferred until the committee hears back from the Boosters.

3. **REGULAR GRANT APPLICATION PROPOSALS**

Board members discussed the Regular Grant application proposals. Board Vice President Monahan contacted Kitchen for Goods and they informed her they are withdrawing their application because the new location they were looking to open in San Marcos did not work out.

Kitchen for goods will continue to look for a new site in North County. The application proposal from Mission Hills High School Track and Field Booster Club to help fund the replacement of broken hurdles was also deferred. Board member Nuttall also contacted this group and they have not yet responded. Board members indicated they would be more inclined to award a grant for the replacement of broken hurdles than cross country invitationals. Board Vice President Monahan recommends funding North County Health Services' request to purchase a new vaccine refrigerator. Board member Nuttall recommends funding Interfaith Community Services for their North County Senior Connections program.

BOARD MEMBER WILLIAMS MOVED TO RECOMMEND THE FOLLOWING GRANT AMOUNTS TO THE FULL FOUNDATION BOARD FOR CONSIDERATION AT ITS NEXT MEETING: \$2,828.22 TO NORTH COUNTY HEALTH SERVICES AND \$5,000.00 TO INTERFAITH COMMUNITY SERVICES . BOARD MEMBER NUTTALL SECONDED. MOTION PASSED BY UNANIMOUS VOICE VOTE.

AYES:	MONAHAN, NUTTALL, WILLIAMS
NOES:	NONE
ABSTENTION:	NONE
ABSENT:	NONE

CONSENT CALENDAR

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

AYES:	MONAHAN, NUTTALL
NOES:	NONE
ABSTENTION:	WILLIAMS
ABSENT:	NONE

4. **WAIVER OF TEXT** – Waived
5. **APPROVAL OF MINUTES** – Approved - SMCF Grant Funding Committee Meeting minutes of July 12, 2017.
6. **ORAL COMMUNICATIONS** - No members of the public requested to speak.

ITEMS FOR THE GOOD OF THE ORDER

7. **NEXT MEETING DATE** – The next meeting of the Grant Funding Committee is scheduled for Wednesday, September 13, 2017. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, August 15, 2017.
8. **MISCELLANEOUS**
9. **ADJOURNMENT**

MOVED BY BOARD MEMBER NUTTALL AND SECONDED BY BOARD MEMBER WILLIAMS TO ADJOURN THE MEETING AT 6:12 PM. MOTION PASSED BY UNANIMOUS VOICE VOTE.

Jessica Monahan, Board Vice President

ATTEST:

Michael Gordon, Recording Secretary