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## **SAN MARCOS COMMUNITY FOUNDATION BOARD MEETING AGENDA**

**Wednesday, December 13, 2017 – 6:00 PM**

**San Marcos Room, 1 Civic Center Drive**

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**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**

### **NEW BUSINESS**

#### **1. PRESIDENT'S REPORT**

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

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

#### **2. FUND STATEMENT AND INVESTMENT UPDATE**

*Recommendation: **NOTE & FILE***

3. **SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- (a) Fall Quarter Funding Recommendation Worksheet
- (b) Regular/Mini Grant Funding History Fiscal Year 2017/2018
- (c) Resolution 2017-05 – Fall Quarter Grants

*Recommendation:* **CONSIDER/APPROVE**

**OLD BUSINESS**

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

- 30th Anniversary event
- Other outreach opportunities

*Recommendation:* **DISCUSS/APPROVE**

**CONSENT CALENDAR**

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

*Recommendation:* **WAIVE**

6. **APPROVAL OF MINUTES** SMCF Board Meeting August 15, 2017.

*Recommendation:* **CONSIDER/APPROVE**

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

**ITEMS FOR THE GOOD OF THE ORDER**

8. **MISCELLANEOUS**

- (a) Board vacancies application reminder – closes December 14, 2017.
- (b) Selection of next quarter's Grant Funding Committee (Wednesday, January 10, 2018)

9. **ADJOURNMENT**

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

I, Michael Gordon, hereby certify that I caused the posting of this Agenda on the bulletin board located at the north entrance to City Hall on Friday, December 8, 2017 at 5:00 pm.

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Michael Gordon, Recording Secretary – SMCF



# City of San Marcos

Quarter 1 FY 2017-2018

*July 1, 2017 to September 30, 2017*

# Quarter 1 Summary



**423 calls from San Marcos clients**



**806 needs presented**

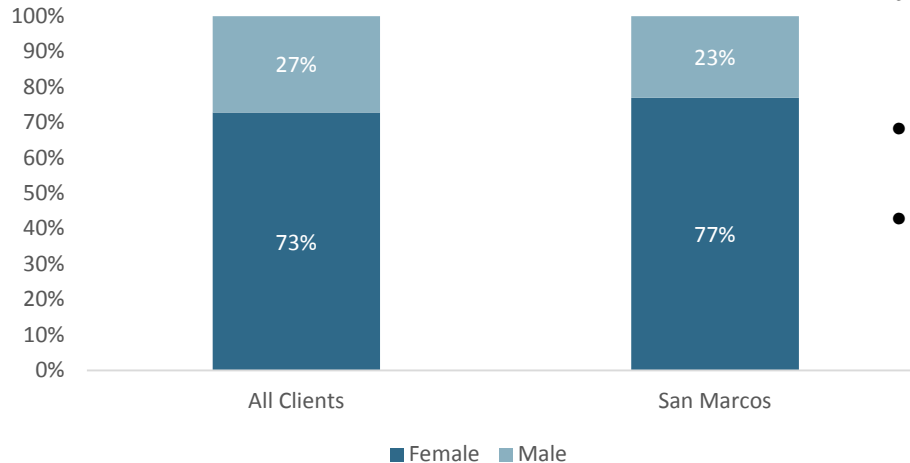


**506 referrals provided**

- In Quarter 1, July 1, 2017 through September 30, 2017, 2-1-1 San Diego helped 423 clients who resided in San Marcos (zip codes 92069, 92078, 92079, or 92096).
- These clients presented 806 needs, which resulted in 506 referrals to services to address these needs.

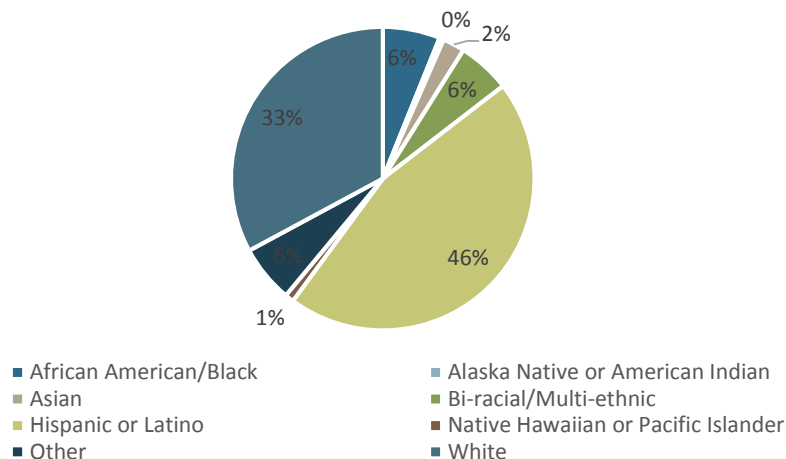
# The majority of San Marcos clients are female

Gender

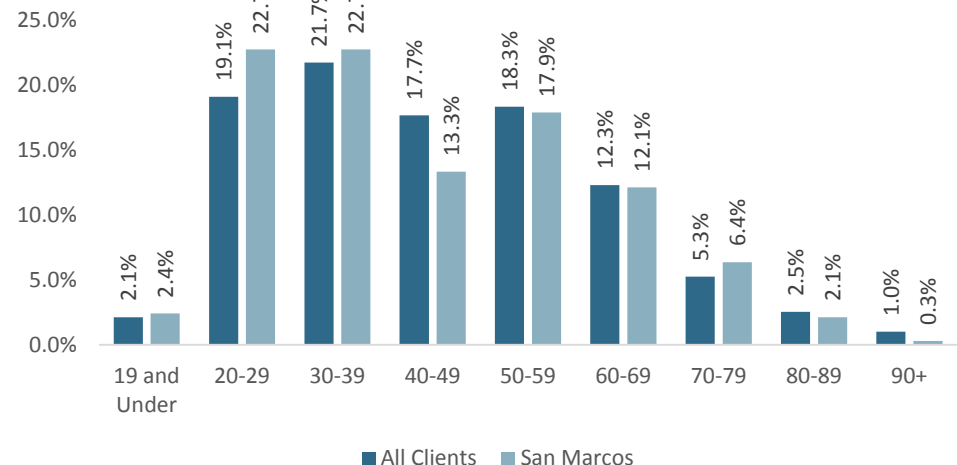


- 77% of clients who called from San Marcos are **women**, which is higher than the total population of 2-1-1 clients (73%).
- Clients from San Marcos represent roughly the same age groups as the total population of 2-1-1 clients.
- Nearly half (46%) of the clients from San Marcos are **Hispanic or Latino**, which is higher than the total population of 2-1-1 clients (39%). Additionally, only 6% of the San Marcos clients are Black/African American, which is much lower than the total population of 2-1-1 clients (16%).

Race/Ethnicity of San Marcos Clients

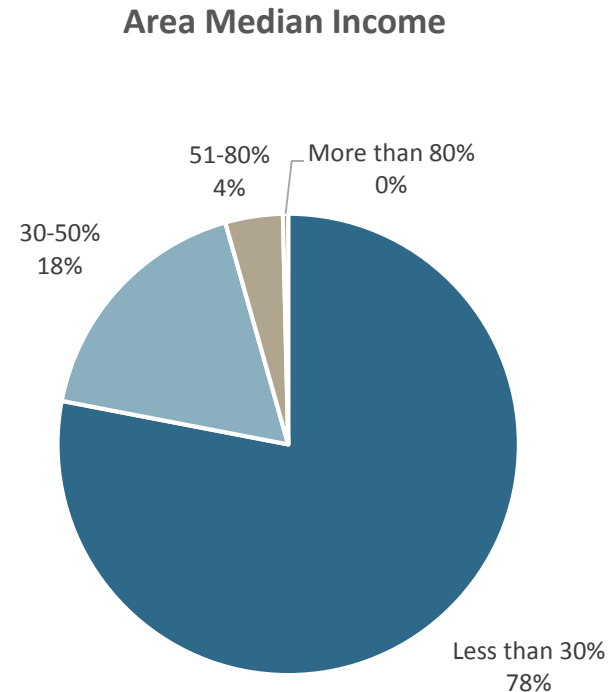


Age Group



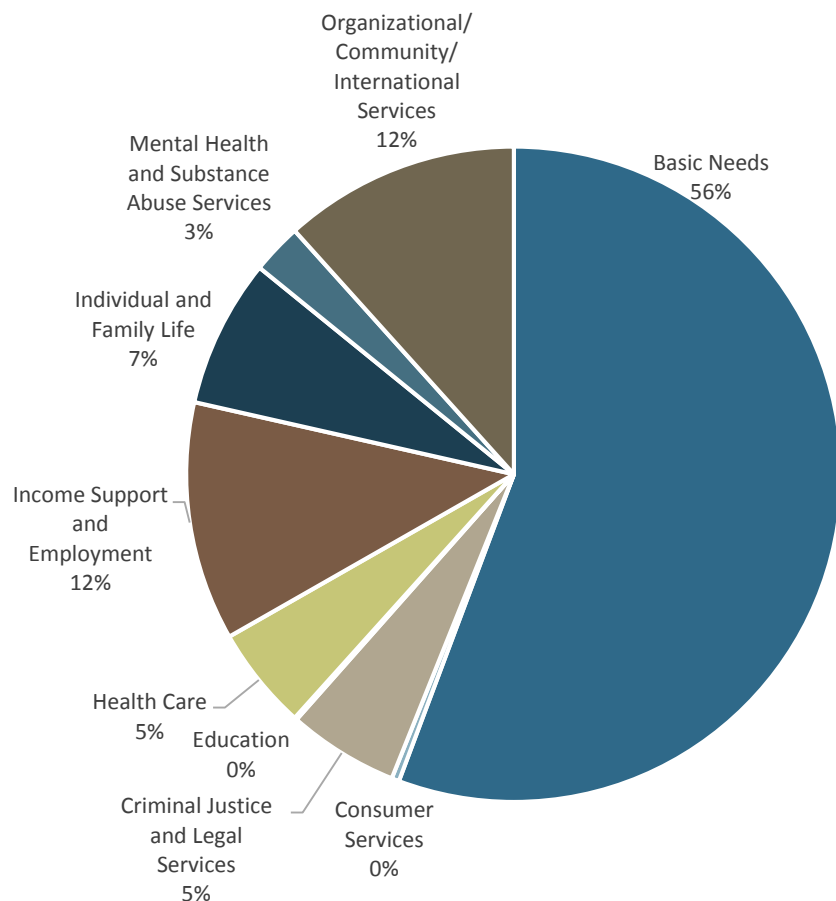
# San Marcos clients show incomes much lower than the Area Median Income

- Of those who disclosed their annual household income, the majority of clients from San Marcos have incomes that place them at less than 30% of the Area Median Income (AMI).
- In total for Quarter 1, there were **421 clients with low to moderate incomes** (under 80% of AMI), or whose referrals indicated they were low income.



