
SAN MARCOS COMMUNITY FOUNDATION – GRANT FUNDING SUBCOMMITTEE MEETING AGENDA

Wednesday, April 10, 2019 – 6:00 PM

San Marcos Conference Room

Cell Phones: As a courtesy to others, please silence your cell phone 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. 3137. 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.

Meeting Schedule: Regular San Marcos Community Foundation Grant Funding Subcommittee meetings are generally held on the second Wednesday of each month. The subcommittee does not meet in December. The Agenda’s are posted on the City website at: www.san-marcos.net.

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. Any agenda-related writings or documents provided to a majority of the San Marcos Community Foundation Grant Funding Subcommittee after distribution of the agenda packet are available for public inspection at the same time at the Administration Department.

CALL TO ORDER

ROLL CALL

OLD BUSINESS

1. GRANT AWARD HISTORY

Recommendation: **NOTE & FILE**

NEW BUSINESS

2. MINI GRANT APPLICATION PROPOSALS – Consider two (2) Mini Grant proposals by a non-profit organization requesting funds from the Foundation.

(A) CLASSICS 4 KIDS - Request for funding in the amount of \$1,300 to support in-school music education workshops. Will serve 250 San Marcos students and teachers.

Recommendation: **CONSIDER/APPROVE**

(B) SPECIAL OLYMPICS SAN DIEGO - Request for funding for the Community Program in the amount of \$1,000 to support athletes in competing in 11 Olympic-type sports. Will serve 24 San Marcos Special Olympic athletes.

Recommendation: **CONSIDER/APPROVE**

3. REGULAR GRANT APPLICATION PROPOSALS – Consider six (6) Regular Grant proposals by non-profit organizations requesting funds from the Foundation.

(A) COMMUNITY RESOURCE CENTER: Request for funding in the amount of \$7,500 to support CRC Homeless Prevention Services focusing on self-sufficiency tools. Will serve approximately 76 persons experiencing homelessness from San Marcos.

Recommendation: **CONSIDER/RECOMMEND**

(B) ZOOLOGICAL SOCIETY OF SAN DIEGO: Request for funding in the amount of \$10,000 to teach how Science, Technology, Engineering and Math (STEM) can be applied to real-world conservation issues around the globe. Will serve 450 San Marcos Unified middle school students.

Recommendation: **CONSIDER/RECOMMEND**

(C) OPERATION HOPE: Request for funding in the amount of \$5,000 to provide shelter and case management for families with children and single women. Will serve 11 San Marcos residents.

Recommendation: **CONSIDER/RECOMMEND**

(D) GARY AND MARY WEST DENTAL CENTER NORTH COUNTY: Request for funding in amount of \$6,897 for dental technology for at-risk seniors oral healthcare. Funds will purchase Apple IPADS to view graphical explanations of the dental work being performed. Will serve approximately 100 San Marcos seniors.

Recommendation: **CONSIDER/RECOMMEND**

(E) FEEDING SAN DIEGO - Request for funding in the amount of \$10,000 to support a mobile food pantry. Will serve 375 San Marcos households.
Recommendation: **CONSIDER/RECOMMEND**

(F) FRATERNITY HOUSE - Request for funding in the amount of \$10,000 for urgent window repairs to ensure they meet current State and Federal standards for their home. Will serve 15 San Marcos residents.
Recommendation: **CONSIDER/RECOMMEND**

4. ARTS AND CULTURAL GRANT APPLICATION PROPOSAL: Consider one (1) Arts and Cultural Grant proposal by a non-profit organization requesting funds from the City of San Marcos.

(A) ART IMITATES LIFE/NORTH COUNTY PLAYERS: Request for funding in the amount of \$2,500 to support Art Imitates Life/North County Players productions, both theatrical and public service announcements.
Recommendation: **CONSIDER/RECOMMEND**

CONSENT CALENDAR

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

APPROVAL OF MINUTES - SMCF Grant Funding Subcommittee Meeting, February 13, 2019.
Recommendation: **CONSIDER/APPROVE**

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

ITEMS FOR THE GOOD OF THE ORDER

NEXT MEETING DATE - The next meeting of the Grant Funding Committee is scheduled for Wednesday, May 8, 2019. The next meeting of the SMCF Board of Directors is scheduled for Tuesday, May 21, 2019.

MISCELLANEOUS

ADJOURNMENT

AFFIDAVIT OF POSTING

**STATE OF CALIFORNIA)
COUNTY OF SAN DIEGO) ss.
CITY OF SAN MARCOS)**

I, Julie Magee, hereby certify that I caused the posting of this Agenda in the glass display case at the north entrance of City Hall and on the City website on Thursday, April 4, 2019 prior to 5:30 pm.



Julie Magee, Recording Secretary – SMCF

SAN MARCOS COMMUNITY FOUNDATION

April 10, 2019

YTD Grant Award History FY2018-2019

Name	Type	Amount	Date	Name of Project	Summary of Project
San Marcos High School Athletic Boosters	Mini	\$500.00	7/11/2018	Engineering and robotics training	To help cover the cost of STEM supplies for students to build a robot that will be presented at a number of school events. Serves 30+ San Marcos students.
Marine Corps Recruit Depot Museum Foundation	Mini	\$1,000.00	7/11/2018	Dialogues on the Experience of War	To provide funding for veterans to discuss their experiences in combat in order to inform history and address PTSD. Serves 4 San Marcos residents each cycle.
SPARC, Inc.	Mini	\$1,000.00	7/11/2018	SPARC Senior Art Program	To provide funding to collaborate with Charity Wings to bring a monthly art class to the senior communities. Will serve 100 residents.
Community Resource Center	Regular	\$3,000.00	8/21/2018	Food and Nutrition Distribution and Integrated Services	To provide trauma informed case management and resources for targeted needy populations. Serves over 300 San Marcos residents.
Palomar College Foundation	Regular	\$3,000.00	8/21/2018	Comets Affordable Learning Materials Program	To help convert courses to zero textbook cost or low textbook cost offerings. Serves 5,000 San Marcos residents.
The Elizabeth Hospice	Regular	\$4,500.00	8/21/2018	Bereavement Services	To provide bereavement services and training. Serves 252 San Marcos residents.
Interfaith Community Services	Regular	\$3,000.00	8/21/2018	North County Senior Connections	To provide funding for its North County Senior Connections program. Serves 150 unduplicated San Marcos residents.
Operation Hope	Mini Grant	\$300.00	10/10/2018	Homelessness Services	To provide funding to purchase consumable paper goods and 60 bus passes.
Brother Benno - North County San Diego	Mini Grant	\$1,500.00	11/7/2018	Homelessness Services	To provide funding to purchase diapers for homeless families. Serves ~45 San Marcos residents.
Woodland Park Middle School Booster Park	Mini Grant	\$1,500.00	11/7/2018	Musical Education	To provide funding for instructional music books and repairs to school-issued instruments.

