
SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING COMMITTEE MEETING AGENDA

Wednesday, November 8, 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 five (5) Mini Grant proposal by non-profit organizations requesting funds from the Foundation.

(A) FOUNDATION FOR ANIMAL CARE AND EDUCATION (FACE) – Request for funding in the amount of \$1,500 to provide financial assistance to low-income individuals to prevent "economic euthanasia" of pets due to an inability to pay for treatable veterinary conditions. Served 69 San Marcos residents to date.

Recommendation: **CONSIDER/RECOMMEND**

(B) JUNIOR ACHIEVEMENT OF SAN DIEGO COUNTY – Request for funding in the amount of \$1,500 to provide 30 students from San Marcos Elementary School the opportunity to participate in their BizTown program. Serves 30 San Marcos students.

Recommendation: **CONSIDER/RECOMMEND**

(C) MUSCULAR DYSTROPHY ASSOCIATION – Request for funding in the amount of \$1,500 to help subsidize a free weeklong summer camp program for children with muscular dystrophy. Serves 28 San Marcos residents.

Recommendation: **CONSIDER/RECOMMEND**

(D) PALOMAR HEALTH FOUNDATION – Request for funding in the amount of \$1,000 to provide funding assistance for programmatic needs of Forensic Health Services, which serves victims of physical and/or sexual abuse. Served 21 San Marcos residents from January to June.

Recommendation: **CONSIDER/RECOMMEND**

(E) MISSION HILLS LINK CREW – Request for funding in the amount of \$1,500 to pay for 150 t-shirts for the Link Crew leaders, who act as mentors for new students. Serves 150 Link Leaders and 750 freshmen students..

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, October 11, 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, January 10, 2018. 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, November 2, 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
Community Resource Center	10/11/2017	\$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)	10/11/2017	\$250.00	Mini	Makerspace Lab	To fund a MakerSpace Lab to hold STEAM supplies and strengthen the STEAM experience at Richland Elementary. Serves 850 San Marcos Residents.
Coastal Roots Farm	10/11/2017	\$1,500.00	Mini	Produce Educational Materials	To help fund the creation of a bilingual vegetable identification and recipe sheet at its pay-what-you-can farm stand at Vista Community Clinic. Serves up to 400 San Marcos residents.
Total Grants:		\$13,578.22			

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:	\$13,578.22
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$9,598
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$13,671

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Foundation for Animal Care and Education (FACE)	\$1,500.00	Mini	Save-A-Life	To provide financial assistance to low-income individuals to prevent "economic euthanasia" of pets due to an inability to pay for treatable veterinary conditions. Served 69 San Marcos residents to date.	
Junior Achievement of San Diego County	\$1,500.00	Mini	BizTown Programs at San Marcos Elementary	To provide 30 students from San Marcos Elementary School the opportunity to participate in their BizTown program. Serves 30 San Marcos students.	
Muscular Dystrophy Association	\$1,500.00	Mini	Summer Camp	To help subsidize a free weeklong summer camp program for children with muscular dystrophy. Serves 28 San Marcos residents.	
Palomar Health Foundation	\$1,000.00	Mini	Forensic Health Services	To provide funding assistance for programmatic needs of Forensic Health Services, which serves victims of physical and/or sexual abuse. Served 21 San Marcos residents from January to June.	
Mission Hills Link Crew (SMUSD as the fiscal intermediary)	\$1,500.00	Mini	Mission Hills Link Crew	To pay for 150 t-shirts for the Link Crew leaders, who act as mentors for new students. Serves 150 Link Leaders and 750 freshmen students.	
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.	\$0.00
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:	\$52,400.00			Total Amount Recommended:	



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Save-A-Life Date Submitted: 10/26/2017	Total # of people served: 1,899 to-date Total # of San Marcos residents served: 69 to-date	Amount Requested: \$1,500
Non-Profit Organization Name and Address, Website Foundation for Animal Care and Education (FACE) 10505 Sorrento Valley Road, Suite 175 San Diego, CA 92121 https://face4pets.org/		Contact Person – Name, Title & Phone, email Brooke Haggerty, Executive Director 858-450-3223 brooke@face4pets.org
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>The FACE Foundation's Save-A-Life program is a collaborative effort between FACE and over 140 veterinary hospitals throughout San Diego County to prevent "economic euthanasia", or the unnecessary surrendering and/or loss of animals due to financial constraints. According to the San Diego Animal Welfare Coalition's most recent shelter statistics (from July 2013 to June 2014), over 7,000 ill/injured pets were relinquished to county shelters by pet owners, and 1,662 animals specifically categorized as having "treatable" conditions were euthanized. These numbers show the critical need for assistance in saving these pets with emergency, yet curable conditions. FACE serves the San Diego community as a safety net by providing financial grants for these pets and their families when euthanasia is otherwise imminent.</p> <p>Those who receive FACE financial assistance grants are typically low-income families, senior citizens, veterans, military families, students, disabled individuals, or hard-working families and individuals who struggle to make ends meet. To date, FACE has saved almost 2,000 lives and is continuously growing. In 2017, we plan on assisting over 300 pets and their families.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Even with over 140 partner hospitals in San Diego County, FACE typically collaborates with Veterinary Specialty Hospital, San Marcos, and Pearson Animal Hospital numerous times throughout an average work week. As two of our dependable hospital partners, VSH San Marcos and Pearson Animal Hospital both generously gives us a 25% discount off all FACE cases to save animals. For only the year of 2017 up to now, FACE has assisted with 38 cases in San Marcos. Many of the animals and families we assist provide emotional and therapeutic support. Animals have proven to be effective in helping individual who suffer from stress,</p>		

depression, anxiety and another emotional issues. A generous grant of \$1,500 could help partially fund in saving four beloved San Marcos pets. With a tagline of “Saving Pets and Helping Families,” FACE’s work is just as important for the animals we save as it is for the families who are spared the heartbreak of losing their best friend.

Please attach the following items.

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

Expected date project will begin/end:12/1/2017

Date by which funds will be expended:02/01/2018

Signature of President or Authorized Officer



Brooke Haggerty, Executive Director
10/26/2017

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

adorable

Foundation for Animal Care and Education														
Budget Overview: 2017 P&L														
January - December 2017														
	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total	2016 (PY)
Income														
Appeal Income														
Closets for a Cause	\$416.00	\$416.00	\$416.00	\$416.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$5,000.00	6,251
Holiday appeal	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85,000.00	90,000.00	81,886
Save-A-Life	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	54,000.00	44,465
Special Case Appeals	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00	11,881
Tree of Life	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00	18,049
Total Appeal Income	11,916.00	6,916.00	6,916.00	6,916.00	6,917.00	6,917.00	6,917.00	6,917.00	6,917.00	6,917.00	6,917.00	91,917.00	173,000.00	162,532
Bags&Baubles														
Bags & Baubles - Donations	0.00	0.00	0.00	4,000.00	3,000.00	2,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00	10,000.00	18,878
Bags & Baubles - Raffle tickets	850.00	850.00	1,800.00	6,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,500.00	9,168
Bags & Baubles - Registration	300.00	700.00	2,000.00	4,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00	7,158
Bags & Baubles - Sales	0.00	0.00	0.00	78,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	78,000.00	77,957
Bags & Baubles - Sponsorships	0.00	5,000.00	10,000.00	25,000.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45,000.00	38,810
Total Bags&Baubles	1,150.00	6,550.00	13,800.00	117,500.00	8,000.00	2,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00	150,000.00	151,971
Community Events/Yappy Hours	250.00	250.00	250.00	250.00	250.00	500.00	250.00	250.00	250.00	250.00	250.00	2,000.00	5,000.00	4,672
Doggie Dash	0.00	0.00	0.00	0.00	0.00	500.00	2,500.00	5,000.00	7,000.00	0.00	0.00	0.00	15,000.00	11,474
Ladies Spa Getaway	3,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,750.00	18,127
Golf Tournament														
Tournament - Auction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,000.00	0.00	34,000.00	32,750
Tournament - Donations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	3,000.00	0.00	5,000.00	5,936
Tournament - Dream Ticket/Raffle	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	6,500.00	0.00	7,000.00	6,490
Tournament - Golf Getaway	0.00	0.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	0.00	0.00	0.00	0.00	72,000.00	68,651
Tournament - Registration	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	5,000.00	8,000.00	0.00	16,000.00	16,000
Tournament - Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	15,000.00	20,000.00	0.00	40,000.00	38,713
Total Golf Tournament	0.00	0.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	8,000.00	22,500.00	71,500.00	0.00	174,000.00	168,540
Support														
Board of Directors														
Administrative	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	60,000.00	60,000
Appeals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	115,000.00	115,000.00	104,058
Bags & Baubles	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	1,501
General Donations	3,333.00	3,333.00	3,333.00	3,333.00	3,333.00	3,333.00	3,333.00	3,333.00	3,334.00	3,334.00	3,334.00	3,334.00	40,000.00	53,145
Golf Tournament	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00	2,500.00	310
Total Board of Directors	8,333.00	8,333.00	8,333.00	10,833.00	8,333.00	8,333.00	8,333.00	8,333.00	8,334.00	8,334.00	10,834.00	123,334.00	220,000.00	219,014
Public Support - General Donations	125,750.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	224,750.00	213,002
Trust/Foundation Grants	7,500.00	7,500.00	10,000.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	49,500.00	7,500.00	7,500.00	7,500.00	134,500.00	134,500
Total Support	141,583.00	24,833.00	27,333.00	27,333.00	24,833.00	24,833.00	24,833.00	24,833.00	66,834.00	24,834.00	27,334.00	139,834.00	579,250.00	566,516