# Basic needs are most common need presented

## Overview of First Level Needs



## Second Level Needs for Top 3 First Level Needs

First and Second Level Needs	Percent of First Level Need
<strong>Basic Needs</strong>	<strong>100%</strong>
Utilities	52%
Housing/Shelter	40%
Food	8%
Transportation	0%
Material Goods	0%
<strong>Income Support and Employment</strong>	<strong>100%</strong>
Public Assistance Programs	75%
Employment	13%
Temporary Financial Assistance	11%
Social Insurance Programs	2%
<strong>Organizational/ Community/ International Services</strong>	<strong>100%</strong>
Information Services	94%
Community Groups and Government/Administrative Offices	4%
Community Economic Development and Finance	1%
Donor Services	1%



# San Marcos clients received about 500 referrals this quarter

## Top 10 Service Referrals

Referral Name	# of Referrals
Home Energy Bill Assistance Program, San Diego Office, Campesinos Unidos Inc of San Diego	56
Neighbor to Neighbor, Escondido, Salvation Army, Sierra Del Mar Division (Headquarters)	47
Enrollment and Navigation Services, 2-1-1 San Diego	44
ACCESS Customer Service Center Self Service, Self Sufficiency Programs, Health and Human Services Agency, County of San Diego	21
County of San Diego Housing Resource Directory, Housing and Community Development Services, County of San Diego	14
ESG Rapid Re-Housing, Interfaith Community Services	13
Rent Payment Assistance, Brother Benno Foundation	11
GoSection8, GoSection8	11
Modest Needs Foundation, Modest Needs Foundation	10
California Alternate Rates for Energy (CARE) Program, San Diego Gas and Electric Company, Customer Services	8

# YTD Summary

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Clients	423				423
Low Income	421				421
Needs	806				806
Referrals	506				506

Note: In August 2017, 211 San Diego began using a new Client Record Management tool to collect data.



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San Diego, CA 92123  
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DATE: November 7, 2017

DELIVER TO: Laura Rocha, Marina Crandall and Michael Gordon

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

FROM: JCF Finance Department

# OF PAGES: 3, including cover

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

MESSAGE: Fund Activity Reports for October 2017

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

San Marcos Community Foundation

Beginning Balance:

1,246,405.01

Apply Date	Descr.	Expense/DR	Income/CR
10/31/2017	Interest	0.00	611.35
10/31/2017	Dividends	0.00	59.93
10/31/2017	Realized Gain	0.00	114.76
10/31/2017	UnRealized Gain	0.00	5,923.05
10/31/2017	UnRealized Gain	0.00	6,543.88
10/31/2017	Custodial Fee	55.83	0.00
10/31/2017	Consultant Fee	45.11	0.00
10/31/2017	Foundation Fee	466.31	0.00
		567.25	13,252.97

San Marcos Community Foundation

Ending Balance:

1,259,090.73

S.M. Community Found - Now & Forever

Beginning Balance:

4,708.10

Apply Date Descr.	Expense/DR	Income/CR
-----	-----	-----
10/31/2017 Interest	0.00	3.69
10/31/2017 Dividends	0.00	0.23
10/31/2017 Realized Gain	0.00	0.20
10/31/2017 UnRealized Gain	0.00	44.58
10/31/2017 Custodial Fee	0.24	0.00
10/31/2017 Consultant Fee	0.17	0.00
10/31/2017 Foundation Fee	1.76	0.00
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	2.17	48.70

S.M. Community Found - Now & Forever

Ending Balance:

4,754.63

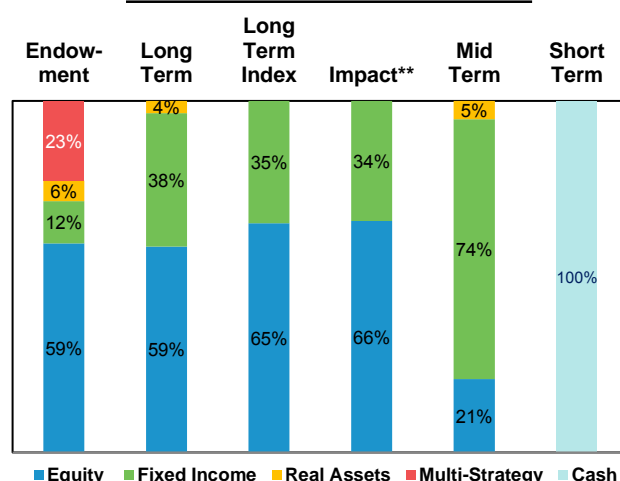
## Market Update

- **Stock markets continued their strong performance of 2017 in the quarter.** Most developed market equity indices were up in the 4% to 6% range. Emerging markets were up more, returning about 8%. Foreign markets benefited from strong local market returns as well as currency appreciation.
- **Bonds posted positive returns in the quarter.** Global bond markets beat the U.S. bond markets by about a percentage point. The Fed held interest rates steady over the quarter, choosing instead to begin the process of balance sheet reduction.
- **Commodity prices turned up in the quarter,** bouncing back after two down quarters. The turnaround was led by gains in prices of industrial metals and energy commodities.

## Pool Asset Allocation & Performance Summary

- **Endowment Pool: Up 3.6% in the quarter**  
The nearly 60% allocation to equities drove performance, helped further by real assets' positive performance. The allocations to fixed income and multi-strategy were both positive in the quarter.
- **Long Term Pool: Up 3.4% in the quarter**  
All asset classes had positive returns in the quarter, led by equities which drove portfolio performance. The higher allocation to fixed income, and corresponding lack of multi-strategy, caused underperformance in comparison to the Endowment Pool.
- **Long Term Index Pool: Up 3.6% in the quarter**  
This pool's performance was in line with its benchmark.
- **Impact Pool: Up 1.0% in Aug. to Sep.**  
The pool began investing in August, and was up 1%.
- **Mid Term Pool: Up 1.5% in the quarter**  
This pool's high allocation to bonds led to performance in line with bond markets, but underperformed pools with higher equity allocations.

**Pool Asset Allocation as of 9/30/17\***



\*Totals may not sum perfectly due to rounding.

## Performance Detail

JCFSD Pools:	Past 3 Months	Cal. YTD	Fiscal YTD	1 Year	3 Years*	5 Years*	Since Inception*	Incep.
Endowment	3.6	12.2	3.6	12.2	5.7	6.7	5.8	7/2008
Long Term	3.4	12.5	3.4	12.2	5.6	6.7	6.5	7/2003
Long Term Index	3.6	12.4	3.6	12.0	6.2	--	5.1	7/2014
Impact**	--	--	--	--	--	--	1.0	8/2017
Mid Term	1.5	5.9	1.5	4.4	2.9	3.0	5.0	7/2003
Short Term	0.1	0.4	0.1	0.5	0.4	0.3	1.4	7/2003
<b>Market Indices:</b>								
S&P 500	4.5	14.2	4.5	18.6	10.8	14.2	--	--
Russell 2000	5.7	10.9	5.7	20.7	12.2	13.8	--	--
MSCI EAFE	5.4	20.0	5.4	19.1	5.0	8.4	--	--
MSCI Emerging Mkts.	7.9	27.8	7.9	22.5	4.9	4.0	--	--
BBG Bar. U.S. Agg.	0.8	3.1	0.8	0.1	2.7	2.1	--	--
BBG Bar. Global Agg.	1.8	6.3	1.8	-1.3	1.3	0.5	--	--

All performance is net of (after) investment management fees. \*Annualized for periods longer than one year.

\*\* Impact Investing Pool only contains two full months of performance and thus Since Inception is the only applicable time period.

Please access your fund on our website in approximately two weeks to find additional performance, analysis and commentary which includes pool performance compared to benchmarks and rankings compared to other endowments and foundations.