North County Health Services	Regular Grant	\$5,000.00	11/7/2018	Diabetic Retinopathy Camera	To purchase camera for the provision of diabetic retinopathy screening to prevent blindness. Serves 2,334 low-income San Marcos residents.
Jacobs & Cushman San Diego Food Bank	Regular Grant	\$3,000.00	11/7/2018	Emergency Food Relief	To provide emergency food relief. Serves 4,502 San Marcos residents.
San Marcos Prevention Coalition Youth Group	Regular Grant	\$3,000.00	11/7/2018	SM Prevention Coalition Youth Group	To provide 50 t-shirts, 2 tablecloths, 2 poster boards, 2 computers, and 10 printer toners for youth outreach activities.
Meals on Wheels	Mini	\$1,500.00	2/13/2019	Packaging and meal delivery for seniors.	To assist in meal and packaging costs to produce 707 meals for in-home delivery for food insecure seniors. Will serve 140 residents.
Coastal Roots Farm	Mini	\$1,500.00	2/13/2019	Spanish Farm Recipe Books	To print 300 additional Spanish Farm Recipe Books to meet demand. Recipe books are bilingual, vegetable identification and recipe sheets. Will serve 150-400 residents.
New West Ballet	Mini	\$500.00	2/13/2019	The Princess and the Pea	To help offset the costs of professional choreographers, costumes, props/set and travel (gas and mileage). Will serve \$10,000 residents.
Canine Companions for Independence	Mini	\$500.00	2/13/2019	TV for Training Room	To provide funds to purchase a television for our dog training room. Will serve a handful of San Marcos residents.
CSU Latino Association of Faculty & Staff	Regular	\$2,000.00	2/19/2019	The Lowrider Experience	To provide funds to support <i>The Lowrider Experience</i> , a grassroots event to celebrate National Hispanic Heritage Month. Will serve 550 residents.
Just in Time for Foster Youth	Regular	\$1,500.00	2/19/2019	College Bound	To provide 24 San Marcos transition age foster youth (18-26) enrolled in college with resources they need to achieve their higher education goals.
Woodland Park Middle School Music Boosters Club	Regular	\$2,500.00	2/19/2019	WPMS Music Instruction and Instrument Purchase Support	To provide funds for music coaching and the purchase of three additional instruments. Will serve 112 San Marcos residents.
Casa de Amparo	Regular	\$2,000.00	2/19/2019	Residential Services	To provide funds for residential services. Residential Services provide 24-hour trauma-informed care for foster youth removed from their homes. Will serve 100 San Marcos residents.

The Kid's College	Regular	\$2,500.00	2/19/2019	SMUSD/Kid's College Fortissimo Orchestral Music Program	To provide funds for one additional string instructor. Will serve 200 San Marcos residents.
Total Grants Awarded FY18-19		\$44,800.00			

Wildlife Grant Award History FY2018-2019

Name	Type	Amount	Date	Name of Project	Summary of Project
Escondido Creek Conservancy	Wildlife	\$1,500.00	8/21/2018	Human-Coyote Coexistence	To create an interactive exhibit promoting the human-coyote coexistence. Serves approximately 1,000 San Marcos residents
San Diego Wildlife Center of the Rancho Coastal Humane Society	Wildlife	\$1,270.00	2/19/2019	Outreach/Baby Shower	To cover the cost of community outreach in the form of a Baby Shower. The purpose of the shower is to bring awareness and raise funds to help care for injured, sick or orphaned wildlife. The center has saved 64 animals in eight months of operation.
Total Grants Awarded FY18-19		\$2,770.00			

Balance Wildlife Fund

\$2,637.49

Spring Quarter 2018-2019: Funding Recommendation Worksheet

Asset Balance on 6/30/2018:	\$1,255,190
Total Available for Distribution for FY18-19:	\$50,207-\$62,759
Total FY18-19 Distributions Year to Date:	\$44,800.00
Total Funds Available for Quarter if Awarding Grants at 4% of Assets:*	\$5,407
Total Funds Available for Quarter if Awarding Grants at 5% of Assets:*	\$17,959

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Classics 4 Kids	\$1,300.00	Mini	Classics 4 Kids Music Education Workshop	Funds to support (2) in-school music education workshops to San Marcos elementary schools. Will serve 125 students and teachers each for a total of 250 participants.	
Special Olympics	\$1,000.00	Mini	Community Program	Funds to assist Special Olympics athletes to compete in 11 Olympic-type sports. Will serve 24 Special Olympic athletes.	
Community Resource Center	\$7,500.00	Regular	Homeless Prevention Services	Funds to support persons experiencing homelessness with self sufficiency tools. Will serve 76 persons experiencing homelessness from San Marcos.	
Zoological Society of San Diego	\$10,000.00	Regular	STEM Careers in Conservation	Funds to teach how STEM can be applied to conservation issues around the world. Will serve 450 San Marcos Unified middle school students.	
Operation Hope	\$5,000.00	Regular	Shelter and Case Management	Funds to provide shelter and case management for families with children and single women. Will serve 11 San Marcos residents.	
Gary and Mary West Dental Center North County	\$6,897.00	Regular	Dental Technology for At-Risk Seniors Oral Healthcare	Funds to purchase Apple IPADS to view graphical explanations of dental work being performed. Will serve 100 San Marcos seniors.	
Feeding San Diego	\$10,000.00	Regular	Mobile Food Pantry	Funds to support mobile food pantry for food insecure persons. Will serve 375 San Marcos households	
Fraternity House	\$10,000.00	Regular	Urgent Repairs	Funds for urgent repair to windows to ensure compliance and preserve house. Will serve 15 San Marcos residents.	
Total Grants Requested:	\$51,697.00			Total Amount Recommended:	\$0.00

Arts and Cultural Grant

Name	Requested Amount	Type	Name of Project	Summary of Project	GFC Funding Recommendation
Art Imitates Life/North County Players	\$2,500.00	Arts & Cultural	Art Imitates Life/North County Players	Funds to support Art Imitates Life/North County Players productions, both theatrical and public service announcements.	
Total Grant Amount Requested	\$2,500.00			Total Amount Recommended:	\$0.00