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total	2016 (PY)
Total Gross Income	\$158,649.00	\$38,549.00	\$60,299.00	\$163,999.00	\$52,000.00	\$46,750.00	\$47,500.00	\$49,000.00	\$89,001.00	\$54,501.00	\$106,001.00	\$233,751.00	\$1,100,000.00	1,083,831
Expenses														
Animal Care Grants	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	52,500.00	630,000	595,741
Animal Care - Cancer Fund	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000	6,038
Animal Care - Diagnostics Fund	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000	2,242
Animal Care - Roxy's Dental Fund	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000	3,236
Appeal (Holiday) Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	1,000.00	3,500.00	1,000.00	6,000	5,895
Event Expenses														
Bags & Baubles Expenses	0.00	100.00	200.00	500.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000	1,867
Dash/Fall Event Expenses	0.00	0.00	0.00	0.00	0.00	200.00	200.00	300.00	300.00	0.00	0.00	0.00	1,000	6,431
Golf Tournament Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	250.00	250.00	250.00	0.00	1,000	548
Total Event Expenses	0.00	100.00	200.00	500.00	200.00	200.00	200.00	550.00	550.00	250.00	250.00	0.00	3,000	8,846
Operating Expenses														
Bank and credit card fees														
Bank fees	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600	523
Credit card fees	1,000.00	1,100.00	1,100.00	1,100.00	2,000.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,500.00	1,100.00	14,400	14,444
Total Bank and credit card fees	1,050.00	1,150.00	1,150.00	1,150.00	2,050.00	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	1,550.00	1,150.00	15,000	14,966
Board of Directors	0.00	25.00	0.00	0.00	50.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00	100	96
Computer	50.00	50.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	500	907
Consulting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	0
Development	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800	1,819
Donor Development	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	90.00	200	1,391
Dues and subscriptions	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	200	279
FACE Philanthropy	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	0
Humane Education	250.00	250.00	500.00	500.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,500	735
Insurance														
D & O	0.00	0.00	0.00	2,250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,250	2,219
General liability	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	2,100	2,088
Medical	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	26,400	21,866
Pet insurance	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	2,000	147
Worker's compensation	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400	2,294
Total Insurance	3,075.00	2,575.00	2,575.00	4,825.00	2,575.00	2,575.00	2,575.00	2,575.00	2,575.00	4,075.00	2,575.00	2,575.00	35,150	28,614
Marketing and promotion	550.00	550.00	550.00	550.00	550.00	550.00	550.00	550.00	550.00	550.00	550.00	550.00	6,600	6,236
Save-A-Life marketing materials	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400	2,387
Total Marketing and promotion	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	9,000	8,622
Meals and Staff	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	20.00	30.00	200	151
Miscellaneous - MOVE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	6,145
Office and supplies	675.00	675.00	675.00	675.00	675.00	675.00	675.00	675.00	675.00	675.00	675.00	675.00	8,100	8,399
Payroll and related														
Payroll processing	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	2,100	1,766

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total	2016 (PY)
Payroll taxes	1,685.00	1,685.00	1,685.00	1,685.00	1,685.00	1,685.00	1,685.00	1,685.00	1,685.00	1,695.00	1,695.00	1,695.00	20,250	20,253
Salaries and wages	21,000.00	21,000.00	21,000.00	21,100.00	21,100.00	21,100.00	21,100.00	21,100.00	21,100.00	\$21,200	\$21,200	\$21,200	253,200	234,503
Total Payroll and related	22,860.00	22,860.00	22,860.00	22,960.00	22,960.00	22,960.00	22,960.00	22,960.00	22,960.00	23,070.00	23,070.00	23,070.00	275,550	256,522
Postage and delivery	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000	3,116
Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	142
Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	0
Rent	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	3,700.00	44,400	27,669
Repairs and maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	160
Software	750.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,400	2,328
Taxes and filing fees	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,600	2,599
Telephone/Internet	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	5,400	4,924
Travel - Mileage reimbursement	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	3,300	3,025
Tree of Life	300.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,400	1,340
Volunteers	0.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	0.00	500	123
Website	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200	800
Total Operating Expenses	35,010.00	33,835.00	34,050.00	36,650.00	34,950.00	33,900.00	33,900.00	33,925.00	34,000.00	35,510.00	34,665.00	34,105.00	414,500.00	374,872
Total Expenses	\$89,510.00	\$88,435.00	\$88,750.00	\$91,650.00	\$89,650.00	\$88,600.00	\$88,600.00	\$88,975.00	\$89,550.00	\$91,260.00	\$92,915.00	\$89,605.00	\$1,083,500.00	996,870
Net Operating Income	\$69,139.00	-\$49,886.00	-\$28,451.00	\$72,349.00	-\$37,650.00	-\$41,850.00	-\$41,100.00	-\$39,975.00	-\$549.00	-\$36,759.00	\$13,086.00	\$144,146.00	\$16,500.00	86,960

2015	2014	2013
11,915	10,777	12,521
92,361	101,257	72,051
32,569	31,313	29,446
6,473	15,994	0
9,506	22,536	10,530
152,824	181,876	124,549
4,978	2,368	1,552
7,556	8,675	7,588
5,194	3,671	0
68,027	54,663	53,143
38,188	53,950	65,546
123,943	123,327	127,829
10,607	3,032	5,037
11,415	7,695	0
18,585	0	0
35,400	25,361	28,350
2,695	12,929	13,790
4,500	2,125	4,400
16,639	N/A	0
14,809	12,500	12,100
50,025	38,250	49,050
124,067	91,165	107,690
39,150	16,775	16,775
110,137	105,549	71,820
10,168	15,000	26,206
38,497	47,279	10,313
2,500	20,125	22,251
200,452	204,728	147,366
100,266	81,603	101,385
94,000	15,000	33,500
394,718	301,331	282,251

2015	2014	2013
836,159	708,426	647,355
482,569	412,657	333,348
13,981	5,515	0
272	22,395	0
4,200	0	0
5,592	4,828	4,359
6,684	4,317	5,904
1,191	93	0
302	1,396	14,732
8,177	5,806	20,636
3,249	68	91
11,439	4,648	5,720
14,688	4,716	5,811
318	174	571
237	802	928
0	763	2,000
1,623	313	0
174	270	1,138
312	259	483
0	0	5,968
1,257	0	0
2,219	4,856	4,346
1,223	544	1,621
20,664	9,505	7,264
1,665	2,712	1,817
1,807	1,076	1,691
27,578	18,693	16,739
4,978	2,904	3,978
166	976	859
5,144	3,880	4,837
0	121	461
0	11	74
5,166	5,616	7,426
1,894	1,882	1,879

2015	2014	2013
15,320	15,502	13,213
181,844	171,521	154,830
199,058	188,905	169,922
2,773	2,840	2,980
0	0	0
153	948	
13,972	16,250	13,750
0	0	0
1,634	1,383	954
70	85	95
5,717	5,804	5,486
2,903	1,995	1,833
2,109	5,074	970
726	77	507
966	3,474	
286,578	262,451	242,933
801,369	713,652	601,276
34,790	-5,226	46,079

FACE BOARD OF DIRECTORS



CINI GANNON ROBB, Chair/President

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



HOWARD FINKELSTEIN, Vice Chair

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



HEIDI ARAMBULA, Secretary

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



GREGORY BELLMAN, Treasurer

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



LUCIE BERREBY GREENBAUM, Director

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



JOHN HART, DVM, Director

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



WENDY KHENTIGAN, M.D., Director

Wendy A. Khentigan, M.D. is a psychiatrist in private practice in Encinitas since 1994. She graduated from New York Medical College and completed her residency in psychiatry at the University of California San Diego. She is a Distinguished Fellow of the American Psychiatric Association and is board certified by the American Board of Psychiatry and Neurology. She is a long-time supporter of several animal welfare groups. A special interest is the bond between animals and people. She has spoken on the topic of Compassion Fatigue within the animal welfare community.