## Appendix

### ASSET CLASS DEFINITIONS

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

### INVESTMENT OBJECTIVES

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

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

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

As of September 30, 2017

	Allocation	Performance(%)								
	Market Value (\$)	1 Month	1 Quarter	Year To Date	Fiscal YTD	1 Year	3 Years	5 Years	Since Inception	Inception Date
<b>Endowment Portfolio</b>	<b>106,034,559</b>	<b>1.3</b>	<b>3.6</b>	<b>12.2</b>	<b>3.6</b>	<b>12.2</b>	<b>5.7</b>	<b>6.7</b>	<b>5.8</b>	<b>7/2008</b>
<i>Endowment Pool Policy Index</i>		<i>1.2</i>	<i>3.6</i>	<i>10.9</i>	<i>3.6</i>	<i>11.4</i>	<i>4.8</i>	<i>6.1</i>	<i>4.9</i>	
<b>Long Term Pool</b>	<b>42,749,234</b>	<b>1.2</b>	<b>3.4</b>	<b>12.5</b>	<b>3.4</b>	<b>12.2</b>	<b>5.6</b>	<b>6.7</b>	<b>6.5</b>	<b>7/2003</b>
<i>Long Term Pool Policy Index</i>		<i>0.9</i>	<i>3.9</i>	<i>12.5</i>	<i>3.9</i>	<i>10.2</i>	<i>4.9</i>	<i>5.7</i>	<i>6.3</i>	
<b>Long Term Index Pool</b>	<b>23,176,769</b>	<b>1.2</b>	<b>3.6</b>	<b>12.4</b>	<b>3.6</b>	<b>12.0</b>	<b>6.2</b>	<b>--</b>	<b>5.1</b>	<b>7/2014</b>
<i>Index Pool Policy Index</i>		<i>1.2</i>	<i>3.7</i>	<i>12.1</i>	<i>3.7</i>	<i>11.9</i>	<i>6.1</i>	<i>--</i>	<i>5.0</i>	
<b>Mid Term Pool</b>	<b>34,686,312</b>	<b>0.3</b>	<b>1.5</b>	<b>5.9</b>	<b>1.5</b>	<b>4.4</b>	<b>2.9</b>	<b>3.0</b>	<b>5.0</b>	<b>7/2003</b>
<i>Mid Term Pool Policy Index</i>		<i>-0.3</i>	<i>2.5</i>	<i>8.2</i>	<i>2.5</i>	<i>2.6</i>	<i>2.4</i>	<i>2.1</i>	<i>5.0</i>	
<b>Short Term Pool</b>	<b>29,639,003</b>	<b>0.0</b>	<b>0.1</b>	<b>0.4</b>	<b>0.1</b>	<b>0.5</b>	<b>0.4</b>	<b>0.3</b>	<b>1.4</b>	<b>7/2003</b>
<i>Short Term Pool Policy Index</i>		<i>0.1</i>	<i>0.3</i>	<i>0.6</i>	<i>0.3</i>	<i>0.7</i>	<i>0.3</i>	<i>0.2</i>	<i>1.3</i>	
<b>Impact Investing Pool</b>	<b>2,598,562</b>	<b>1.5</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>1.0</b>	<b>8/2017</b>
<i>Impact Investing Pool Policy Index</i>		<i>1.2</i>	<i>3.7</i>	<i>12.1</i>	<i>3.7</i>	<i>11.9</i>	<i>6.1</i>	<i>--</i>	<i>1.8</i>	
<b>Total Assets</b>	<b>238,884,440</b>									



Asset Allocation vs. Policy Targets

Endowment Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	59.4%	55.0%	+4.4%
Fixed Income	12.0%	10.0%	+2.0%
Real Assets	5.8%	5.0%	+0.8%
Multi-Strategy	22.7%	30.0%	-7.3%
Cash	0.0%	0.0%	0.0%

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

Mid Term Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	20.9%	20.0%	+0.9%
Fixed Income	73.9%	75.0%	-1.1%
Real Assets	5.2%	5.0%	+0.2%
Cash	0.0%	0.0%	0.0%

Long Term Index Pool			
Asset Class	Actual	Target	Over/Under Target
Equity	65.2%	65.0%	+0.2%
Fixed Income	34.8%	35.0%	-0.2%
Cash	0.0%	0.0%	0.0%

Impact Pool			
Asset Class	Actual	Target	Over/Under Target
US Public Equities	50.8%	40.0%	+10.8%
Int'l Equities	9.3%	10.0%	-0.7%
Israeli Equities	5.7%	5.0%	+0.7%
Private Equity	0.0%	10.0%	-10.0%
Public Debt	28.8%	20.0%	+8.8%
Israeli Debt	5.4%	5.0%	+0.4%
Private Debt	0.0%	10.0%	-10.0%

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

# Jewish Community Foundation of San Diego

## Endowment Pool

### Monthly Flash (Net of Fees)

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	106,034,559	100.0	1.3	3.6	12.2	12.2	5.7	6.7	6.5	5.8	7/2008
Endowment Pool Policy Index			1.2	3.6	10.9	11.4	4.8	6.1	6.3	4.9	
CPI + 5%			0.9	2.0	6.0	7.3	6.3	6.4	6.8	6.4	
Total Equity	63,022,881	59.4	2.0	4.9	17.8	18.4	8.4	10.9	9.0	6.4	8/2008
MSCI AC World IMI (Net)			2.1	5.3	17.2	18.7	7.7	10.4	9.3	6.4	
Global Equity	31,169,027	29.4									
Harding Loevner Global Equity (HLMVX)	11,056,023	10.4	1.6	5.1	23.9	21.6	10.4	11.4	10.4	12.0	7/2012
MSCI AC World Index (Net)			1.9	5.2	17.3	18.6	7.4	10.2	9.2	11.1	
Dodge & Cox Global Stock (DODWX)	10,284,953	9.7	3.1	5.9	17.5	25.8	7.7	13.5	11.3	14.7	7/2012
MSCI AC World Index Value (Net)			2.4	4.6	12.8	18.2	5.6	9.2	8.1	10.1	
Walter Scott Global Stock (DGLRX)	9,828,051	9.3	1.7	4.1	17.2	15.6	7.7	9.9	9.6	10.5	7/2012
MSCI AC World Index Growth (Net)			1.4	5.8	22.0	19.1	9.2	11.2	10.2	12.0	
Long/Short Equity	4,809,125	4.5									
Titan Global Equity	4,809,125	4.5	0.6	5.4	9.0	6.3	4.1	5.9	4.9	6.2	7/2012
HFRI Equity Hedge (Total) Index			1.5	3.6	9.8	11.1	4.6	6.3	4.9	6.7	
Large Cap Equity	9,918,342	9.4									
Wellington (Vanguard) Dividend Growth (VDIGX)	9,918,342	9.4	1.8	2.7	13.0	14.1	9.6	12.8	13.3	13.0	7/2012
S&P 500			2.1	4.5	14.2	18.6	10.8	14.2	14.4	14.8	
SMID Cap Equity	2,803,027	2.6									
William Blair (WSMDX)	2,803,027	2.6	3.0	5.1	22.1	25.3	14.2	16.1	15.3	14.3	7/2013
Russell 2500 Growth Index			4.2	5.8	17.0	20.1	11.3	14.5	14.4	12.8	
Russell 2500 Index			4.5	4.7	11.0	17.8	10.6	13.9	13.7	11.8	
Small Cap Equity	3,316,878	3.1									
Integrity Small-Cap Value (VSVIX)	3,316,878	3.1	6.4	5.9	6.4	21.5	10.3	14.4	13.6	14.6	7/2012
Russell 2000 Value Index			7.1	5.1	5.7	20.5	12.1	13.3	12.8	13.8	
Russell 2000 Index			6.2	5.7	10.9	20.7	12.2	13.8	13.5	14.2	
International Developed	4,641,765	4.4									
DFA International Small Company (DFISX)	4,641,765	4.4	2.5	6.6	24.1	21.6	10.0	12.1	9.4	13.0	7/2012
MSCI EAFE Small Cap (Net)			2.9	7.5	25.4	21.8	11.1	12.8	10.0	13.8	
Emerging Markets Equity	5,959,520	5.6									
Touchstone Sands Cptl Emerg Mkts (TSEGX)	2,982,998	2.8	-0.2	7.4	32.4	19.5	6.8	--	--	23.5	6/2016
MSCI Emerging Markets (net)			-0.4	7.9	27.8	22.5	4.9	4.0	2.5	27.9	
Wells Fargo Emerging Markets Equity (EQIIX)	2,976,522	2.8	-0.4	4.7	18.4	14.1	3.0	4.4	--	17.9	6/2016
MSCI Emerging Markets (net)			-0.4	7.9	27.8	22.5	4.9	4.0	2.5	27.9	
Private Equity	405,197	0.4									
Glouston Capital Partners[CE]	405,197	0.4	0.0	0.0	2.7	1.2	3.8	9.6	--	9.7	7/2012
Total Fixed Income	12,753,053	12.0	-0.4	0.8	3.4	1.1	1.5	1.9	3.4	5.2	7/2008
Blmbg. Barc. Global Aggregate			-0.9	1.8	6.3	-1.3	1.3	0.5	1.6	2.8	
Janus Flexible Bond I (JFLEX)	8,853,829	8.3	-0.4	0.8	3.4	0.7	2.4	2.3	3.5	2.7	7/2012
Blmbg. Barc. U.S. Aggregate			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	2.3	
Dreyfus/Standish Global Fixed Income (SDGIX)	3,260,477	3.1	-0.3	0.9	3.7	1.7	2.6	3.2	3.6	2.7	7/2015
Blmbg. Barc. Global Aggregate Index (Hedged)			-0.5	0.8	2.2	-0.2	3.1	3.1	3.4	3.4	
Golub Capital[CE]	638,748	0.6	0.0	0.0	1.5	4.5	--	--	--	3.8	7/2016
Total Real Asset	6,196,460	5.8	0.3	2.8	7.5	8.0	-1.7	-7.0	-2.8	2.4	5/2009
Real Assets Custom Benchmark			-0.1	2.2	3.0	1.4	-0.6	-0.9	1.2	4.6	
Principal Diversified Real Asset (PDRDX)	5,584,299	5.3	0.4	3.1	7.5	6.5	-1.1	1.4	3.5	-0.1	1/2015
Bloomberg Commodity Index Total Return			-0.1	2.5	-2.9	-0.3	-10.4	-10.5	-6.8	-7.1	
Apollo Natural Resources II L.P.[CE]	612,161	0.6	0.0	0.0	6.7	26.1	--	--	--	30.7	7/2016
Total Multi-Strategy	24,038,539	22.7	0.5	1.7	4.7	4.2	2.7	4.2	3.7	2.3	7/2008
HFRI FOF: Conservative Index			0.3	1.2	2.8	4.5	1.8	3.5	2.7	1.0	
Magnitude International Class A[CE]	19,585,249	18.5	0.6	2.1	5.5	4.4	3.8	4.6	5.0	4.7	9/2012
BlackRock Tempus[CE]	4,453,290	4.2	0.0	-0.4	1.6	3.0	0.1	3.2	4.4	3.4	9/2012
Cash	23,626	0.0	--	--	--	--	--	--	--	--	9/1996