Date: April 10, 2019



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Classics 4 Kids Music Education Workshops in San Marcos Elementary Schools Date Submitted: 3-4-19	Total # of people served: 250 Total # of San Marcos residents served: 250	Amount Requested: \$ 1,300.00
Non-Profit Organization Name and Address, Website Classics 4 Kids 3740 Fourth Avenue San Diego, CA 92103 http://www.classics4kids.org	Contact Person – Name, Title & Phone, email Jen DeMik Director of Development Phone: 619-231-2311 x 105 jdemik@classics4kids.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Funds to support Classics 4 Kids' popular in-school music education workshops to San Marcos elementary schools. This funding will cover 2 in-school programs serving 125 students and teachers each, for a total of 250 participants in Classics 4 Kids music education. The foundation can select a school or Classics 4 Kids will reach out to the educational community to determine the selected elementary school.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Celebrating our 25th year of operation, Classics 4 Kids provides critical music education through professional orchestra concerts and in-school workshops designed for elementary students. During our last season, Classics 4 Kids served almost 30,000 students, teachers and families. Numerous studies show strong correlations between exposure to music and increased scores in science, math and reading, as well as decreased stress, improved social skills, and enhanced academic engagement. This project will affect the San Marcos community by reaching young students at a critical time with important music education - improving youth academic achievement, behavioral health and character development.</p>		
<p>Please attach the following items.</p> <p>Both Mini-Grant & Regular:</p> <ol style="list-style-type: none">1. Budget for request (use SMCF Budget Worksheet)2. Annual Operating budget for the organization or unit3. Federal & State Tax ID numbers4. Board of Directors listing with affiliations <p>5. Regular Grants Only:</p> <ol style="list-style-type: none">a. 1-2 page narrativeb. First 2 pages of Federal 990c. Most recent year-end Statement or Audit including any management letters associated with Audit.d. Signature of President or Authorized Officer on Applicatione. Optional: letters of support	<p>Expected date project will begin/end: May 2019</p> <p>Date by which funds will be expended: November 2019</p> <p>Signature of President or Authorized Officer</p> <div style="text-align: center; margin-top: 10px;"> _____ Director of Development 3/4/19_</div> <div style="display: flex; justify-content: space-between;">Name, TitleDate</div> <p>Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): jimagee@san-marcos.net</p>	

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

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

__In school Workshop from Classics 4 Kids__	\$__ \$500.00__
__In school Workshop from Classics 4 Kids__	\$__ \$500.00__
__Administration time to coordinate with schools, customize lesson plan__	\$__ \$300.00__
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____
_____	\$_____

Total budget for this PROJECT: **\$__ 1,300.00__**

Grant Request Amount: **\$__ 1,300.00__**
(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

Is this a challenge grant? Not at this time Could it be? Yes!

Please list any other funding sources for this project.

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

\$ _____	No other funds specifically for San Marcos, pending at this time	_____	**	_____
\$ _____	(Name of source)	_____	**	_____
\$ _____	(Name of source)	_____	**	_____
\$ _____	(Name of source)	_____	**	_____

Laura Glaves-Funk
1275 Nordahl Rd.
Escondido, CA 92026
(760) 888-7071
laura.glaves-funk@smusd.org

March 6, 2019

Kiran Shelat
Classics For Kids
3740 Fourth Ave
San Diego, CA. 92103

Dear Kiran Shelat:

Our second grade team at San Marcos Elementary thanks you for the inspiring opportunity to see your wonderful performances in, "Music Takes Flight". Our students were mesmerized by the live music and dancers on the stage.

I want to share that this exposure to music has greatly impacted their lives. I heard many of my students talking as they walked into the theater say that it was the first time they had seen such a venue. As they were leaving, many of my students were asking when they could possibly come again. My favorite reaction was watching them dance and sing along the city sidewalk as they approached the bus. It was a truly magical experience for them all.

Unfortunately, many of my students will not have that experience again without financial support from organizations outside of our school. We are a Title I school, which means that money our families make goes to subsisting rather than exposure to the arts. Our parents often work long hours at one or two jobs just to make, "ends meet". I think that some of our parent chaperones had their first experiences seeing the arts as well.

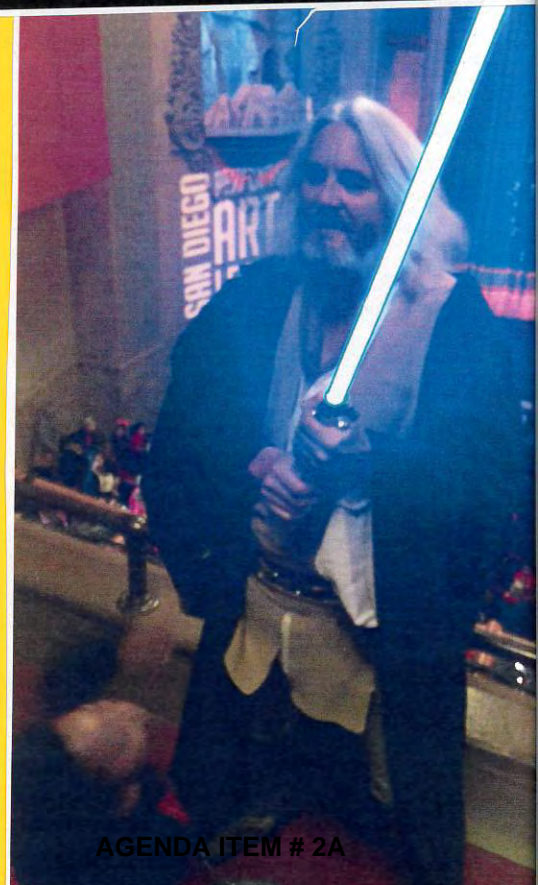
Classics for Kids was truly the highlight of our school year. Thank you for sharing the beauty of music with us. May all the beauty you have brought to our students come back to you.

Sincerely,

Laura Glaves-Funk and Second Grade Team

San Marcos Elementary School

Thank you from Mrs. Roper's Class at
San Marcos Elementary!



I liked that there were lots of instruments in the symphony.
Thank you for paying our bus.
from candy

Thank you for paying our bus.
My favorite part was the bee. I liked the symphony from Stephanie.

Thank you!
My class loved everything about the show! Awesome Mrs. Roper

Alondra B

I Love dancing with the
carves and feathers.
Thanks for paying for our
buses. That for paying our bus.
Thank you for the field trip.
My favorite part was the bat zone.
you for the Music Takes Flight concert
or paying for our field trip. Your music was awesome. I love it.

you for the field trip. my favorite part
the scarves were up. Love Kimberly

I liked the bumble bee dances.
Ked your music it was awesome. Love to Stephanie A.
Thank you for paying for
bus. I liked the dance
the bumble bee. Fernando
avorite Part was the
bumble bee. Thank you for
field trip. Thank you for pay, m
dances. Nathan

Thank you for the concert.
I liked the Star Wars
Part. Love James

Thank you for paying for
our bus. I like the part when
the dancers danced. Love Janelle

Thank you for the field trip. Thank you for pay, m

Thank you for the field trip. Thank you for pay, m



Operational Budget: September 1st, 2018 – August 31st, 2019

Income

Corporate Grants, Foundation Grants and Sponsorships	\$110,000
Individual Donations & Fundraisers	\$60,000
Government Funding	\$59,771
Board Contribution	\$4,000
Professional Development	\$1,500
Student Concert Subsidized Tickets	\$81,000
Low-Income School Bus Scholarships	\$9,000
In-School Workshops	\$6,000

Total Income	\$331,271
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Expenses