KEITH RICHTER, DVM, Director

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



TAMMY STEVENSON, DVM, Director

Dr. Tammy L. Stevenson is a Diplomate of the American College of Veterinary Internal Medicine specializing in neurology and neurosurgery. She is proficient in neurosurgery including brain and spinal tumor removal, spinal fracture repair, atlantoaxial luxation fixation, and disc surgery, as well as muscle and nerve biopsies. Dr. Stevenson prides herself on her patient care including proactive pain management and compassionate handling. She is strongly bonded to her patients and clients. She has worked with FACE on countless neurology cases and has personally supported FACE for years.



DORI SLATER VANCE, DVM, Director

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



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

(Choose one) ☒ MINI-

GRANT (Choose one) ☐ REGULAR GRANT

Project Name: JA San Diego JA BizTown Programs at San Marcos Elementary School Date Submitted: 11/1/17	Total # of people served: 30 Total # of San Marcos residents served: 30	Amount Requested: \$1,500
Non-Profit Organization Name and Address, Website Junior Achievement of San Diego County 4756 Mission Gorge Place San Diego, CA 92120 www.jasandiego.org	Contact Person – Name, Title & Phone, email Tara Michener Vice President of Development and Community Relations: 619-906-4902 tmichener@jasandiego.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Junior Achievement of San Diego County (JA San Diego) is requesting \$1,500 to provide 30 students from San Marcos Elementary School the opportunity to participate in one of JA's life-changing in-class curriculum programs; McGrath Family JA BizTown. 100% of the students at San Marcos Elementary School qualify for the Free/Reduced Lunch Program (indicates low income). JA San Diego's BizTown program positively impacts 5th grade student's graduation rates and future success in the workplace by building students' skills, confidence, team work and motivation to succeed. JA's programs enable students to make a connection between what they learn in school and how it can be applied in the real world—these early insights are essential building blocks for future academic and career success and self-sufficiency. For many schools and their students, the JA BizTown experience is one of the highlights of their academic year and career.</p> <p>JA BizTown is a full immersive experience that simulates how the local economy works and provides students the opportunity to imagine their future, become adults for the day and run their own city. The JA BizTown experience starts in the classroom with comprehensive curriculum that includes personal finance, budgeting, career readiness skills, and more. The program naturally builds students' excitement for visiting JA BizTown, where they will assume roles and participate in the economy by working jobs, operating businesses, writing and depositing checks, voting and being productive and responsible citizens.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>This request benefits the San Marcos community by ensuring that youth from at-risk backgrounds—who often do not have access to the same resources and role models as their more economically advantaged counterparts—receive the financial, career and ongoing training they need to lay the groundwork for future economic self-sufficiency and the inspiration they need to stay in school, plan for the future and make responsible financial and career decisions, starting right now. As a result, when students transition to adulthood and are working, they are contributing to the community.</p>		
Please attach the following items. Both Mini-Grant & Regular: 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: a. 1-2 page narrative b. First 2 pages of Federal 990		Expected date project will begin/end: 12/1/2017 Date by which funds will be expended: 6/30/2018 Signature of President or Authorized Officer <i>Marla Black</i> Name, Title Date 11/1/17 Marla Black, President & CEO

<ul style="list-style-type: none"> 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 	<p>Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): mgordon@san-marcos.net</p>
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**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>Volunteer and teacher curriculum at 39% of \$1,500</u>	<u>\$585.00</u>
<u>Volunteer recruitment, matching, scheduling at 22% of \$1,500</u>	<u>\$330.00</u>
<u>Classroom management, volunteer training at 29% of \$1,500</u>	<u>\$435.00</u>
<u>Administrative costs at 10% of \$1,500</u>	<u>\$150.00</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
Total budget for this PROJECT:	<u>\$1500.00</u>

Grant Request Amount: **\$1500.00**
(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

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

Please list any other funding sources for this project.

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

<u>\$5,000</u>	(Name of source) <u>Samuel H. French III & Katherine Weaver French Fund</u>	** (C)
<u>\$2,500</u>	(Name of source) <u>One San Diego</u>	** (C)
<u>\$2,500</u>	(Name of source) <u>Fed Ex Foundation</u>	** (P)
<u>\$30,000</u>	(Name of source) <u>US Bank Foundation</u>	** (C)

**Junior Achievement of San Diego County,
2017-18 FY Budget**

	FP	BizTown	Job Shadow	InClass	CoProg	AfterSchool	MgmtOps	FY 17-18 Amount
Income								
Contributions Received	-	-	312,000	1,246,500	75,000	3,000	-	1,636,500
Contributions - Capital Improvement	250,000	-	-	-	-	-	-	250,000
Capstone Store Lease Income	195,000	387,000	-	-	-	-	-	582,000
Capstone Student Fees	115,000	360,000	-	-	-	-	-	475,000
Capstone Scholarships	125,000	105,000	-	-	-	-	-	230,000
Capstone Contributions	90,000	-	-	-	-	-	-	90,000
Summer Camp Income	-	-	-	-	-	90,000	-	90,000
Adult Learning Student Fees	-	-	-	-	-	24,000	-	24,000
In-Kind Contributions	-	-	-	-	-	-	-	-
Special Events - Non Hosted	-	-	-	20,000	-	-	-	20,000
Special Events (Hosted)	-	-	-	790,500	-	-	-	790,500
Misc Income	-	-	-	-	-	-	-	-
Total Income	775,000	852,000	312,000	2,057,000	75,000	117,000	-	4,188,000

Expense								
Salaries & Wages Expense	284,924	334,633	133,233	697,803	20,810	44,632	232,867	1,748,902
Employee Benefits	117,659	129,856	64,548	335,849	10,832	12,357	103,630	774,731
Contract Services	17,500	15,000	2,500	9,600	2,500	600	171,750	219,450
Program Expense	8,900	56,100	2,700	183,500	-	7,200	108,200	366,600
Supplies	6,200	28,425	-	-	-	-	37,750	72,375
Facilities Expense	52,600	2,000	-	-	-	-	162,970	217,570
Special Events Expense	-	-	-	318,300	-	2,500	-	320,800
Other Operating Expense	31,475	3,170	7,650	14,900	13,900	6,105	184,365	261,565
Total Expense	519,258	569,185	210,631	1,559,951	48,042	73,394	1,001,532	3,981,993

Net Ordinary Income	255,742	282,815	101,369	497,049	26,958	43,606	(1,001,532)	206,007
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Total Other Income							12,000	12,000
Other Expense	197,900	224,780	95,712	500,213	15,312	27,579	(1,058,417)	3,078
Interest Expense	-	-	-	-	-	-	68,885	68,885
Total Other Expense	197,900	224,780	95,712	500,213	15,312	27,579	(989,532)	71,964
Net Income	57,842	58,036	5,657	(3,164)	11,646	16,027	0	146,043



**Junior
Achievement®**
of Type Your Area Here



empowering young people to
own their economic success®

November 14, 2016

To Whom It May Concern:

Please accept this letter as confirmation that Junior Achievement of San Diego County, Inc., EIN 95-1727087, located at 4756 Mission Gorge Place, San Diego, CA 92120, is an area in good standing with Junior Achievement USA®.

According to the Internal Revenue standards, the above area is considered a subordinate organization of Junior Achievement USA and is recognized as a 501(c)(3) organization and entitled to all rights of a 501 (c)(3) organization under group exemption number 1116.

You may also verify Junior Achievement of San Diego County's tax exempt status by going to the following IRS website:

<http://www.irs.gov/Charities-&-Non-Profits/Exempt-Organizations-Business-Master-File-Extract-EO-BMF>

Scroll down to the U.S. map, click on the state of California. Once the excel spreadsheet opens, either scroll down or use the Excel "Find" feature to locate the EIN of "Junior Achievement of San Diego County". You may need to widen the width of column "A" on the spreadsheet for the EIN numbers to read correctly.