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

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

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	42,749,234	100.0	1.2	3.4	12.5	12.2	5.6	6.7	6.6	6.5	7/2003
Long Term Pool Policy Index			0.9	3.9	12.5	10.2	4.9	5.7	6.2	6.3	
CPI + 5%			0.9	2.0	6.0	7.3	6.3	6.4	6.8	7.2	
Total Equity	25,046,529	58.6	2.1	4.9	18.8	19.7	8.8	11.3	9.2	7.6	8/2003
MSCI AC World IMI (Net)			2.1	5.3	17.2	18.7	7.7	10.4	9.3	8.5	
Global Equity	13,751,027	32.2									
Harding Loevner Global Equity (HLMVX)	5,019,481	11.7	1.6	5.1	23.9	21.6	10.4	11.4	10.4	12.0	7/2012
MSCI AC World Index (Net)			1.9	5.2	17.3	18.6	7.4	10.2	9.2	11.1	
Dodge & Cox Global Stock (DODWX)	4,373,040	10.2	3.1	5.9	17.5	25.8	7.7	13.5	11.3	14.7	7/2012
MSCI AC World Index Value (Net)			2.4	4.6	12.8	18.2	5.6	9.2	8.1	10.1	
Walter Scott Global Stock (DGLRX)	4,358,506	10.2	1.7	4.1	17.3	15.6	7.8	9.9	9.6	10.5	7/2012
MSCI AC World Index Growth (Net)			1.4	5.8	22.0	19.1	9.2	11.2	10.2	12.0	
Large Cap Equity	4,351,715	10.2									
Wellington (Vanguard) Dividend Growth (VDIGX)	4,351,715	10.2	1.8	2.8	13.0	14.1	9.6	12.8	13.3	13.1	7/2012
S&P 500			2.1	4.5	14.2	18.6	10.8	14.2	14.4	14.8	
SMID Cap Equity	1,287,909	3.0									
William Blair (WSMDX)	1,287,909	3.0	3.0	5.1	22.1	25.3	14.1	16.1	15.3	14.3	7/2013
Russell 2500 Growth Index			4.2	5.8	17.0	20.1	11.3	14.5	14.4	12.8	
Russell 2500 Index			4.5	4.7	11.0	17.8	10.6	13.9	13.7	11.8	
Small Cap Equity	1,288,132	3.0									
Integrity Small-Cap Value (VSVIX)	1,288,132	3.0	6.4	5.9	6.4	21.4	10.3	14.3	13.6	14.6	7/2012
Russell 2000 Value Index			7.1	5.1	5.7	20.5	12.1	13.3	12.8	13.8	
Russell 2000 Index			6.2	5.7	10.9	20.7	12.2	13.8	13.5	14.2	
International Developed	1,870,738	4.4									
DFA International Small Company (DFISX)	1,870,738	4.4	2.5	6.6	24.1	21.6	10.0	12.1	9.4	13.0	7/2012
MSCI EAFE Small Cap (Net)			2.9	7.5	25.4	21.8	11.1	12.8	10.0	13.8	
Emerging Markets Equity	2,497,008	5.8									
Touchstone Sands Cptl Emerg Mkts Gr Inst (TSEGX)	1,252,001	2.9	-0.2	7.4	32.4	19.5	6.8	--	--	23.5	6/2016
MSCI Emerging Markets (net)			-0.4	7.9	27.8	22.5	4.9	4.0	2.5	27.9	
Wells Fargo Emerging Equity Markets (EQIIX)	1,245,007	2.9	-0.4	4.7	18.4	14.1	3.0	4.4	--	17.9	6/2016
MSCI Emerging Markets (net)			-0.4	7.9	27.8	22.5	4.9	4.0	2.5	27.9	
Total Fixed Income	16,213,371	37.9	-0.2	1.0	3.7	1.9	1.7	2.1	3.4	5.0	7/2003
Bloomberg, Barc. Global Aggregate			-0.9	1.8	6.3	-1.3	1.3	0.5	1.6	3.9	
Janus Flexible Bond I (JFLEX)	4,714,590	11.0	-0.4	0.9	3.4	0.7	2.4	2.3	3.5	2.7	7/2012
Bloomberg, Barc. U.S. Aggregate			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	2.3	
Dreyfus/Standish Global Fixed Income (SDGIX)	3,929,800	9.2	-0.3	0.9	3.7	1.7	2.6	3.2	3.6	2.7	7/2015
Bloomberg, Barc. Global Aggregate Index (Hedged)			-0.5	0.8	2.2	-0.2	3.1	3.1	3.4	3.4	
Blackrock Strategic Income (BSIIX)	2,368,730	5.5	0.5	1.5	4.0	5.2	2.6	3.3	3.4	5.2	10/2016
Bloomberg, Barc. U.S. Aggregate			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	0.1	
DoubleLine Core Plus Fixed Income (DBLFX)	4,698,772	11.0	-0.4	1.1	4.2	1.7	3.4	3.1	4.9	1.7	10/2016
Bloomberg, Barc. U.S. Aggregate			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	0.1	
Israel Bonds	501,478	1.2	0.0	0.0	1.4	2.4	3.4	2.9	3.4	4.0	1/2004
Total Real Assets	1,489,667	3.5	0.4	3.1	7.5	6.5	-2.4	-7.4	-3.3	2.0	5/2009
Real Assets Custom Benchmark			-0.1	2.2	3.0	1.4	-0.6	-0.9	1.2	4.6	
Principal Diversified Real Asset (PDRDX)	1,489,667	3.5	0.4	3.1	7.5	6.5	-1.1	1.4	3.5	-0.1	1/2015
Bloomberg Commodity Index Total Return			-0.1	2.5	-2.9	-0.3	-10.4	-10.5	-6.8	-7.1	
Cash	-334	0.0	--	--	--	--	--	--	--	--	9/1996

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

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

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	23,176,769	100.0	1.2	3.6	12.4	12.0	6.2	--	--	5.1	7/2014
<i>Index Pool Policy Index</i>			<i>1.2</i>	<i>3.7</i>	<i>12.1</i>	<i>11.9</i>	<i>6.1</i>	<i>--</i>	<i>--</i>	<i>5.0</i>	
Equity	15,120,971	65.2	2.1	5.2	17.7	19.0	7.9	--	--	6.5	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>2.1</i>	<i>5.3</i>	<i>17.2</i>	<i>18.7</i>	<i>7.7</i>	<i>10.4</i>	<i>9.3</i>	<i>6.2</i>	
Vanguard FTSE All-World ex-US (VFWAX)	7,550,076	32.6	1.8	5.9	21.5	19.4	5.2	7.4	--	3.1	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>2.1</i>	<i>5.3</i>	<i>17.2</i>	<i>18.7</i>	<i>7.7</i>	<i>10.4</i>	<i>9.3</i>	<i>6.2</i>	
Vanguard Total Stock Market (VTSAX)	7,570,894	32.7	2.5	4.5	14.0	18.6	10.7	14.2	14.3	9.9	7/2014
<i>MSCI AC World IMI (Net)</i>			<i>2.1</i>	<i>5.3</i>	<i>17.2</i>	<i>18.7</i>	<i>7.7</i>	<i>10.4</i>	<i>9.3</i>	<i>6.2</i>	
Fixed Income	8,055,799	34.8	-0.5	0.7	3.1	-0.1	2.6	--	--	2.9	7/2014
<i>Bimbg. Barc. U.S. Aggregate</i>			<i>-0.5</i>	<i>0.8</i>	<i>3.1</i>	<i>0.1</i>	<i>2.7</i>	<i>2.1</i>	<i>3.0</i>	<i>2.6</i>	
Vanguard Total Bond Market (VBTLX)	8,055,799	34.8	-0.5	0.7	3.1	-0.1	2.6	1.9	2.8	2.4	7/2014
<i>Bimbg. Barc. U.S. Aggregate</i>			<i>-0.5</i>	<i>0.8</i>	<i>3.1</i>	<i>0.1</i>	<i>2.7</i>	<i>2.1</i>	<i>3.0</i>	<i>2.6</i>	
Cash	--	0.0	0.0	0.0	0.0	0.0	0.1	--	--	--	7/2014

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- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 35% Barclays Aggregate Index and 65% MSCI AC World IMI Index