Administrative Management	\$100,992
Program Management	\$57,607
State and Federal Payroll Taxes	\$10,000
Professional Services - Bookkeeper & CPA	\$2,800
Student Concerts	\$86,000
Low-Income School Bus Scholarships	\$15,000
In-School Workshops - Musicians	\$1,950
Heart Strings Program - Hospital Locations	\$600
Fundraising and Development Expenses	\$9,000
Public Relations and Marketing	\$2,000
Rent and Storage	\$6,840
Outlook Email and Phone	\$1,200
Website/ IT Maintenance	\$400
Office Supplies	\$2,000
Printer Purchase	\$1,000
Benefits	\$5,400
General Liability, Property, Accident, D&O and Workers Comp	\$16,000
Cal Non Profits Insurance Membership	\$75
Professional Development	\$1,500
Donor Database	\$468

Total Expenses	\$320,832
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\$8,439

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

Letter 1050 (DO/CG)

AGENDA ITEM # 2A



STATE OF CALIFORNIA

FRANCHISE TAX BOARD

P.O. BOX 1288
RANCHO CORDOVA, CA. 95741-1288

March 21, 1997

In reply refer to
755:6 JCA

CLASSICS FOR KIDS, INC.
17952 CIELO CT
POWAY CA 92064-0000

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: August 31
Organization Number : 1901613

You are exempt from state franchise or income tax under the section of the Revenue and Taxation Code indicated above.

This decision is based on information you submitted and assumes that your present operations continue unchanged or conform to those proposed in your application. Any change in operation, character, or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address also must be reported.

In the event of a change in relevant statutory, administrative, judicial case law, a change in federal interpretation of federal law in cases where our opinion is based upon such an interpretation, or a change in the material facts or circumstances relating to your application upon which this opinion is based, this opinion may no longer be applicable. It is your responsibility to be aware of these changes should they occur. This paragraph constitutes written advice, other than a chief counsel ruling, within the meaning of Revenue and Taxation Code Section 21012 (a)(2).

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

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



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

Kathleen Lincoln, Board Member
Sr. Manager, University Talent Acquisition, Viasat Inc.

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

John Rush, Board Member
Printing Executive, Rush Press

Classics 4 Kids Staff

Kiran Shelat, Executive Director

Dana Zimbric, Artistic Director/ Conductor

Jen DeMik, Director of Development

Jacob Morris, Program and Community Outreach Coordinator

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

Kathleen Dye - Principal at MKDye & Associates

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 -Director for The American Society of Radiologic Technologists Foundation

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



Classics 4 KIDS

Music In Tune with Education

2018-19

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.**

SOUND SCIENCE

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.



WORLD OF PERCUSSION

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 and sing cultural songs.

PATTERN PLAY TRIO

This STEAM centered in-school assembly connects patterns in music to science, mathematics and language arts. Students learn about the string and woodwind instruments, perform on classroom percussion instruments, and hear a variety of music of many genres: classical, ragtime, jazz, ballroom, and more. This interactive program brings arts integration to your school. Please call for pricing.



MUSIC FOR UKES TRIO

Join ukulele superstars Sarah Maisel and Craig Chee in an interactive program all about the power of music. With a line-up of original songs, arrangements, jazz, classical, and Hawaiian, this program centers on the elements of music (melody, harmony, tempo, and dynamics) and shows how music can create mood and express feelings. Students learn about the ukulele and string bass, sing-a-long to fun songs, and make deep understandings of how music connects our world. Please call for pricing.

- 45 minute sessions for grades K-6th
- 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

Made possible by:

THE PINCUS FAMILY FUND WITH SDPAL



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

AGENDA ITEM # 2A

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Community Program Date Submitted: 4/3/2019	Total # of people served: 1291 Total # of San Marcos residents served: 24	Amount Requested: \$1,000
Non-Profit Organization Name and Address, Website Special Olympics San Diego 10977 San Diego Mission Road San Diego, CA 92108 www.sosc.org/sandiego	Contact Person – Name, Title & Phone, email Amanda Baumann Development Manager 619-283-6197 abaumann@sosc.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>The Community Program provides individuals over the age of 8 with the opportunity to compete in 11 different Olympic-type sports, over four seasons: Winter, Spring, Summer, and Fall. All Special Olympics programs are free to all those who participate. This mini grant will support the 24 Special Olympics athletes living in San Marcos.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Participants in the Community Program, often only exercise at their weekly practices. Our athletes have the opportunity to stay active throughout the year, and to stay connected in their community throughout the year. We are also excited to continue our relationship with CSUSM Police Department as a new partner in 2019. Their support and activity will bring more awareness to the San Marcos residents about the availability of our Community Program – potentially reaching more families.</p>		
<p>Please attach the following items.</p> <p><u>Both Mini-Grant & Regular:</u></p> <ol style="list-style-type: none"> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: <ol style="list-style-type: none"> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support 		
Expected date project will begin/end: 1/1/2019-12/31/2019 Date by which funds will be expended: 12/31/2019		Signature of President or Authorized Officer <div style="text-align: center;"> </div> <div style="display: flex; justify-content: space-between;"> <div style="text-align: center;"> Name, Title Brian Richter Regional Director </div> <div style="text-align: center;"> Date 4/3/19 </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): jimagee@san-marcos.net		

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

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

<u>Program Staff (2 full-time, 1 part-time staff members)</u>	<u>\$82,313</u>
<u>301 Volunteer Coaches (3hrs X 18 weeks X \$27.59) Inkind Value</u>	<u>\$448,447</u>
<u>Summer Sports (Bowling)</u>	<u>\$7,940</u>
<u>Spring Sports (Basketball, Swimming, Track & Field, Flag Football, Bocce)</u>	<u>\$17,605</u>
<u>Fall Sports (Soccer, Softball, Golf, Tennis)</u>	<u>\$10,470</u>
<u>Winter Sports (Floor Hockey)</u>	<u>\$4,150</u>
<u>Regional Competitions (one per season)</u>	<u>\$33,825</u>
<u>Chapter Games (all of Southern California – 4 total)</u>	<u>\$46,325</u>
<u>Volunteer and Coaches Recruitment and Training</u>	<u>\$1,250</u>
<u>Public Education and Outreach</u>	<u>\$2,450</u>
<u>Indirect Costs excluding inkind (15%)</u>	<u>\$30,949</u>

Total budget for this PROJECT: **\$685,724**

Grant Request Amount: **\$1,000**

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

Is this a challenge grant? No Could it be? It could be a challenge to the CSUSM Police Department. They are hosting their second annual Tip-A-Cop fundraiser on May 21 at Urge in San Marcos to raise funds for Special Olympics San Diego.

Please list any other funding sources for this project.