Should you wish additional information or have any questions, please call me.

Sincerely,

Timothy Armijo
Chief Financial Officer

Enclosure

CINCINNATI OH 45999-0038

In reply refer to: 0248205449
Nov. 04, 2016 LTR 4167C 0
84-1267604 000000 00

00017240
BODC: TE

JUNIOR ACHIEVEMENT USA
% TIMOTHY ARMIJO
1 EDUCATION WAY
COLORADO SPGS CO 80906-4477



014746

Employer identification number: 84-1267604
Group exemption number: 1116

Dear Taxpayer:

This is in response to your request dated Oct. 26, 2016, for information about your tax-exempt status.

Our records indicate we issued a determination letter to you in January 1994, and you're currently exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also recognized the subordinates on the list you submitted as exempt from federal income tax under IRC Section 501(c)(3).

For federal income tax purposes, donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2016 and 2522.

Please refer to www.irs.gov/charities for information about filing requirements. Specifically, IRC Section 6033(j) provides that, if you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

In addition, each subordinate organization is subject to automatic revocation if it doesn't file a required return or notice for three consecutive years. Subordinate organizations can file required returns or notices individually or as part of a group return.


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

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

0248205449
Nov. 04, 2016 LTR 4167C 0
84-1267604 000000 00
00017241

JUNIOR ACHIEVEMENT USA
% TIMOTHY ARMIJO
1 EDUCATION WAY
COLORADO SPGS CO 80906-4477

Sincerely yours,



Kim A. Billups, Operations Manager
Accounts Management Operations 1

	A	B	C	D	E	F	G
1	EIN	NAME	STREET	CITY	STATE	ZIP	GROUP
2		951727087 JUNIOR ACHIEVEMENT OF SAN DIEGO COUNTY	4756 MISSION GORGE PL	SAN DIEGO	CA	92120-4227	
3							1116
4		GROUP					
5							
6			1116				
7	FOUNDATION	ACTIVITY		AFFILIATION	CLASSIFICATION	RULING	DEDUCTIBILITY
8	15			3	2000	199405	1
9			59566040	ORGANIZATION		ASSET_CD	
10	INCOME CD	FILING REQ_CD		STATUS	TAX PERIOD		
11	6			1	201406	7	
12				PF_FILING_REQ_CD	ASSET_AMT	INCOME_AMT	REVENUE_AMT
13			1	0	7785703	2771042	2561338
14							



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Partner, PriceWaterhouseCoopers LLC

Michael Schleyhahn
President,
San Diego Fluid System Technologies

Drew Schlosberg
*Community & Public Relations
Consultant*,
The San Diego Union-Tribune

Debra Schwartz
President & CEO,
Mission Federal Credit Union

Troy Seelye
Illumina

Angela Shafer-Payne
Vice President, Planning & Operations,
San Diego County Regional
Airport Authority

Alan Spector
Entrepreneur

Susan Steele
Senior Manager, Business Tax Service,
Deloitte Tax LLP

Seth Stein
President, Eastridge Workforce Solutions

Candice Stephens
Area Director/Senior Vice President,
Citibank

David Viereggs
Channel Sales & Marketing Leader,
Intuit


Chad Whitehead
Audit Partner, Ernst & Young LLP

Amy Winhoven
SVP, Head of Strategic Planning, i.d.e.a.



SAN MARCOS COMMUNITY FOUNDATION **Grant Cover Page**

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

Project Name: Summer Camp Date Submitted: 10/12/17	Total # of people served: 1,100 Total # of San Marcos residents served: 28	Amount Requested: \$ 1,500
Non-Profit Organization Name and Address, Website Muscular Dystrophy Association 3760 Convoy St., Ste 112 San Diego, CA 92111		Contact Person – Name, Title & Phone, email Nancy Banuelos Administrative Assistant 858-492-9792 nbanuelos@mdausa.org
<u>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</u> MDA Summer Camp provides thousands of kids with muscular dystrophy and related muscle-debilitating diseases "the best week of the year." At MDA Summer Camp, kids are living beyond limits in a place where anything is possible. Our nearly weeklong summer camp — offered at no charge to families thanks to our supporters who fund the camps — give kids with limited muscle strength and mobility a life-changing experience in an environment without barriers. MDA Summer Camp offers a fun and safe outdoor experience, along with opportunities to engage in a variety of activities such as adaptive sports, arts and crafts, camp dances and much more. In addition to all of the fun and friendship it offers, MDA Summer Camp enables campers to stretch their comfort zones and grow in independence as they spend a week away from home and permit someone other than their parents to provide personal care. Sure, there's an abundance of fun and games at camp, but if you talk to MDA campers, they'll tell you the real benefits come in a much subtler form — the lifelong friendships, the increased self-esteem and confidence, and the chance to spend at least one week of the year in a place where physical disabilities are the norm rather than the exception.		
<u>Briefly describe the significance of your request to the San Marcos community:</u> MDA Summer Camp allows young adults to flourish and grow. They learn at camp that even though they may have a disease that may limit mobility, they are still capable of going out into their community and becoming active members of the community by exploring employment and volunteer opportunities within the community of San Marcos.		
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		Expected date project will begin/end: Date by which funds will be expended: Signature of President or Authorized Officer  Name, Title <div style="text-align: right;">10-12-17 Date</div>

<p>any management letters associated with Audit.</p> <p>d. Signature of President or Authorized Officer on Application</p> <p>e. Optional: letters of support</p>	<p>Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): mgordon@san-marcos.net</p>
---	--

2015 Operating Budget - San Diego

Campaign Gross Income	\$	788,306
Campaign Expense	\$	82,144
Campaign Net Income	\$	706,162
Health Care Services	\$	122,480
Administration	\$	366,107
Total Administration & Health Care Expenses	\$	488,587
Difference	\$	217,575

	DESCRIPTION	Health Care Services
	Office Supplies	400
	Telephone	1,500
	Postage	1,500
	Shipping	250
	Printing, Visual Aids, Etc.	2,000
	Educational Seminars	4,500
	Support Groups	7,500
	Flu Shots	300
	Genetic Test Pompe	1,000
	Therapy	6,000
	Summer Camp	47,730
	Repairs	43,500
	DME Loan Program	6,300
	TOTAL	122,480

	DESCRIPTION	Administration Budget
	Salaries and Payroll Taxes	298,746
	Travel	12,300
	Office Supplies, Rental and Repair	3,500
	Telephone	3,500
	Postage	450
	Shipping	450
	Printing	200
	Building Occupancy	46,961
	TOTAL	366,107

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)

_ \$2,000 to send 1 Child to camp. Goal would be to send 40 San Diego County children in 2018.

This includes room and board for 1 week and activities throughout the week \$ _ 80,000 _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

\$ _

Total budget for this PROJECT: \$ _ 50,000 _

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?

Please list any other funding sources for this project.

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

\$ _ (Name of source) _ **

\$ _ (Name of source) _ **

\$ _ (Name of source) _ **

\$ _ (Name of source) _ **



2017 - 2018
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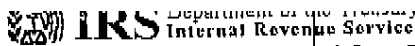
EVP, Chief Financial Officer
Muscular Dystrophy Association, Inc.
Chicago, IL

Eileen Timmins, PhD – ASSISTANT**SECRETARY**

EVP, Chief People Officer
Muscular Dystrophy Association, Inc.
Chicago, IL

Kristine Welker – INTERIM**PRESIDENT**

CEO
Muscular Dystrophy Association, Inc.
Chicago, IL



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

In reply refer to: 4077556534
Mar. 11, 2016 LTR 4168C 0
13-1665552 000000 00

00031255

BODC: TE

MUSCULAR DYSTROPHY ASSOCIATION
% STEPHEN P EVANS VP FINANCE
222 S RIVERSIDE PLAZA STE 1500
CHICAGO IL 60606



04156

Employer ID Number: 13-1665552
Form 990 required: Yes

Dear Taxpayer:

This is in response to your request dated Feb. 23, 2016, regarding your tax-exempt status.