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

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	34,686,312	100.0	0.3	1.5	5.9	4.4	2.9	3.0	4.1	5.0	7/2003
<i>Mid Term Pool Policy Index</i>			-0.3	2.5	8.2	2.6	2.4	2.1	3.9	5.0	
Total Equity	7,237,660	20.9	1.9	3.9	17.7	17.7	8.3	10.7	9.9	7.8	8/2003
<i>MSCI AC World IMI (Net)</i>			2.1	5.3	17.2	18.7	7.7	10.4	9.3	8.5	
Global Equity	4,354,607	12.6									
Harding Loevner Global Equity (HLMVX)	2,539,210	7.3	1.6	5.1	23.9	21.7	10.4	11.4	10.4	11.7	9/2012
<i>MSCI AC World Index (Net)</i>			1.9	5.2	17.3	18.6	7.4	10.2	9.2	10.7	
Tweedy Browne Worldwide High Dividend (TBHDX)	1,815,397	5.2	2.6	4.2	16.8	17.9	3.3	6.5	7.2	6.7	9/2012
<i>MSCI World Value (Net)</i>			3.0	4.5	12.0	18.1	6.1	10.2	9.2	10.7	
<i>MSCI World (Net)</i>			2.2	4.8	16.0	18.2	7.7	11.0	10.1	11.4	
Large Cap Equity	2,883,053	8.3									
Wellington (Vanguard) Dividend Growth (VDIGX)	2,883,053	8.3	1.8	2.8	13.0	14.1	9.6	12.8	13.3	13.0	9/2012
<i>S&amp;P 500</i>			2.1	4.5	14.2	18.6	10.8	14.2	14.4	14.5	
Total Fixed Income	25,649,153	73.9	-0.2	0.7	2.7	0.8	1.9	1.7	3.0	4.5	7/2003
<i>Bloomberg, Barc. Global Aggregate</i>			-0.9	1.8	6.3	-1.3	1.3	0.5	1.6	3.9	
Janus (JFLEX)	8,259,755	23.8	-0.4	0.8	3.4	0.6	2.4	2.3	3.5	2.4	9/2012
<i>Bloomberg, Barc. U.S. Aggregate</i>			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	2.1	
<i>Bloomberg, Barc. Global Aggregate Index (Hedged)</i>			-0.5	0.8	2.2	-0.2	3.1	3.1	3.4	3.1	
Dreyfus/Standish Global Fixed Income (SDGIX)	3,232,935	9.3	-0.3	0.9	3.7	1.7	2.6	3.2	3.6	2.7	7/2015
<i>Bloomberg, Barc. U.S. Aggregate</i>			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	2.9	
Wellington Global Total Return	5,893,030	17.0	0.5	0.0	0.0	0.3	0.5	0.4	1.5	0.4	10/2012
<i>Citigroup 3 Month T-Bill</i>			0.1	0.3	0.6	0.6	0.3	0.2	0.2	0.2	
Baird Aggregate Bond (BAGIX)	8,263,433	23.8	-0.4	1.0	3.7	0.9	3.2	2.8	3.9	3.4	3/2016
<i>Bloomberg, Barc. U.S. Aggregate</i>			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	2.3	
Total Real Assets	1,799,309	5.2	0.4	3.1	7.5	6.5	-2.4	-7.4	--	-7.1	9/2012
<i>Real Assets Custom Benchmark</i>			-0.1	2.2	3.0	1.4	-0.6	-0.9	1.2	-0.6	
Principal Diversified Real Asset (PDRDX)	1,799,309	5.2	0.4	3.1	7.5	6.5	-1.1	1.4	3.5	-0.1	1/2015
<i>Bloomberg Commodity Index Total Return</i>			-0.1	2.5	-2.9	-0.3	-10.4	-10.5	-6.8	-7.1	
Cash	190	0.0	0.0	0.0	0.1	0.1	0.1	-0.1	-0.1	0.0	6/2004

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- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 75% Barclays Global Aggregate Index, 20% MSCI AC World IMI Index and 5% Real Assets Custom Benchmark

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

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Total Portfolio	29,639,003	100.0	0.0	0.1	0.4	0.5	0.4	0.3	0.3	1.4	7/2003
<i>Short Term Pool Policy Index</i>			<i>0.1</i>	<i>0.3</i>	<i>0.6</i>	<i>0.7</i>	<i>0.3</i>	<i>0.2</i>	<i>0.2</i>	<i>1.3</i>	
Money Market	11,250,743	38.0									
Money Market	7,524,394	25.4	0.1	0.2	0.5	0.5	0.2	0.1	0.1	1.2	7/2003
UBS Money Market	3,726,349	12.6	0.0	0.1	0.4	0.4	0.2	--	--	0.1	10/2013
CDs	18,388,260	62.0									
CD's	18,388,260	62.0	0.0	0.1	0.4	0.5	0.6	0.5	0.5	0.7	2/2009

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Shaded data represents performance prior to inception
- Inception date represents the first full month of performance
- Performance and market value estimates denoted with {CE} (current estimate)
- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 100% BofA Merrill Lynch US 3 Month T-Bill Index

Jewish Community Foundation of San Diego  
Impact Investing Pool  
Monthly Flash (Net of Fees)

As of September 30, 2017

	Allocation		Performance(%)								
	Market Value (\$)	%	1 Month	Quarter To Date	Year To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Impact Investing Pool	2,598,562	100.0	1.5	--	--	--	--	--	--	1.0	8/2017
Impact Investing Pool Policy Index			1.2	3.7	--	--	--	--	--	1.8	
Total Equity	1,710,472	65.8	2.1	--	--	--	--	--	--	2.2	8/2017
MSCI AC World IMI (Net)			2.1	5.3	17.2	18.7	7.7	10.4	9.3	2.5	
US Public Equities	1,320,660	50.8	2.1	--	--	--	--	--	--	2.3	8/2017
S&P 500			2.1	4.5	14.2	18.6	10.8	14.2	14.4	2.4	
Aperio/JLens	1,320,660	50.8	2.1	2.3	--	--	--	--	--	2.3	8/2017
S&P 500			2.1	4.5	14.2	18.6	10.8	14.2	14.4	2.4	
International Equities	240,605	9.3	2.0	--	--	--	--	--	--	2.0	8/2017
MSCI EAFE ESG Leaders Index			2.2	5.2	19.8	17.9	6.2	9.4	7.5	2.2	
Pax MSCI EAFE	240,605	9.3	2.0	2.0	--	--	--	--	--	2.0	8/2017
MSCI EAFE ESG Leaders Index			2.2	5.2	19.8	17.9	6.2	9.4	7.5	2.2	
Israeli Equities	149,207	5.7	4.0	--	--	--	--	--	--	-2.8	8/2017
BlueStar Israel Global Index TR Net			3.7	-3.5	11.0	8.1	0.7	--	--	-3.0	
VanEck Bluestar ETF (ISRA)	149,207	5.7	4.0	-4.1	--	--	--	--	--	-2.8	8/2017
BlueStar Israel Global Index TR Net			3.7	-3.5	11.0	8.1	0.7	--	--	-3.0	
Total Fixed Income	888,090	34.2	0.0	--	--	--	--	--	--	-0.3	8/2017
Blmbg. Barc. U.S. Aggregate			-0.5	0.8	3.1	0.1	2.7	2.1	3.0	0.4	
Public Debt	748,090	28.8	0.0	--	--	--	--	--	--	-0.4	8/2017
Blmbg. Barc. Intermed. U.S. Government/Credit			-0.5	0.6	2.3	0.2	2.1	1.6	2.3	0.1	
Breckenridge	748,090	28.8	0.0	-0.4	--	--	--	--	--	-0.4	8/2017
Blmbg. Barc. Intermed. U.S. Government/Credit			-0.5	0.6	2.3	0.2	2.1	1.6	2.3	0.1	
Israeli Debt	140,000	5.4	0.0	--	--	--	--	--	--	0.0	9/2017
Israel Bonds			0.0	--	--	--	--	--	--	0.0	

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Shaded data represents performance prior to inception
- Inception date represents the first full month of performance
- Performance and market value estimates denoted with {CE} (current estimate)
- Private Equity returns are updated on a quarterly basis with one quarter lag. MTD and QTD performance will not be available
- The Policy Index consists of 65% MSCI AC World IMI Index and 35% Bloomberg Barclays U.S. Aggregate Index

## Disclosures

As of September 30, 2017

This report contains confidential and proprietary information and is intended for the exclusive use of the parties to whom it was provided. Facts and information provided in this report are believed to be accurate at the time of preparation. However, certain information in this document has been provided to Pavilion Advisory Group Inc. ("Pavilion") by third parties and subject to change at any time and based on market conditions. Although we believe this information is reliable, Pavilion shall not be liable for any errors or as to the accuracy of the information and takes no responsibility to update this information.

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

Past performance does not guarantee future results. This document may include certain forward-looking statements that are based on current estimates and forecasts. Actual results could differ materially. Investing in securities products involves risk, including possible loss of principal as the value of investments fluctuates.

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

In the course of Pavilion's performance reconciliation process, Pavilion researches significant pricing differences between your investment managers and custodian on a security by security basis and may adjust the custodian valuation, if the manager's price is closer to a third party pricing source (FactSet, Bloomberg, Bondedge). If a third party price is unavailable, Pavilion uses the more conservative price. For other identified valuation errors, Pavilion alerts the custodian about any issues and will report as representative a market value for the portfolio as possible.