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

\$28,293 LAZ Parking (C)

\$25,000 UE.co (C)

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

\$7,570 San Diego Gas & Electric (C)

\$5,500 Oceanside Moose Lodge (C)

Special Olympics Southern California
San Diego Region & Areas
2019 Expense Budget

	Program	Fundraising	Management & Administrative	Headquarters Support	Total
Personnal Costs	\$ 252,619	\$ -	\$ -		\$ 252,619
Administration	-	-	-	127,565	127,565
Meals	4,150	11,450	210	-	15,810
Lodging	400	-	-	-	400
Sports Training & Competition	-	-	-	105,417	105,417
Uniforms	19,190	4,200	-	-	23,390
Facilities Rental	40,225	5,000	-	-	45,225
Event Supplies	9,175	7,300	-	-	16,475
Professional Services	3,750	1,000	2,500	-	7,250
Rent	-	-	37,332	-	37,332
Transportation	34,860	1,175	2,910	-	38,945
Accreditation	-	-	-	19,908	19,908
Employee Benefits	-	-	-	30,736	30,736
Information Technology Support	-	-	-	20,202	20,202
Awards & Recognition	3,650	300	-	-	3,950
Equipment Rental	3,150	750	-	-	3,900
Printing	-	100	2,000	-	2,100
Bank Charges	-	1,085	1,500	-	2,585
Telephone	-	-	5,500	-	5,500
Office Supplies	-	-	2,000	-	2,000
Event Fees	325	1,425	-	-	1,750
Equipment Services	-	-	6,550	-	6,550
Volunteer Services	-	-	-	2,400	2,400
Health Initiatives	-	-	-	9,858	9,858
Athlete Leadership Program	-	-	-	1,267	1,267
Postage & Delivery	-	400	2,500	-	2,900
Public Education	-	-	-	2,558	2,558
Utilities	-	-	5,000	-	5,000
Insurance- Including General Liability	-	375	4,450	20,681	25,506
Dues & Publications	-	-	555	-	555
Taxes & Licenses	-	-	250	-	250
Photography & Marketing	400	250	-	-	650
	\$ 371,894	\$ 34,810	\$ 73,257	\$ 340,592	\$ 820,553

CINCINNATI OH 45999-0038

In reply refer to: 0248188025
Jan. 16, 2018 LTR 4168C 0
95-4538450 000000 00
00008554
BODC: TE

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



024241

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

Dear Taxpayer:

This is in response to your request dated Jan. 04, 2018, regarding your tax-exempt status.

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

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

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

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

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

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

0248188025
Jan. 16, 2018 LTR 4168C 0
95-4538450 000000 00
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SPECIAL OLYMPICS SOUTHERN
CALIFORNIA INC
1600 FORBES WAY STE 200
LONG BEACH CA 90810

Sincerely yours,

A handwritten signature in black ink, appearing to read "K. A. Billups". The signature is fluid and cursive, with the first name "Kim" and last name "Billups" clearly distinguishable.

Kim A. Billups, Operations Manager
Accounts Management Operations 1



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

Entity Status Letter

Date: 3/11/2015

ESL ID: 3657687967

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

Entity ID: 1898240

Entity Name: SPECIAL OLYMPICS SOUTHERN CALIFORNIA, INC.

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

The above information does not necessarily reflect:

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

Internet and Telephone Assistance

Website: **ftb.ca.gov**

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

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



Regional Leadership Council – San Diego Region

February 13, 2019

Chair: AMY BRUTTO

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

ERICH BORK

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

BILL CAVANAUGH

Principle
US Modular, Inc
619-507-2727
billc@usmodularinc.com

MIKE DAVIDSON

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

DUNCAN DODD

Senior Vice President
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STEVEN DOSS

Director, National Sales Manager
Union SBA
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Steven.doss@unionbank.com

JAY GLICKSMAN

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

JINX HACK RING

SOSC Board Member
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jinxring@gmail.com

ANDREW JOHNSON

Altium
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Andy.j920@gmail.com

BRIAN KUROSE, M.D.

Family and Sports Medicine Physician
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brian.d.kurose@kp.org

JACQUE MARTIN

Certified Advertising Specialist
Brown & Bigelow/Adcentive Group
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jqmartin@brownandbigelow.com

AMANDA REAMS

Financial Planner and Investment Advisor
The Financial Planning Department, Inc.
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amanda@fpdinc.net

JEFF SCHMAL

Director, Marketing and Client Solutions
Cox Media
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jeff.schmal@coxmedia.com

DIANA TODARO

Law Office of Diana Todaro
949-412-8761
dianatodaro@aol.com

JAMES WATTS

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

BRIAN RICHTER

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

SAN MARCOS COMMUNITY FOUNDATION

Grant Cover Page



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

Project Name: CRC Homeless Prevention Services Date Submitted:	Total # of people served: 1813 Total # of San Marcos residents served: 76	Amount Requested: \$7,500
Non-Profit Organization Name and Address, Website Community Resource Center (CRC) 650 Second Street, Encinitas CA 92024 760-753-1156 http://crcncc.org/	Contact Person – Name, Title & Phone, email Richard Radosh Development Grants Manager 760-230-6308 rradosh@crcncc.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant): CRC is requesting \$7,500 to help reduce and prevent homelessness in North County San Diego by providing the tools necessary to enable families and individuals to obtain or maintain housing, exponentially increasing the likelihood they will be able to achieve self-sufficiency. CRC meets the needs of homeless individuals and families and those at risk of homelessness through case management and related support services. 76 (4%) of CRC's more than 1,800 clients served this fiscal year 2018-19 year to date reside in San Marcos. Last December's Holiday Baskets program served 128 San Marcos residents and engaged 144 San Marcos volunteers.		
Briefly describe the significance of your request to the San Marcos community: CRC's homeless prevention services improve the quality of life for North County and San Marcos residents by providing individuals who are homeless or at risk of homelessness - veterans, domestic violence survivors and their children, seniors – with paths to safety, stability, and self-sufficiency. CRC Integrative Services and Food & Nutrition Center promote healthy, active life styles so that vulnerable populations in North County including San Marcos can improve self-sufficiency and focus on education, family wellness, and work.		
Please attach the following items. Both Mini-Grant & Regular: <ol style="list-style-type: none"> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: <ol style="list-style-type: none"> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support 		
Expected date project will begin/end: July 1, 2019 – June 30, 2020 (ongoing year-round program) Date by which funds expended: June 30, 2020 Signature of President or Authorized Officer <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: center;"> Name, Title </div> <div style="text-align: center;"> EXECUTIVE DIRECTOR </div> <div style="text-align: center;"> March 28, 2019 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): jimagee@san-marcos.net		



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

2019 San Marcos Community Foundation - Application Narrative

Organization – Mission - History

Since its founding in 1979, Community Resource Center has provided emergency assistance, case management services, counseling, shelter, and food assistance to low-income and homeless individuals and families including domestic violence victims and their children in furtherance of its mission to provide paths to safety, stability and self-sufficiency. CRC is the primary provider of social services and domestic violence programs in North County San Diego, serving more than 2300 households (6,000 individuals) annually without regard to race, religion, gender, ethnicity, age, or immigration status.