We issued you a determination letter in July 1952, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

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

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

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

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

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

4077556534

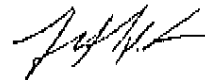
Mar. 11, 2016 LTR 4168C 0

13-1665552 000000 00

00031256

MUSCULAR DYSTROPHY ASSOCIATION
% STEPHEN P EVANS VP FINANCE
222 S RIVERSIDE PLAZA STE 1500
CHICAGO IL 60606

Sincerely yours,



Jeffrey I. Cooper
Director, EO Rulings & Agreement



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Forensic Health Services Date Submitted: October 19, 2017	Total # of people served: Jan-June: 336 Total # of San Marcos residents served: Jan-June: 21	Amount Requested: \$1,000.00
Non-Profit Organization Name and Address, Website Palomar Health Foundation 960 Canterbury Place, Suite 200 Escondido, CA 92025 www.palomarhealth foundation.org EIN: 93-3573154		Contact Person – Name, Title & Phone, email Jaqueline Aranda Grant Manager (760) 739-2198 jaqueline.aranda@palomarhealth.org
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Forensic Health Services (FHS) provides the following services for victims of physical and/or sexual abuse: forensic exams for both adults and children, community workshops to prevent child abuse, recorded interviews with children and developmentally-delayed adults, trauma counseling, and expert testimony in court. Last year, FHS provided services to 466 survivors.</p> <p>Grant funds would be used towards annual programmatic needs like: surgical supplies, pharmaceuticals, first-aid supplies, forensic equipment, and more. Pharmaceuticals needs include: antibiotics, emergency contraception, and local anesthesia.</p> <p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>From January to June of this year, FHS has provided services for 21 San Marcos residents. This year, FHS increased the scope of its services to include forensic exams for children and forensic exams for strangulation victims. Now that we offer more comprehensive services, we will be helping more victims.</p> <p>A grant from the San Marcos Community Foundation will allow FHS to continue being an integral part in San Diego County's fight against sexual and physical violence as well as a crusader for justice on behalf of victims of these crimes.</p>		
<p>Please attach the following items.</p> <p>Both Mini-Grant & Regular:</p> <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 affiliations5. 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		<p>Expected date project will begin/end: 7/17-6/18</p> <p>Date by which funds will be expended: 2/18</p> <p>Signature of President or Authorized Officer</p> <p><u>Jaqueline Aranda,</u> <u>Grant Manager</u> <u>10/19/2017</u> Name, Title Date</p> <p></p> <p>Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): mgordon@san-marcos.net</p>

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

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

<u>Professional Fees</u>	\$ <u>75,200</u>
<u>Supplies</u>	\$ <u>39,360</u>
<u>Community Education Materials</u>	\$ <u>7,000</u>
<u>Purchased Services</u>	\$ <u>7,045</u>
<u>Drugs and Pharmaceuticals</u>	\$ <u>6,432</u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
<u> </u>	\$ <u> </u>
Total budget for this PROJECT:	\$ <u>135,0370</u>

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

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

Please list any other funding sources for this project.

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

\$ <u>18,865</u>	(Name of source) <u>24 Individual Donors</u>	** <u>C</u>
\$ <u>11,350</u>	(Name of source) <u>9 Palomar Health Employees</u>	** <u>C</u>
\$ <u>25,000</u>	(Name of source) <u>Golden Door Spa</u>	** <u>C</u>
\$ <u>10,000</u>	(Name of source) <u>Seth Sprague Foundation</u>	** <u>C</u>

Palomar Health Foundation
FY 2018 Budget Assumptions
Fiscal Year Ending June 30, 2018

	Q1 FY18				Q2 FY18				Q3 FY18				Q4 FY18				
	July	August	September	October	November	December	January	February	March	April	May	June					
FOUNDATION ACTIVITY															FY2018		
Revenue																	
Cash and Pledged Gifts	\$ 200,454	\$ 215,455	\$ 320,454	\$ 345,455	\$ 370,454	\$ 395,455	\$ 110,000	\$ 185,455	\$ 345,454	\$ 320,455	\$ 345,454	\$ 345,455	3,500,000				
Prov for Disc. on Future PP	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000				
Gifts-in-Kind*	1,903,773	22,641	22,641	22,641	22,641	22,641	3,775	3,775	3,775	3,775	3,775	3,775	2,039,627				
Planned Gifts	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000				
Investments	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000				
Other Revenue	15	15	15	15	15	15	15	15	15	15	15	15	180				
Total Revenue	2,109,492	243,361	348,360	373,361	398,360	423,361	119,040	194,495	354,494	329,495	354,494	354,495	5,602,807				
\$0 PG Gifts (Bequests, Life In accounting for Fundraising Goal	-	-	1,000,000	100,000	200,000	75,000	-	500,000	75,000	75,000	30,000	50,000	2,105,000				
													7,707,807				
Expenses																	
Salaries & Benefits	139,546	139,546	139,546	139,546	139,546	139,546	139,546	139,546	139,546	139,546	139,546	139,546	1,674,556				
Professional Fees	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	102,850				
Purchased Services	13,392	13,392	13,392	13,392	13,392	13,392	13,392	13,392	13,392	13,392	13,392	13,392	160,700				
Advertising & Promotion	6,023	6,023	6,023	6,023	6,023	6,023	6,023	6,023	6,023	6,023	6,023	6,023	72,275				
Office & Project Expenses	15,517	15,517	15,517	15,517	15,517	15,517	15,517	15,517	15,517	15,517	15,517	15,517	186,200				
Information Technology	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	28,300				
Occupancy & Equipment	12,425	12,425	12,425	12,425	12,425	12,425	12,425	12,425	12,425	12,425	12,425	12,425	149,100				
Travel	725	725	725	725	725	725	725	725	725	725	725	725	8,700				
Business Expense	5,050	5,050	5,050	5,050	5,050	5,050	5,050	5,050	5,050	5,050	5,050	5,050	60,600				
Other Direct	1,025	1,025	1,025	1,025	1,025	1,025	1,025	1,025	1,025	1,025	1,025	1,025	12,300				
Total Expenses	204,632	204,632	204,632	204,632	204,632	204,632	204,632	204,632	204,632	204,632	204,632	204,632	2,455,581				
OPERATIONAL SURPLUS/(DEFI															\$ 3,147,226		
NET SURPLUS/(DEFICIT)	\$ 1,904,861	\$ 38,729	\$ 143,728	\$ 168,729	\$ 193,728	\$ 218,729	\$ (85,592)	\$ (10,137)	\$ 149,862	\$ 124,863	\$ 149,862	\$ 149,863	\$ 3,147,226				

* One-time property gift of \$1.9M



Department of the Treasury
Internal Revenue Service

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

In reply refer to: 4077583720
June 27, 2016 LTR 4168C 0
93-3573154 000000 00

00029958

BODC: TE

PALOMAR HEALTH FOUNDATION
960 CANTERBURY PLACE STE 200
ESCONDIDO CA 92025



027784

Employer ID Number: 93-3573154
Form 990 required: Yes

Dear Taxpayer:

This is in response to your request dated June 01, 2016, regarding your tax-exempt status.

We issued you a determination letter in January 1987, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

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

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

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

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

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



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

Entity Status Letter

Date: 1/2/2014

ESL ID: 3031679229

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

Entity ID: 1026248

Entity Name: PALOMAR HEALTH FOUNDATION

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

The above information does not necessarily reflect:

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

Internet and Telephone Assistance

Website: ftb.ca.gov

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

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Larson & Solecki
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StemProtein
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The Rotary Foundation
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Kevin Harkenrider
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Senior Vice President - Broadband Services

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Owner

Tishmall Turner
California State University San Marcos
Tribal Liaison
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Robert A. Hemker
Palomar Health
President and CEO