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## Fall Quarter 2017-2018: Funding Recommendation Worksheet

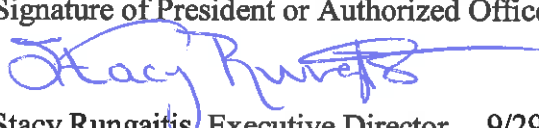
Asset Balance on 6/30/2017:	\$1,221,875
Total Available for Distribution for FY17-18:	\$48,873-\$61,093
Total FY17-18 Distributions Year to Date:	\$16,578.22
Total Remaining Funds for Quarter if Awarding Grants at 4% of Assets Available:	\$6,598
Total Remaining Funds for Quarter if Awarding Grants at 5% of Assets Available:	\$10,671

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
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.	\$1,500.00
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.	\$1,750.00
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.	\$1,750.00
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.	\$1,750.00
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.	\$1,500.00
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.	\$2,000.00
<b>Total Grants Requested:</b>	<b>\$45,400.00</b>			<b>Total Amount Recommended:</b>	<b>\$10,250.00</b>

**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 <a href="http://www.palomar.edu/foundation">www.palomar.edu/foundation</a>		Contact Person – Name, Title & Phone, email  Kim Hartwell Development Officer 760-744-1150 x2664 <a href="mailto:khartwell@palomar.edu">khartwell@palomar.edu</a>
<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. <b>Both Mini-Grant &amp; Regular:</b> <ol style="list-style-type: none"> <li>1. Budget for request (use SMCF Budget Worksheet)</li> <li>2. Annual Operating budget for the organization or unit</li> <li>3. Federal &amp; State Tax ID numbers</li> <li>4. Board of Directors listing with affiliations</li> </ol> <b>5. Regular Grants Only:</b> <ol style="list-style-type: none"> <li>a. 1-2 page narrative</li> <li>b. First 2 pages of Federal 990</li> <li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>d. Signature of President or Authorized Officer on Application</li> <li>e. Optional: letters of support</li> </ol>		Expected date project will begin/end: 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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>		

**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
 <b>Total budget for this PROJECT:</b>	 <b>\$439,925.00</b>
 <b>Grant Request Amount:</b> <i>(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)</i>	 <b>\$ 10,000.00</b>

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**

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

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

**PALOMAR COLLEGE FOUNDATION**

Federal Tax ID#: 95-6094128

State Tax ID#: 352-5078-6



## **Board of Directors—2017**

**David Engblom, *Chair***

Vice President, Banc of California  
San Marcos, CA

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

Owner, War Horse  
Bonsall, CA

**Terrence Maher, *Treasurer***

Principal, Maher Technologies  
San Diego, CA

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

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

**Ms. Linda Bailey**

President, Community Strategies Group, Inc.  
Escondido, CA

**Chief Judge Anthony Brandenburg**

Inter-Tribal Court of Southern California  
Valley Center, CA

**Dr. Luene Corwin**

Retired Educator/Community Leader  
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President, Masson & Associates Inc.  
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Director of Government Relations and Economic Development  
National Electrical Contractors Association  
San Diego, CA

**Kevan Savage**

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

## **Hungry for Knowledge**

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

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

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

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

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

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

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

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

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

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

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

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



October 2, 2017

Ms. Colleen R. Lukoff  
President

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



Dear Colleen and SMCF Board Members,

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

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

Sincerely,

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

Carole Beeson  
Program Director

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

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



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

Project Name: Fortissimo Orchestral Music Program for SMUSD  Date Submitted: 9/23/17	Total # of people served: 125  Total # of San Marcos residents served: 250	Amount Requested: \$ 5,000
Non-Profit Organization Name and Address, Website Kid's College 570 Rancheros Drive, Suite 270 San Marcos, CA 92069 Web: www.thekidscollege.org	Contact Person – Name, Title & Phone, email Carole Beeson, Program Director (858) 922-7401 Cbeeson21@gmail.com	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Requested funds are for the continued implementation and expansion of the Fortissimo Orchestral Music Program in SMUSD Title I elementary schools. The program, a partnership between Kid's College and the SMUSD, is beginning its third year with the goal of increasing our students from 75 to 125, including starting at two additional schools. The funds are requested for instructors, instruments, music books, music stands and program management. Please see the enclosed Program Plan, dated July 2017 for a complete overview of the current plan.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The impact on the participating 3<sup>rd</sup>, 4<sup>th</sup>, 5<sup>th</sup> and 6<sup>th</sup> 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. <b><u>Both Mini-Grant &amp; Regular:</u></b> 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](mailto: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

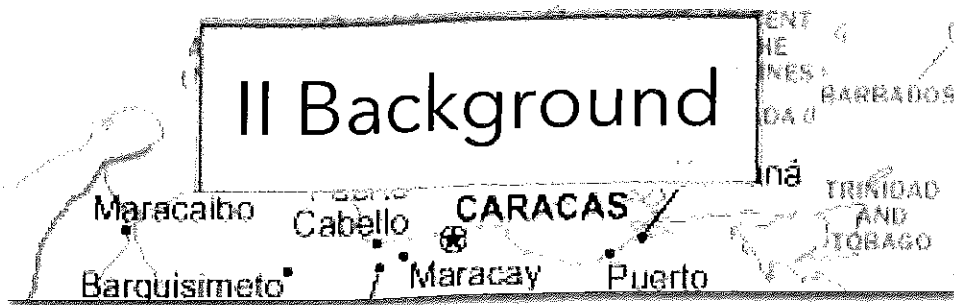
- Continue the implementation and expansion of the program in the San Marcos Unified School District Title I Elementary Schools modeled after the "El Sistema" program currently conducted in over 90 school districts in the United States.

## 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.



## II Background

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** - 3<sup>rd</sup> 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

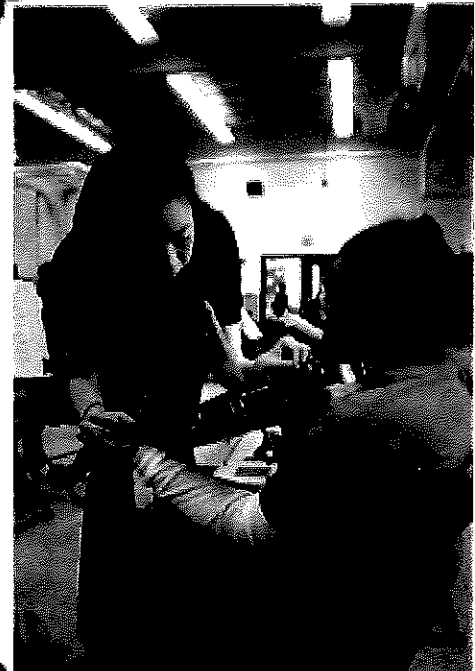
Direct, coordinate and oversee all activities required to develop and implement the program, including instructor recruitment/selection, marketing, student/instructor administration, and liaison with all involved parties.

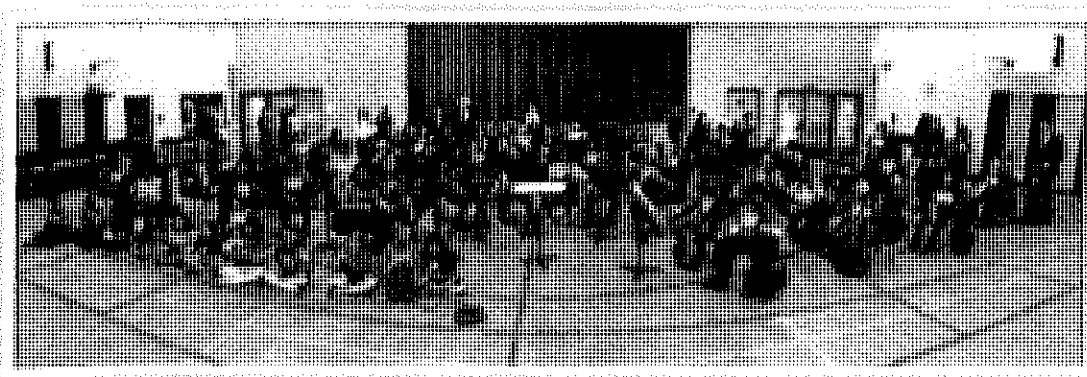
## Instructors

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

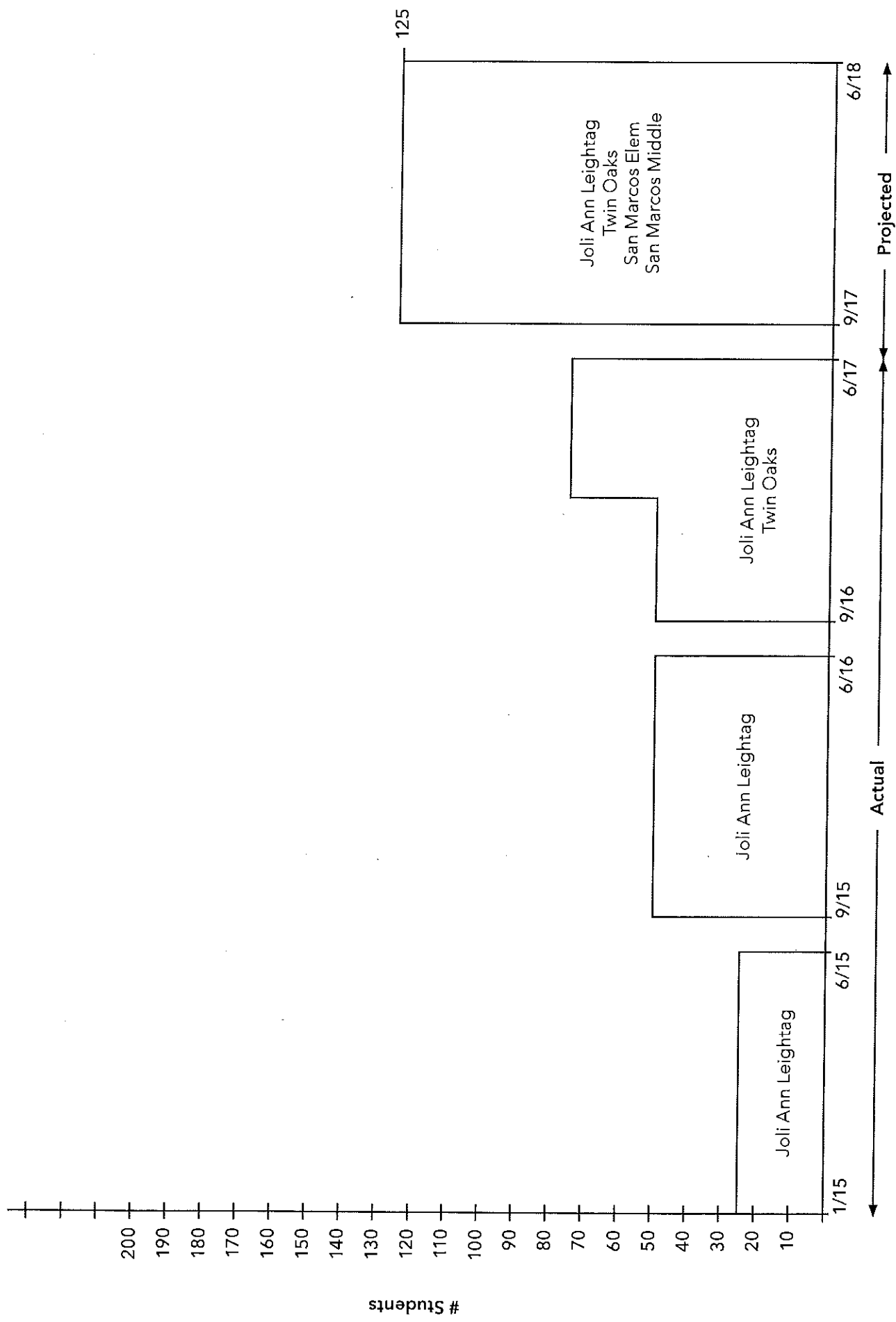
Cellos: \$900

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, appearing to read "Dalouge". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