Unmet Community Need

1 in 8 people (12.1%) in North County San Diego live in poverty. 27.2% (854,200) have incomes below 200% of the Federal Poverty Level (FPL). For a family of four 200% FPL is an annual income below \$50,200, dramatically below the \$97,000 per year needed to make ends meet in San Diego (Economic Policy Institute). 43.5% of adults in poverty had jobs; 8,494 worked full-time earning less than FPL. (Center on Policy Initiatives, 2017). San Diego Hunger Coalition reports that nearly half of adults and children in households below 200% FPL experience food insecurity including 60% of low-income single parent households, 50% of low-income adults living with a disability, and 55% who are employed.

The most recent San Diego County Point in Time Count reported 8,576 homeless individuals and families, nearly 10% residing in North County coastal cities -- 822 total homeless, 255 sheltered, 567 unsheltered (62 in San Marcos). 43% of unsheltered survey respondents reported suffering from a physical disability, chronic health condition and/or mental health issue.

In 2017, there were 17,306 domestic violence incidents reported to law enforcement in San Diego County (Criminal Justice Research Division, SANDAG). In a sample study of 100 DV incidents reported to law enforcement, children were present in 37% of the cases. (San Diego Sheriff's Department). Domestic violence victims are included in the U.S. Department of Housing and Urban Development's (HUD) definition of homelessness:

"Persons experiencing domestic violence, particularly women and children with limited economic resources, are at increased vulnerability to homelessness. HUD recognizes this intersection between domestic violence and homelessness and wants stakeholders to share in their commitment to finding effective ways to serve this population."

Homeless persons are more likely to become ill, have greater hospitalization rates, and die younger than the general population. They have the same medical conditions, but differ in their long-term exposure to disease agents, overcrowding, unsanitary conditions, poor nutrition, sleep deprivation, violence, physical and emotional trauma, sexual abuse, and weather extremes. Uncontrolled hypertension, coronary artery disease, congestive heart failure, and peripheral vascular disease are common. Poor diet contributes to nutrition-related disorders and high prevalence of uncontrolled diabetes mellitus, hypercholesterolemia, and hypertension. (Maness and Khan, 2014)

Homeless Prevention Project

CRC's Integrative Services (case management) and Food & Nutrition Center respond to these needs with trauma informed case management, counseling, and healthy, nutritious food. Case managers work

with each client to create a personal self-sufficiency plan which may include short term housing assistance, access to benefits, and steps to secure income and assets for sustainability. In addition to benefits such as CalFresh and Medi-Cal, CRC provides programs and services to help households understand how to manage those benefits and other sources of income. CRC partners provide financial education and coaching. CRC is committed to helping individuals create pathways to stability and self-sufficiency through employment readiness programs.

FNC uses the client choice model of food distribution. Clients “shop” with points. Healthier food requires fewer points to encourage better food choices. Fresh produce, meat, and dairy products are given based on availability and do not use points. Last Fiscal Year 2017-18, 1,667 unduplicated participants made 13,880 visits to FNC. Clients can meet with a Registered Dietitian (RD) at no cost to them. Since beginning nutrition consultations in early 2018, 69 unduplicated individuals have completed free consultations - 24 initial; 45 follow-ups - to create wellness goals and a nutrition plan. The RD measures blood pressure, body mass Index, and heights/weights to help clients create their plans and track progress. In a new partnership, Bastyr University graduate students are developing a comprehensive nutrition education program for homeless and near homeless clients at CRC.

Several key programs show CRC’s presence and benefit to San Marcos:

- CRC’s Resale Store location, 210 S. Ranch Santa Fe Road, established 15 years ago, provides jobs, a client resource for clothing and home furnishings, community outreach, and a donation drop off site for San Marcos residents
- California State University San Marcos – CRC’s ongoing collaborative relationship with CSUSM Social Sciences/Social Work/Psychology programs enhances services to clients by through internships for students working to complete required hours for their bachelor/master degrees

Holiday Baskets – Each year during December CRC offers its Holiday Baskets program, a dignified, free ‘shopping’ experience to over 6,000 low income San Diegans, including 3000 children, 300 seniors, and survivors of domestic violence, and engages dedicated community volunteers, last year 2500 with 144 from San Marcos, giving back to San Diego by transforming the Del Mar Fairgrounds into a holiday gift shop. Participants select blankets, clothing, toys, infant/toddler items, bicycles, and also receive a 50-pound box of holiday meal fixings, a chicken or turkey, fresh produce, and nutritious staples for two weeks. Community partners offer information and resources such as utility assistance or dental checks. The gifts, food, and basic household supplies provide a life-saving bridge during the holidays and a path to safety, stability and self-sufficiency. Last year, 6495 individuals participated in the Holiday Baskets program including 128 from San Marcos

Thank you!

Moving forward, CRC plans to support more of the underserved population in neighboring cities, including San Marcos. CRC will continue to develop partnerships and expand outreach in San Marcos with the support of the San Marcos Community Foundation. Thank you so much for considering CRC’s application. We could not do this essential work without community partners like the San Marcos Community Foundation.

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)

Personnel Expense	
Salaries & Wages	\$374,584
Fringe/Taxes	\$123,613
Subtotal Personnel Expense	\$498,197
Direct Expenses	
Automobile Expense	\$18,851
Employees, Board & Volunteers - hiring costs, mileage reimbursement	\$5,515
Occupancy Expense	\$54,864
Operating Expense	\$34,922
Professional Fees	\$6,159
Program Expense - Food purchase, financial assistance	\$247,979
In-kind food at \$1/pound - 300,000 pounds	\$300,000
Depreciation Expense	\$19,066
Sub-total Direct Expenses	\$687,356
Total budget for this PROJECT:	\$ <u>\$1,185,553</u>

Grant Request Amount: **\$7,500**
(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

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

Please list any other funding sources for this project.

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

Amount	Name of source
\$443,165	Government Grants/Contracts (C)
\$112,315	Private Grants & Foundations (C)
\$ 900	Program Service Revenue (CD)
\$ 47,500	Public Support/Donations (C & P)
\$ 80,000	Other - program share of Resale Store Net Revenue (P)
\$300,000	In-kind Food donation (C)

Community Resource Center

	<u>FY 2018-2019</u>
Ordinary Income/Expense	
Income	
Fundraising Events	199,150
Government Grants/Contracts	1,414,211
Other Revenue	-
Private Grants & Foundations	500,000
Program Service Revenue	23,567
Public Support/Donations	604,512
Total Income	<u>2,741,440</u>
Expense	
Automobile Expense	23,151
Employees, Board & Volunteers	38,339
Fundraising Expenses	43,121
Occupancy Expense	162,966
Operating Expense	139,192
Other Operating Expenses	27,110
Personnel Expenses	1,903,933
Professional Fees	110,917
Program Expense	403,047
Depreciation Expense	69,485
Total Expense	<u>2,921,261</u>
Net Ordinary Income	<u><u>(179,821)</u></u>
Resale Stores:	
Income	1,133,964
Expense	936,927
Net Resale Income	<u><u>197,037</u></u>
Net Surplus (Deficit)	17,216
Total Expense incl resale stores	3,858,188