Jean Larsen
Palomar Health Foundation
President and Chief Philanthropy Officer



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Mission Hills Link Crew Date Submitted: 11/1/17	Total # of people served: 150 Total # of San Marcos residents served: Over 800 (720 Freshman, 150 Link Leaders plus families)	Amount Requested: \$1500						
Non-Profit Organization Name and Address, Website Mission Hills High School Link Crew 1 Mission Hills Ct. San Marcos, CA 92069 http://www.smusd.org/Domain/1964	Contact Person – Name, Title & Phone, email Krista Horrigan Teacher/Link Crew Coordinator w.760-290-2700 ext. 3375 c. 760-579-1819 Krista.Horrigan@smusd.org							
<p><u>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</u></p> <p>Link Crew is a high school transition program that welcomes freshmen and makes them feel comfortable as they start their high school experience. Built on the belief that students can help students succeed, Link Crew is a proven high school transition program that trains juniors and seniors to be Link Crew Leaders. As positive role models, Link Crew Leaders are mentors and student leaders who guide freshmen to discover what it takes to be successful during the transition to high school and help facilitate freshmen success.</p> <p>Link leaders attend leadership conferences to help support them become better mentors and they coordinate social and academic follow-ups with freshman after August's Freshman Orientation. Leaders have volunteered at school to help parents at back-to-school night and they also volunteer around the community. One of the ways we like to show our pride, is by wearing brightly colored t-shirts representing Link Crew. We want freshman to see a Link leader in their shirt and know they can feel comfortable and safe approaching them for help. Students who have the desire to be a leader on campus are also the ones who are volunteering to make our community a better place.</p>								
<p><u>Briefly describe the significance of your request to the San Marcos community:</u></p> <p>The goal of Link Crew is to help "link" freshman to their school and show them that they have a place in high school. High School can be a scary place for hundreds of kids, and when a high school student is caught up in a gang-related death, or commits suicide, Link leaders talk about ways they can seek out kids who are hurting or feeling lost. Link Crew students are the ones who want to stand out as a leader, helper, mentor, and friend. Through funding support to purchase Link Crew shirts, more positivity will be spread through the community. We hope to help all kids transition more smoothly into high school, feel like Mission Hills is their home, and most importantly, let them know that someone cares about them.</p> <p>The San Marcos Community Foundation's grant will allow Link Crew to focus freshman follow ups on social and academic meetings since the majority of our budget goes towards buying t-shirts. 60% of Mission Hills students qualify for free and reduced lunches; most students are unable to purchase a shirt. By providing them with a shirt, they are able to unite with other leaders and form bonds which help build the program and in return, makes our community stronger.</p>								
<p>Expected date project will begin/end: begin: 12/1/17 end: 5/1/18</p> <p>Date by which funds will be expended: 5/1/18</p>								
<p>Signature of President or Authorized Officer</p> <table style="width: 100%;"><tr><td style="width: 60%;">Krista Horrigan, Coordinator</td><td style="width: 40%;">11/1/17</td></tr><tr><td>_____</td><td>_____</td></tr><tr><td>Name, Title</td><td>Date</td></tr></table>			Krista Horrigan, Coordinator	11/1/17	_____	_____	Name, Title	Date
Krista Horrigan, Coordinator	11/1/17							
_____	_____							
Name, Title	Date							

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)

150 T-shirts at \$10 each including tax	\$ 1500
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$

Total budget for this PROJECT:

\$1500

Grant Request Amount:

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

\$1500

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).

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

<p>Mission Hills Link Crew Annual Operating Budget: \$1000 (Our budget went from \$3000 in 2016 to \$1000 in 2017)</p>	<p>Federal & State Tax ID numbers 95-2939465 For further questions regarding tax documentation, please contact Jolene.Clark@smusd.org, finance officer at Mission Hills High School</p>
<p>San Marcos Unified Governing Board of Directors: Janet McClean Jay Petrek Pam Lindamood Randy Walton Stacy Carlson</p>	

Link Crew Statistics For over 19 years Link Crew has been making an impact at high schools across the nation; following are some examples of the many positive changes schools have experienced because of Link Crew.

Southwest High School, Green Bay, Wisconsin

- 38% reduction in freshman truancy
- 25% reduction in freshman who earned F's
- First semester freshman absences: the year before Link Crew, 144 after two years with Link Crew, 41

Yerington High School, Yerington, N Yerington High School, Yerington, Nevada

- 45% reduction in freshman teacher referrals after one year
- 50% reduction in freshman suspensions after one year
- 32% reduction in freshman failure after one year

David Douglas High School, Portland, Oregon

- 71% reduction in freshman disciplinary referrals
- 48% reduction in freshman absences

Dodgeland High School, Juneau, Wisconsin

- 13% reduction in freshman failure

Cathedral City High School, Cathedral City, California

- 58% reduction in freshman referrals

Apollo High School, Arizona

- 50% reduction in freshman truancy

Orono High School, Minnesota

- 45% reduction in freshman cigarette use
- 78% reduction in freshman male alcohol use

Henry Sibley High School, MN

- 50% reduction in freshmen failures

Atwater High School, CA

- 30% reduction in freshmen failures
- 15% reduction in freshmen absences within the first semester

Golden Valley High School, CA

- 72% Reduction in freshmen tardies
- 23% Reduction in freshmen fights

Rialto High School, Rialto, CA

In the first semester there was a...

- 75 % decrease in freshman absences
- 53% decrease in freshman suspensions

After one year there was a...

- 75% increase in freshman attendance

North Farmington High School, Farmington Hills, Michigan

- 38% reduction in freshman Saturday School detentions
- 30% reduction in unexcused freshman absences
- 24% reduction in overall freshman referrals
- 19% reduction in freshmen who earned Fs

North High School, North St. Paul, Minnesota

- 46% reduction in freshman failures
- 50% reduction in discipline referrals

Shawnee Mission East High School, Shawnee Mission, Kansas

- 96% reduction in discipline referrals

Foothill Technology High School, Ventura, California

- 12% increase in Renaissance

Academic Recognition Amphi High School, Tucson, Arizona

- 37% reduction in freshman failures

Lindbergh High School, St. Louis, MO

- 28% reduction in freshman D's and F's
- 18% reduction in freshman tardies

North High School, North St. Paul, Minnesota

- 46% reduction in freshman failures
- 50% reduction in discipline referrals • 78% freshmen surveyed:
Link Crew made them feel more comfortable in high school

Washington High School, Washington, Missouri

- 50% reduction in freshman suspensions

Governor Livingston High School, Berkeley Heights, New Jersey

- 29% reduction in discipline referrals

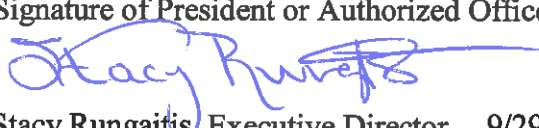
Gilroy High School, Gilroy, CA

- 73% reduction in freshman tardies
- 48% reduction in discipline referrals

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"> 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: <ol style="list-style-type: none"> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support 		Expected date project will begin/end: 1/02/2018 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: **\$ 10,000.00**
(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

Is this a challenge grant? NO

Could it be?

Please list any other funding sources for this project.

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

\$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

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Owner, War Horse
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Valley Center, CA

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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

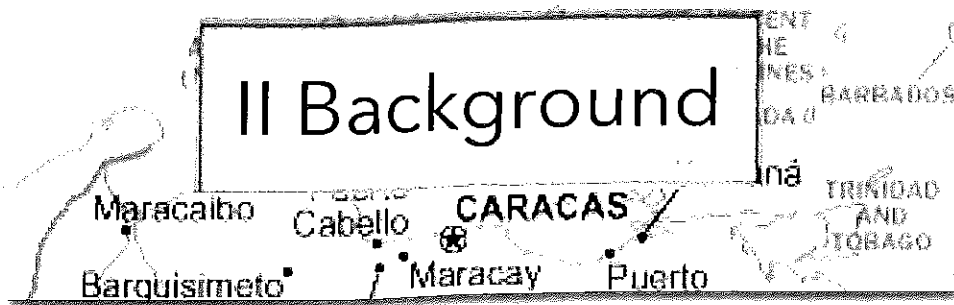
- Continue the implementation and expansion of the program in the San Marcos Unified School District Title I Elementary Schools modeled after the "El Sistema" program currently conducted in over 90 school districts in the United States.

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.

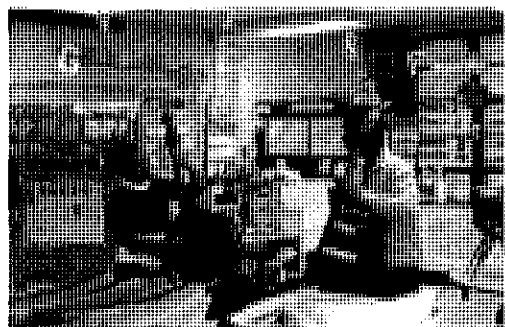
For a visual overview please google "El Sistema" 60 Minutes segment.

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

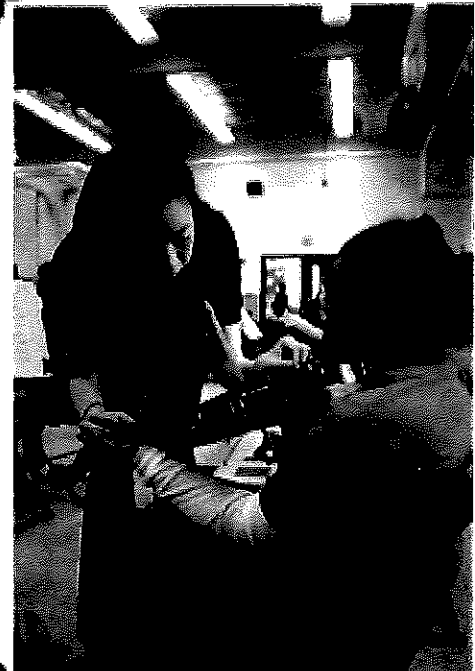
Direct, coordinate and oversee all activities required to develop and implement the program, including instructor recruitment/selection, marketing, student/instructor administration, and liaison with all involved parties.