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
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Non-Profit Organization Name and Address, Website  Jacobs & Cushman San Diego Food Bank 9850 Distribution Avenue San Diego, CA 92121 www.sandiegofoodbank.org	Contact Person – Name, Title & Phone, email  Michael Minjares, Grants Manager (858) 863-5192 mminjares@sandiegofoodbank.org
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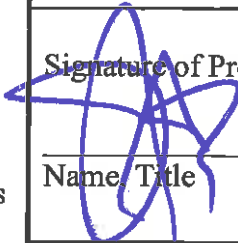
Briefly describe your request for funds (to be expanded upon in narrative for regular grant):

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

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

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

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

Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management	Expected date project will begin/end: 7/1/17 Date by which funds will be expended: 6/30/18
	Signature of President or Authorized Officer  Name Title CEO Date 10/3/17
Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069	

letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Email (PDF Format): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>
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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](http://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 &amp; 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>
<b>Total budget for this PROJECT:</b>	<b><u>\$275,000</u></b>

<b>Grant Request Amount:</b> <i>(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)</i>	<b><u>\$ 3,000</u></b>
--	------------------------

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)





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



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

In reply refer to  
755:6 :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](http://www.ftb.ca.gov).

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

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

RTF:

EXTENDED TO MAY 15, 2017

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

OMB No. 1545-0047

**2015**

Open to Public Inspection

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

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

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

B Check if applicable:

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

C Name of organization

JACOBS &amp; CUSHMAN SAN DIEGO FOOD BANK

Doing business as

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

D Employer identification number

20-4374795

E Telephone number

(858) 527-1419

G Gross receipts \$

34,720,705.

H(a) Is this a group return

for subordinates? ☐ Yes ☒ NoH(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	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)	21	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	21	
	5	Total number of individuals employed in calendar year 2015 (Part V, line 2a)	63	
	6	Total number of volunteers (estimate if necessary)	25000	
Revenue	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.	
	7b	Net unrelated business taxable income from Form 990-T, line 34	0.	
	8	Contributions and grants (Part VIII, line 1h)	Prior Year: 32,776,410. Current Year: 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.	
	Expenses	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.	
16b		Total fundraising expenses (Part IX, column (D), line 25)	1,638,376.	
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	28,997,959. 29,010,722.	
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	31,690,500. 32,019,432.	
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12	1,236,271. 2,075,400.	
	20	Total assets (Part X, line 16)	Beginning of Current Year: 19,465,196. End of Year: 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

Print/Type preparer's name

RICHARD HOTZ

Preparer's signature

Date

12/08/16

Check if self-employed ☐

PTIN

P00452784

Preparer Use Only

Firm's name CONSIDINE &amp; 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 <sup>x</sup> (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 <a href="http://www.classics4kids.org">http://www.classics4kids.org</a>	Contact Person – Name, Title & Phone, email Jen DeMik Director of Development Phone: 619-231-2311 x 105 <a href="mailto:jdemik@classics4kids.org">jdemik@classics4kids.org</a>	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant):  Field trip transportation to vital music education programs, for San Marcos elementary schools. This funding will cover 10 buses, transporting 700 students and teachers to Classics 4 Kids programs.		
Briefly describe the significance of your request to the San Marcos community: Participating students with this project will: <ul style="list-style-type: none"> <li>Foster appreciation of classical music and other performing arts, building cultural audiences of the future;</li> <li>Understand culturally diverse curriculum, furthering awareness and tolerance of other societies and traditions;</li> <li>Gain knowledge in other curriculum, such as science, social studies, geography, literature and math;</li> <li>Advance creative thinking, problem solving and communication skills;</li> <li>Improve health and well-being. Music, especially classical, can have slow the pulse and heart rate, lower blood pressure and decrease levels of stress;</li> <li>Further understanding of the greater society, building bridges through music and arts experiences.</li> </ul> This project will affect the San Marcos community by improving youth academic achievement, behavioral health and character development.		
Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> <ol style="list-style-type: none"> <li>1. Budget for request (use SMCF Budget Worksheet)</li> <li>2. Annual Operating budget for the organization or unit</li> <li>3. Federal &amp; State Tax ID numbers</li> <li>4. Board of Directors listing with affiliations</li> </ol> <b>5. Regular Grants Only:</b> <ol style="list-style-type: none"> <li>a. 1-2 page narrative</li> <li>b. First 2 pages of Federal 990</li> <li>c. Most recent year-end Statement or Audit including any management letters associated with Audit.</li> <li>d. Signature of President or Authorized Officer on Application</li> <li>e. Optional: letters of support</li> </ol>	Expected date project will begin/end: January '18 Date by which funds will be expended: July '18 Signature of President or Authorized Officer  <div style="text-align: center;">   <div style="display: flex; justify-content: space-between;"> <span>Director of Development</span> <span>10/4/17</span> </div> </div> <div style="display: flex; justify-content: space-between;"> <span>Name, Title</span> <span>Date</span> </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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>		



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](http://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](mailto: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
<b>Total Income</b>	<b>\$350,967</b>

### 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
<b>Total Expenses</b>	<b>\$339,311</b>

**\$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\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

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**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
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>FUNDRAISING INCOME - GRANTS</b>	
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
<b>Total FUNDRAISING INCOME - GRANTS</b>	225,743.69
<b>PROGRAM INCOME</b>	
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
<b>Total PROGRAM INCOME</b>	144,876.00
<b>Total Income</b>	370,619.69
<b>Expense</b>	
<b>ADMINISTRATION COSTS</b>	
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
<b>Facility</b>	
Rent	3,600.00
Storage	1,870.00
Utilities	
Telephone	416.86
<b>Total Utilities</b>	416.86
<b>Total Facility</b>	5,886.86
<b>Insurance</b>	
D & O	1,417.00
General Liability	1,582.29
Medical	5,790.10
Workers Comp	6,594.03
<b>Total Insurance</b>	15,383.42
<b>Legal/accounting/admin services</b>	
Accounting/Bookkeeping	2,600.00
<b>Total Legal/accounting/admin services</b>	2,600.00
<b>Marketing</b>	3,109.57
<b>Meeting; Conferences</b>	50.00
<b>Office Expense</b>	
Printing and Postage	765.37
Small Equipment	1,772.56
Supplies	2,730.34
<b>Total Office Expense</b>	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
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Net Other Income	4,860.40
	<hr/>
Net Income	<b>31,133.24</b>
	<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](mailto:fernando.baquero@smusd.org)>

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

**To:** Kiran <[kshelat@Classics4Kids.org](mailto: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



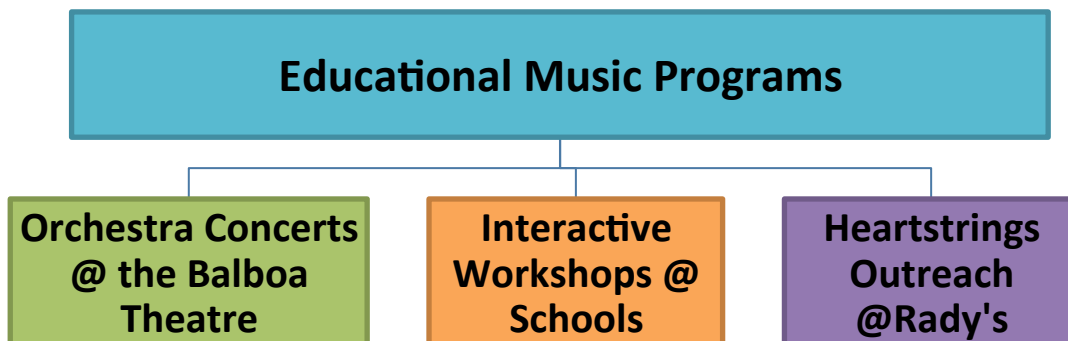


## ORGANIZATION AND MISSION

**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](http://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 1<sup>st</sup> 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 (2<sup>nd</sup> grade)

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

-Student Letter (3<sup>rd</sup> 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 (3<sup>rd</sup> 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



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



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](http://www.classics4kids.org)

[info@classics4kids.org](mailto: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



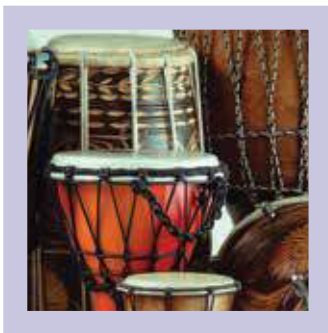
**Classics 4 Kids** offers **in-school workshops** providing hands-on learning to K-5 students. The assemblies are available year-round and **align with California Common Core standards**.