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

CRC Tax ID Numbers

Federal 95-3497926

State of California 0967931



Board of Directors

FY 2018-2019

Katrina Dodson, President

Broker Associate, Nancarrow Realty Group

Jo Ann Shannon, Vice President

Real Estate Consultant and Broker, Property Insights

Celia Eckert, Secretary

Biotech Lawyer, Synthetic Genomics

Sabra Norris, Treasurer

*Global Director of Laboratory Business Analytics,
Gemological Institute of America, Inc.*

Morgan Day, President Emeritus

VP Corporate and Account Strategy, Quantum Retail

JoAnne Berg, CPA

Retired CFO

Lindsey Brubaker

District Manager, Wells Fargo

Patricia Moore

Philanthropist/Community Volunteer

Lee Morrison

*Vice President, Commercial Banker,
JPMorgan Chase & Co.*

Mary Murphy

Human Resources Director, Dudek

Teri O'Brien

Partner, Paul Hastings LLP

Shawn Pynes, MMA

Retired Executive

Craig Shugert

CEO, LifeWalker Mobility Products

Diane "DJ" Weed

CEO/COO, Corp RX Consulting

BOD-071118

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)
 G Do not enter social security numbers on this form as it may be made public.
 G Information about Form 990 and its instructions is at www.irs.gov/form990.

2016

Open to Public
Inspection

A For the 2016 calendar year, or tax year beginning 7/01, 2016, and ending 6/30, 2017					
B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:70%; vertical-align: top;"> C COMMUNITY RESOURCE CENTER 650 2ND STREET ENCINITAS, CA 92024 </td> <td style="width:30%; vertical-align: top;"> D Employer identification number 95-3497926 E Telephone number (760) 753-1156 G Gross receipts \$ 5,012,761. </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: SAME AS C ABOVE </td> </tr> </table>	C COMMUNITY RESOURCE CENTER 650 2ND STREET ENCINITAS, CA 92024	D Employer identification number 95-3497926 E Telephone number (760) 753-1156 G Gross receipts \$ 5,012,761.	F Name and address of principal officer: SAME AS C ABOVE	
C COMMUNITY RESOURCE CENTER 650 2ND STREET ENCINITAS, CA 92024	D Employer identification number 95-3497926 E Telephone number (760) 753-1156 G Gross receipts \$ 5,012,761.				
F Name and address of principal officer: SAME AS C ABOVE					
I Tax-exempt status <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () H (insert no.) 4947(a)(1) or 527					
J Website: G WWW.CRCNCC.ORG					
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other G					
L Year of formation: 1979 M State of legal domicile: CA					

Part I Summary				
Activities & Governance	1 Briefly describe the organization's mission or most significant activities: TO PROVIDE FAMILIES SUFFERING FROM THE EFFECTS OF POVERTY, HOMELESSNESS, HUNGER, AND DOMESTIC VIOLENCE WITH SAFETY, STABILITY, AND A PATH TO SELF-SUFFICIENCY.			
	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)	14	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	14	
	5	Total number of individuals employed in calendar year 2016 (Part V, line 2a)	54	
	6	Total number of volunteers (estimate if necessary)	1,500	
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.	
	b	Net unrelated business taxable income from Form 990-T, line 34	0.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	2,176,523.	2,301,695.
	9	Program service revenue (Part VIII, line 2g)	52,111.	88,395.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	2,880.	-100.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	1,248,588.	1,326,770.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	3,480,102.	3,716,760.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
	14	Benefits paid to or for members (Part IX, column (A), line 4)		
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	2,007,899.	2,329,509.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		
	b	Total fundraising expenses (Part IX, column (D), line 25) G 469,366.		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	1,377,750.	1,300,761.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	3,385,649.	3,630,270.
	19	Revenue less expenses. Subtract line 18 from line 12	94,453.	86,490.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	2,201,915.	2,225,315.
	21	Total liabilities (Part X, line 26)	592,989.	543,499.
	22	Net assets or fund balances. Subtract line 21 from line 20	1,608,926.	1,681,816.

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here	A	Signature of officer	Date		
	A	JOHN PFEIFFER	DI RECTOR OF FI NANCE		
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	EMIN SHAHBAZIAN, CPA	EMIN SHAHBAZIAN, CPA			P01761638
	Firm's name G YSR CPA GROUP PC				
	Firm's address G 3715 MARKET ST GLENDALE, CA 91208	Firm's EIN G 82-1853384 Phone no. 818-330-9752			

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

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

TO PROVIDE FAMILIES SUFFERING FROM THE EFFECTS OF POVERTY, HOMELESSNESS, HUNGER, AND DOMESTIC VIOLENCE WITH SAFETY, STABILITY, AND A PATH TO SELF-SUFFICIENCY.

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 \$ 971,478. including grants of \$) (Revenue \$ 1,256,160.)

COMMUNITY RESOURCE CENTER'S RESALE STORES, IN ADDITION TO GENERATING NET INCOME FOR THE AGENCY'S ACTIVITIES, IS A SOURCE OF CLOTHING, FURNITURE AND HOUSEHOLD GOODS FOR BOTH DOMESTIC VIOLENCE AND SOCIAL SERVICE CLIENTS; PROVIDES EMPLOYMENT OPPORTUNITIES FOR LOW-INCOME INDIVIDUALS; AND IS A SOURCE OF LOW-COST GOODS FOR LOCAL FAMILIES.

4b (Code:) (Expenses \$ 969,243. including grants of \$) (Revenue \$)

COMMUNITY RESOURCE CENTER'S DOMESTIC VIOLENCE PROGRAMS INCLUDE AN EMERGENCY SHELTER; TRANSITIONAL HOUSING; RENTAL ASSISTANCE; LEGAL ADVOCACY; COUNSELING; FINANCIAL LITERACY EDUCATION; FOOD AND NUTRITION EDUCATION; EMPLOYMENT PREPARATION; AND A THERAPEUTIC CHILDREN'S PROGRAM. IN FY 2016-17, 163 FAMILIES WERE SERVED IN THE SHELTER. 96% OF DV PROGRAM PARTICIPANTS DID NOT RETURN TO THEIR ABUSERS.

4c (Code:) (Expenses \$ 747,186. including grants of \$) (Revenue \$)

CRC SERVED 7,041 LOW-INCOME INDIVIDUALS THROUGH OUR COMPREHENSIVE PROGRAMS: INTEGRATED CASE MANAGEMENT; EMERGENCY FOOD, HOUSING, RENTAL AND UTILITY ASSISTANCE; BENEFITS APPLICATIONS; TRANSPORTATION ASSISTANCE; ACCESS TO HEALTHY FOOD; TAX PREPARATION; FINANCIAL LITERACY TRAINING; FAMILY SELF-SUFFICIENCY; EMPLOYMENT READINESS; AND HOLIDAY BASKETS.

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

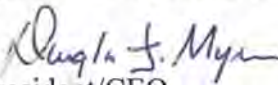
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **G** 2,687,907.