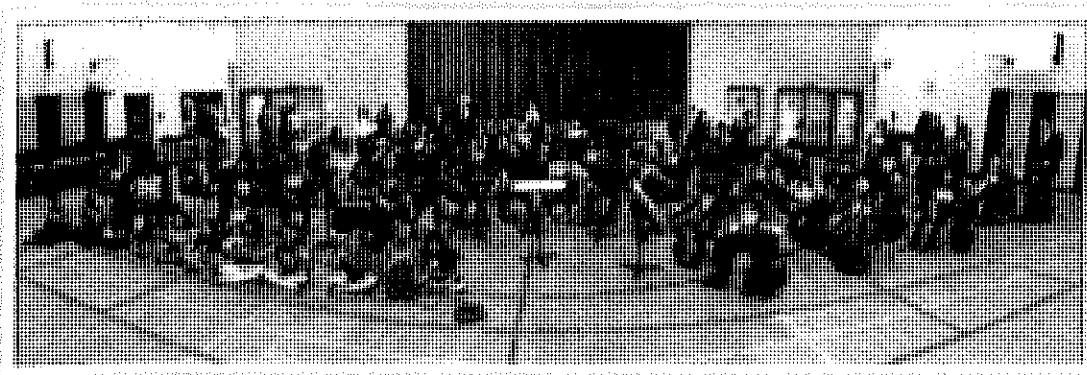
Instructors

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

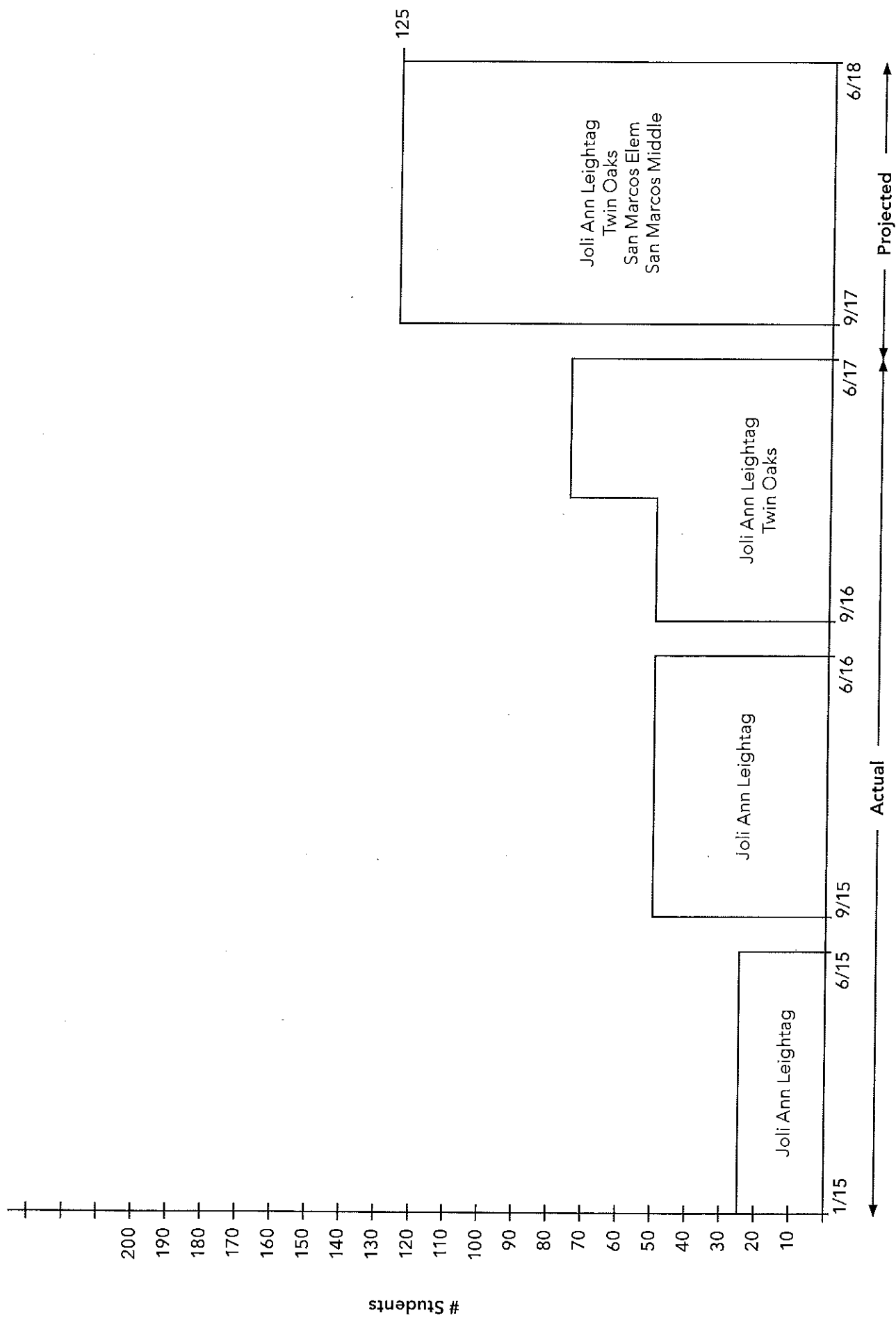
Cellos: \$900

Instrument Repair/Tuning: 10% of Cost/Annual

Music Books: \$10

Music Stands: \$35

VII FORTISSIMO PROGRAM PERFORMANCE HISTORY





October 2017

To Whom This May Concern:

It is with great pleasure that I show my support of the Fortissimo! strings program in San Marcos. Since the planning stages of their program, founder Carole Beeson has been in consistent communication with us at the San Diego Youth Symphony and Conservatory. She and her Teaching Artists have met with and been advised by our team to learn how we established our community programs. I am always impressed by the passion expressed for providing an orchestral program to students who do not have access to instrumental music in their neighborhood. It is Fortissimo's vision to enhance the work of the San Marcos Unified School District in order that all elementary schools will offer instrumental music to their students.

The program began in January 2015 at one Title One elementary school with high percentages of English learners and low income students. It serves students primarily in 3-6th grade now, who receive instruction at their own neighborhood school twice per week afterschool. In 2016, six Fortissimo musicians joined our San Diego Youth Symphony Conservatory Programs that rehearse in Balboa Park. These students studied music for an additional two hours each weekend with peers from all over San Diego County. This was a new opportunity for these young musicians and their families, and Ms. Beeson did a fantastic job of helping bridge them to our organization through consistent communication with both our program staff and her students' families. Playing with other musicians outside of the Fortissimo program allowed for the students to be challenged and grow in new ways.

Carole Beeson continues to seek guidance and she keeps SDYS up to date on their progress. The school district Visual and Performing Arts Director, Matthew Armstrong has acknowledged Fortissimo's work accelerated support for the district's reinstatement of elementary school music education. Fortissimo has garnered local support from organizations, music educators, businesses and individuals. It has solid partnerships and is having far-reaching impact.

I know you receive many requests for funding and it's very difficult to choose among worthwhile programs. Based on the local support, District commitment, work that has been achieved in developing their model, and tenacity of the individuals leading the effort, I can attest that the Fortissimo program is a solid investment in music education and students.

Please contact me if I can provide further information.

Yours truly,

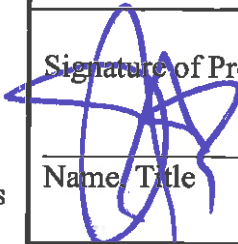
A handwritten signature in black ink that reads "Dalouge". The signature is fluid and cursive, with a long horizontal line extending from the end.