### 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](http://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

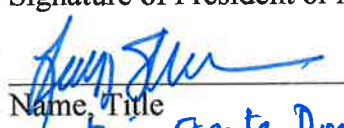




**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Cover Page**



(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 &amp; 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. <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Expected date project will begin/end: 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): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>	

## SAN MARCOS COMMUNITY FOUNDATION

### Budget Worksheet

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

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

**Total budget for this PROJECT:** \$ 670,745

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

**Is this a challenge grant?**  
**No**

Could it be?  
Yes

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

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

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

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

**Income**

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

**Expense**

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

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

**(1) - Resale Stores - P & L**

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

**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](http://www.CRCNCC.org)

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**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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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**

<b>Project Name: Young Entrepreneur Academy</b>  <b>Date Submitted: October 4, 2017</b>	<b>Total # of people served: 15- 20</b>  <b>Total # of San Marcos residents served: 15 - 20</b>	<b>Amount Requested: \$10,000</b>
<b>Non-Profit Organization Name and Address, Website</b> Council for Supplier Diversity 10679 Westview Parkway San Diego, CA 92126 (858) 537-2281 www.supplierdiversitysd.org		<b>Contact Person – Name, Title &amp; Phone, email</b> Ronald B. Garnett President & CEO (858) 537-2281 rgarnett@supplierdiversitysd.org
<b>Briefly describe your request for funds (to be expanded upon in narrative for regular grant):</b> 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.		
<b>Briefly describe the significance of your request to the San Marcos community:</b> 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.		
<b>Please attach the following items.</b> <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support		<b>Expected date project will begin/end:</b>  <b>Date by which funds will be expended:</b>  <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> <b>Submit Via Mail, In Person or Via Email to:</b> San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): <a href="mailto:mgordon@san-marcos.net">mgordon@san-marcos.net</a>



# 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

	<b>Budget</b>
<b>Income</b>	
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
<b>Total Income</b>	<b>\$465,447</b>
<b>Gross Profit</b>	
<b>Expenses</b>	
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
<b>Taxes</b>	
Total Taxes	\$607
Telephone	\$18,496
Tenant Occupancy	
Total Tenant Occupancy	\$183,470
Travel & Ent	\$0
Total Travel & Ent	\$1,212
<b>Utilities</b>	
Total Utilities	\$15,105

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

## Request for Taxpayer Identification Number and Certification

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

Print or type See Specific Instructions on page 2.	Name (as shown on your income tax return) <b>Council for Supplier Diversity</b>		
	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) ▶ <b>Non-Profit Corporation</b>		
	Exemptions (see instructions): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____		
	Address (number, street, and apt. or suite no.) <b>10679 Westview Parkway</b> City, state, and ZIP code <b>San Diego CA 92116</b>		
List account number(s) here (optional)		Requester's name and address (optional) Type to enter text	

### 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	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 ▶

### 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](http://www.irs.gov/w9) for information about Form W-9, at [www.irs.gov/w9](http://www.irs.gov/w9). Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.

### Purpose of Form

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

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

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the

withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.

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

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

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

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

## 2017 Board of Directors

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

**Steve Blasco, Director**  
Turner Construction

**Debbie Calhoun, Chair**  
Costco Wholesale

**Mark D. Pearson, Director**  
Sony Electronics

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

**Richard Chacon, Director**  
MUFG Union Bank

# Council for Supplier Diversity

## PROFIT AND LOSS

January - December 2016

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

# Young Entrepreneur Academy

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## 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.

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## 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

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## **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.

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## **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.

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## **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.

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## 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.
Junior Achievement of San Diego County	11/8/2017	\$1,000.00	Mini	BizTown Programs and San Marcos Elementary	To provide students from San Marcos Elementary School the opportunity to participate in the BizTown program. Serves 30 low-income San Marcos students.

Muscular Dystrophy Association	11/8/2017	\$1,000.00	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	11/8/2017	\$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.
<b>Total Grants:</b>		<b>\$16,578.22</b>			

**SMCF Resolution No 2017-05**

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

**-- FALL QUARTER 2017--**

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

**WHEREAS**, a total of seven (7) proposals were received by the Foundation prior to the submittal deadline established for the 2017 Fall quarter; and

**WHEREAS**, the Board of Directors did, at its quarterly meeting on November 20, 2017, consider such proposals and oral arguments pertaining to such proposals in a public meeting duly advertised and held in the manner required by law.

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

<u>REQUESTING ORGANIZATION</u>	<u>GRANT AWARD</u>
Palomar College Foundation	\$1,500
Kid's College	\$1,750
San Diego Food Bank	\$1,750
Community Resource Center	\$1,750
Fraternity House	\$1,500
Council for Supplier Diversity	\$2,000
Classics 4 Kids	\$0.00

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

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

**PASSED, APPROVED AND ADOPTED** by the San Marcos Community Foundation Board of Directors, at a regular meeting thereof, this 20th day of November, 2017, by the following roll call vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

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

**ATTEST:**

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

## **SAN MARCOS COMMUNITY FOUNDATION MEETING MINUTES**

**Tuesday, August 15, 2017 – 6:00 PM**

**Council Chamber, 1 Civic Center Drive**

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**CALL TO ORDER:** Board President Liukoff called the meeting to order at 6:01 PM.

**PLEDGE OF ALLEGIANCE:** Board member Stack led the Pledge of Allegiance.

**ROLL CALL:**

PRESENT: BOARD MEMBERS: LUKOFF, MONAHAN, NUTTALL, STACK, WILLIAMS

ABSENT: BOARD MEMBERS: BURTON

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

**1. PRESIDENT'S REPORT**

- 2-1-1 San Diego Update:  
Board members reviewed the report for Quarter 4, April to June 2017.
- Other updates of note to the Board:  
North County Philanthropy will be celebrating their 30<sup>th</sup> Anniversary Volunteer Appreciation Luncheon in November. The Community Foundation is a member and is eligible to nominate one of its volunteers. Board members discussed possible candidates and agreed to nominate Advisory Board member Steve Kildoo.

Board terms will expire at the end of this year for Board President Lukoff, Board member Burton, and Board member Confrey (who recently resigned). Board members talked about having people of diverse backgrounds on the board. They will reach out to other individuals to see if they are interested in applying.

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

**3. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**

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

Board Vice President Monahan reviewed the Summer Quarter grant requests. The committee awarded a mini grant to REINS for scholarships for five students who are not able to afford the full tuition. The request from Mission Hills High School Cross Country Boosters was deferred because the committee has some questions and the Boosters have not yet responded. She also reviewed the regular grant requests. Kitchen for Goods withdrew their application because of construction issues at the site they were looking to open in San Marcos. Kitchen for Goods will continue looking for a location in North County and will resubmit their grant request once they are established. The committee recommends funding the request from North County Health Services for a new vaccine refrigerator.

Board member Nuttall spoke about the proposal from Interfaith Community Services; North County Senior Connections currently serves 425 clients at Palomar Estates East and Palomar Estates West mobile home parks. The committee recommends funding. He also contacted both Mission Hills High School Cross Country Boosters and the Track and Field Booster Club. They talked about the fundraising process for each of the booster clubs and learned that the track and field is less supported. The committee recommends funding the Cross Country Boosters for school uniforms.

**BOARD VICE PRESIDENT MONAHAN MOVED TO APPROVE A MINI GRANT OF \$1,000 TO MISSION HILLS HIGH SCHOOL CROSS COUNTRY BOOSTERS AND TO APPROVE RESOLUTION NO. 2017-04 – SUMMER QUARTER REGULAR GRANTS. BOARD MEMBER WILLIAMS SECONDED. THE MOTION PASSED BY UNANIMOUS VOICE VOTE.**

AYES:	LUKOFF, MONAHAN, NUTTALL, STACK, WILLIAMS
NOES:	NONE
ABSTENTION:	NONE
ABSENT:	BURTON

## OLD BUSINESS

### **4. PROMOTIONAL AND FUNDRAISING ACTIVITIES/IDEAS**

- 30<sup>th</sup> Anniversary event:  
Board Vice President Monahan shared her ideas for the 30<sup>th</sup> Anniversary event – appetizers, desserts, wine and beer, and a silent auction. The program would include a 30 year celebration report, slide show and speakers. Music to be provided by Fortissimo, a former grant recipient. She asked her fellow board members to help plan the event. Board members Stack and Williams will work on printed materials and invitations. Board member Nuttall will work on fundraising and silent auction items. Board Vice President Monahan will work on food and beverage, and location. Board President Lukoff and Board Vice President Monahan will put together the program. The event will be in November after the elections. By the next meeting in November they hope to have a prospectus of what the event is and how people can participate.

- Upcoming Outreach Opportunities:  
Board members will inquire about having a booth at the City's Santa's Village event which is scheduled for December 2<sup>nd</sup>.

**CONSENT CALENDAR**

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

5. **WAIVER OF TEXT** – Waived
6. **APPROVAL OF MINUTES** SMCF Board Meeting May 16, 2017 – Approved
7. **ORAL COMMUNICATIONS** – None

**ITEMS FOR THE GOOD OF THE ORDER**

8. **MISCELLANEOUS**

Selection of next quarter's Grant Funding Committee:

September 13<sup>th</sup> meeting: Board President Lukoff, Chair and Board members Nuttall and Monahan  
October 11<sup>th</sup> meeting: Board President Lukoff, Chair and Board members Nuttall and Williams  
November 8<sup>th</sup> meeting: Board President Lukoff, Chair and Board members Stack and Nuttall

9. **ADJOURNMENT**

**BOARD MEMBER NUTTALL MOVED TO ADJOURN THE MEETING, SECONDED BY BOARD VICE PRESIDENT MONAHAN. MOTION PASSED BY UNANIMOUS VOICE VOTE.**

Meeting adjourned at 7:07 pm.

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COLLEEN LUKOFF, BOARD PRESIDENT  
SAN MARCOS COMMUNITY FOUNDATION

ATTEST:

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MICHAEL GORDON, BOARD SECRETARY  
CITY OF SAN MARCOS