Dalouge Smith
President and CEO



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
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	
<u>Briefly</u> 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.		
<u>Briefly</u> 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 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 (\$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>
--	------------------------

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

	Proposed '17-'18 Budget
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	8,175,000.00
Gross Profit	8,175,000.00
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	8,175,000.00
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)

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

▶ Information about Form 990 and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047

2015

Open to Public Inspection

A For the 2015 calendar year, or tax year beginning **JUL 1, 2015** and ending **JUN 30, 2016****B** Check if applicable:

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

C Name of organization**JACOBS & CUSHMAN SAN DIEGO FOOD BANK**

Doing business as

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

9850 DISTRIBUTION AVENUE

Room/suite

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

SAN DIEGO, CA 92121**F** 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 returnfor 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.					
b Net unrelated business taxable income from Form 990-T, line 34	7b	0.					
		Prior Year	Current Year				
8 Contributions and grants (Part VIII, line 1h)		32,776,410.		33,390,759.			
9 Program service revenue (Part VIII, line 2g)		0.		468,464.			
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		8,189.		-7,023.			
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		142,172.		242,632.			
12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		32,926,771.		34,094,832.			
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		0.		0.			
14 Benefits paid to or for members (Part IX, column (A), line 4)		0.		0.			
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		2,692,541.		3,008,710.			
16a Professional fundraising fees (Part IX, column (A), line 11e)		0.		0.			
b Total fundraising expenses (Part IX, column (D), line 25) ▶	1,638,376.						
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24a)		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.			
		Beginning of Current Year	End of Year				
20 Total assets (Part X, line 16)		19,465,196.		21,467,514.			
21 Total liabilities (Part X, line 26)		565,386.		500,617.			
22 Net assets or fund balances. Subtract line 21 from line 20		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 Preparer Use Only

Print/Type preparer's name

RICHARD HOTZ

Preparer's signature

Date

12/08/16Check if self-employed ☐

PTIN

P00452784Firm's name ▶ **CONSIDINE & CONSIDINE**Firm's EIN ▶ **95-2694444**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	
<p><u>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</u></p> <p>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.</p>		
<p><u>Briefly describe the significance of your request to the San Marcos community:</u></p> <p>Participating students with this project will:</p> <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. <p>This project will affect the San Marcos community by improving youth academic achievement, behavioral health and character development.</p>		
<p>Please attach the following items.</p> <p>Both Mini-Grant & Regular:</p> <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 <p>5. Regular Grants Only:</p> <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	<p>Expected date project will begin/end: January '18</p> <p>Date by which funds will be expended: July '18</p> <p>Signature of President or Authorized Officer</p> <div style="text-align: center; margin-top: 20px;"> _____ Director of Development_ 10/4/17_ Name, TitleDate</div>	
<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>		



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

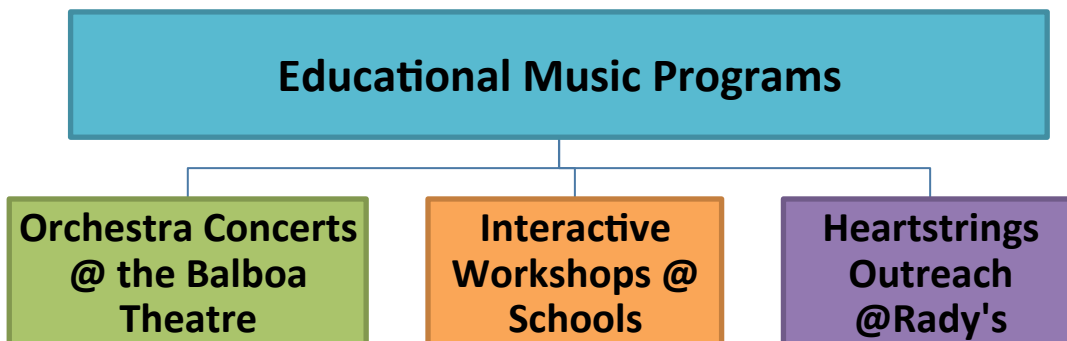


ORGANIZATION AND MISSION

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

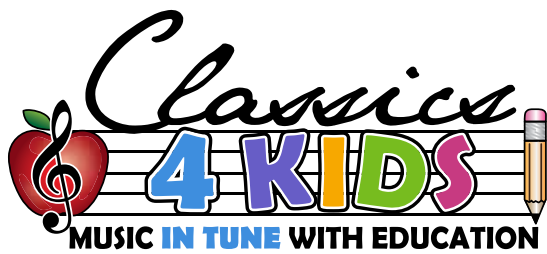


“The hands on portion and hand-outs were great! The ideas were easy to implement and the kids loved the experience! The kids now know that music is another form of expressing feelings and some children can use that as their learning tools. I would absolutely participate in the program next year! ”

-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

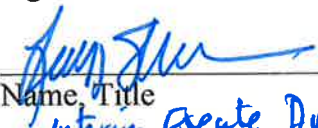
- 45 minute sessions for grades K-5
- Recommended cap of 125 students per assembly
- Workshop price is \$450 per session
- Aligned with State VAPA & Common Core Standards
- Creative thinking, cultural awareness & problem solving skills



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	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>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.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>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.</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 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 <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: center;">  Name, Title Interim Executive Director </div> <div style="text-align: center;"> 10/2/17 Date </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)

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?	Could it be?
No	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	<u>630,201</u>
Total Income	<u>2,925,379</u>

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	<u>69,485</u>
Total Expense	<u>2,849,684</u>

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

(1) - Resale Stores - P & L

Revenues	\$1,304,215
Expenses	<u>984,587</u>
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.

Robert Lute
Robert Lute, Manager
Exempt Organization Section

*This exemption effective November 26, 1979.

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

Total # of San Marcos
residents served: 11

Requested: \$8,400.00

Date Submitted: 10/4/2017

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.

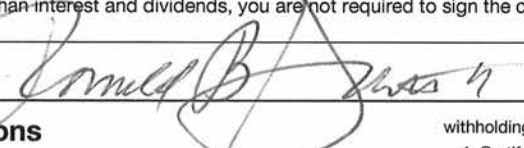
Social security number								
				-				
Employer identification number								
7	5	-	3	0	4	7	0	2

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

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Council for Supplier Diversity

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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, October 11, 2017 – 6:00 PM

San Marcos Conference Room, 1 Civic Center Drive

CALL TO ORDER

Board President Lukoff called the meeting to order at 6:06 p.m.

ROLL CALL

PRESENT: BOARD MEMBERS: LUKOFF, 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 proposal from Community Resource Center to help fund the annual holiday baskets program that provides a free shopping experience to low income households who are at risk of homelessness, hunger or are in crisis; a proposal from Friends of Richland to fund a MakerSpace Lab to hold STEAM (science, technology, engineering, arts and mathematics) supplies and strengthen the STEAM experience at Richland Elementary; and the proposal from Coastal Roots Farm 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.

BOARD MEMBER WILLIAMS MOVED TO AWARD \$1,500 TO COMMUNITY RESOURCE CENTER; \$250 TO FRIENDS OF RICHLAND; AND \$1,500 TO COASTAL ROOTS FARM. SECONDED BY BOARD MEMBER NUTTALL. MOTION PASSED BY UNANIMOUS VOICE VOTE.

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

3. REGULAR GRANT APPLICATION PROPOSALS

Board members discussed the proposals. Board member Nuttall will contact Palomar College Foundation to find out how students qualify for the Hungry for Knowledge Program and how do they staff and manage the program. He will also contact Council for Supplier Diversity to find out more about the Young Entrepreneur Academy.

The application from the San Diego Food Bank indicates that the total number of San Marcos residents the Produce for North County Program will serve is 50,000. Today staff received clarification from the San Diego Food Bank; the program will serve 3,579 San Marcos residents.

Board member Williams said she will contact the San Diego Food Bank to ask where they purchase the food. She will also contact Community Resource Center to find out more about their proposal, the demographics they serve, where services are provided and if they refer clients to other nonprofits.

Board members indicated they would recommend funding the proposal from Kid's College for the Fortissimo Orchestral Music Program for San Marcos Title 1 elementary schools and the proposal from Fraternity House to help fund its Project MEND program which connects its residents to programs, services and activities outside the facility.

CONSENT CALENDAR

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

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

4. WAIVER OF TEXT – Waived

5. APPROVAL OF MINUTES – Approved - SMCF Grant Funding Committee Meeting minutes of August 9, 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, November 8, 2017. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, November 21, 2017.

8. **MISCELLANEOUS**

9. **ADJOURNMENT**

MOVED BY BOARD MEMBER NUTTALL AND SECONDED BY BOARD MEMBER WILLIAMS TO ADJOURN THE MEETING AT 7:00 PM. MOTION PASSED BY UNANIMOUS VOICE VOTE.

Colleen Lukoff, Board President

ATTEST:

Michael Gordon, Recording Secretary