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: STEM Careers in Conservation Date Submitted: 3-18-2019	Total # of people served: 450 Total # of San Marcos residents served: 450	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website: Zoological Society of San Diego dba San Diego Zoo Global P.O. Box 120551 San Diego, CA 92112-0551 www.sandiegozoo.org		Contact Person – Name, Title & Phone, email: Karen Isaacs Senior Corporations and Foundations Relations Officer (619) 744-3310, kisaacs@sandiegozoo.org
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Science, Technology, Engineering and Math (STEM) fields of study are valuable for students to grasp as they move into their future careers. The STEM Careers in Conservation program will provide 450 middle school students in the San Marcos community a unique opportunity to learn about the ways that these disciplines are being applied to real-world conservation issues around the globe. Through this three-part program, students will interface directly with conservation researchers, learn about the importance of interdisciplinary collaboration, and practice solving present day conservation challenges.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Many students feel disengaged in STEM subject areas as they move towards high school and do not pursue higher education or careers in STEM fields. This exciting program will engage students with professionals who are saving species using a frozen zoo, flying surveillance drones to stop poachers and programming artificial intelligence systems to identify and track endangered big cats. We believe that this program will inspire students to have greater engagement in STEM subjects, and will encourage some to pursue a career in these critical fields.</p>		
Please attach the following items. Both Mini-Grant & Regular: 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: a. 1-2 page narrative b. First 2 pages of Federal 990 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: 5/31/2019 – 12/15/2019 Date by which funds will be expended: 12/15/2019 Signature of President or Authorized Officer  _____ President/CEO 3-15-19 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): jimagee@san-marcos.net

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

Provide an itemized list of expenses for this project:

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

<u>Program Evaluation: \$40 x 25 hours</u>	<u>\$1,000</u>
<u>Program Implementation: \$37.50 x 216 hours</u>	<u>\$7,875</u>
<u>Student Project Supplies: \$35 x 15 classes</u>	<u>\$525</u>
<u>SDZG Researcher Labor: \$40 x 15</u>	<u>\$600</u>
<u> </u>	<u>\$</u>
<u>Program Administration: \$37.50 x 80 hours</u>	<u>\$3,000</u>
<u>Reservations Support: \$37.50 x 40 hours</u>	<u>\$1,500</u>
<u>Vehicle Mileage: \$0.545 x 400 miles</u>	<u>\$204</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>
<u> </u>	<u>\$</u>

Total budget for this PROJECT: \$14,704

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).**

<u>\$4,704 (SDZG Indirect Costs)</u>	<u>** C</u>
<u>\$ (Name of source)</u>	<u>**</u>
<u>\$ (Name of source)</u>	<u>**</u>
<u>\$ (Name of source)</u>	<u>**</u>

San Marcos Community Foundation – Grant Narrative

STEM Careers in Conservation, San Diego Zoo Global

Program Description:

Many of the challenges facing conservationists today require creative, collaborative solutions to help save endangered habitats around the globe. More than ever, professionals from across the STEM fields are applying novel technological solutions to protect both animals and plants. San Diego Zoo Global (SDZG) employs the world's largest Zoo-based research team, including field researchers, geneticists, social scientists and technology specialists. Through an exciting new three-part program, we will bring wildlife right to the classroom and put middle school students in the role of SDZG conservation scientists; challenging participants to use creativity and teamwork to successfully keep species from reaching the brink of extinction.

Before our first classroom visit, we will arrange a Skype chat in the classroom with one of our SDZG researchers to talk about their career and why they chose a STEM field of study. It will also be an opportunity for students to ask questions directly to our research team.

In our first session, we will use real-world conservation case studies to introduce students to some of the many applications of STEM concepts in conservation science. Students will hear from our researchers about their role in conservation, and how they navigated to their career. After a visit from a Safari Park Animal Ambassador, students will help researchers identify wildlife in trail camera photos from SDZG field projects. Using computers, students will access a web portal and catalogue their observations into an online database. Students will also use technology to track the movements of endangered species.

Our second visit puts students' problem-solving skills to the test by focusing on some of today's biggest conservation challenge, with each issue corresponding to an endangered species SDZG is working to protect. In teams, students will design a practical, yet creative solution to one of the challenges and present the concept to their peers. Their final product will include a poster outlining their problem, solution, and relevant STEM concepts they utilized. This collaborative approach will engage students in a unique learning process and will encourage participation from each member of the team.

Funding:

There will be no cost for the schools to participate in this program. Our request for funding from SMCF will cover all labor costs for SDZG staff members to implement this program. All indirect costs will be covered by SDZG, such as program management, vehicle mileage and reservation staff support. This grant will allow us to offer this program at no cost to the teachers or the school. All three visits – the Skype chat and both classroom programs – will be included for fifteen total classes.

We have submitted similar proposals for this program to other funding agencies for work in other school districts, and have received funding from the Coastal Community Foundation to bring this opportunity to middle schools in Carlsbad. Our funds to cover indirect costs would come out of our operating budget to cover the administrative costs associated with carrying out this kind of program.

Timeline:

May-June: Purchase necessary supplies and begin planning with teachers for fall.

July-August: Train Safari Park staff members.

September: Make reservations for program implementation.

October-December: Implement the full set of programs during the fall.

Outcomes and Evaluation:

We will use an integrated evaluation process throughout the program to measure impacts on students, with results detailed in our final report. Our expected outcomes after program participation include, students' ability to:

- Identify at least three ways STEM fields are being applied to current conservation work
- Describe at least three STEM career options
- Demonstrate a more positive attitude toward pursuing a career in a STEM field

California Common Core Standards Alignment:

The California Common Core Standards are designed to develop skills like problem solving, creativity, collaboration, and innovation – all critical abilities in STEM fields of study. This program focuses on the complex world of wildlife conservation to engage students in applying these skills. Students will participate in a range of collaborative discussions and interactions throughout all elements of our program. They will also do research to build their understanding of multifaceted conservation issues, and present their findings to their peers. We believe that this hands-on approach to STEM concepts will directly link with the work of classroom teachers and the Common Core Standards they need to address.

Participant Selection:

We believe that 8th grade students are an ideal audience for this kind of program, primarily because they are at an age when they are beginning to think more deeply about their future career path. Before making the jump into high school, this program will give them an opportunity to learn about the diverse career choices within STEM fields, and what educational experience can help them achieve those jobs down the road. We are working with San Marcos Unified School District to determine which schools would be the best fit for this program. We have attached our Letter of Support with this application.

March 12, 2019

Sasha Stallard
Education Manager
San Diego Zoo Safari Park
15500 San Pasqual Valley Road
Escondido, CA 92027

Dear Sasha,

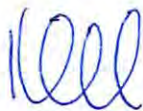
I am writing to express my support for the STEM Careers in Conservation program on behalf of the San Marcos Unified School District. We are excited for the opportunity it would provide our students to participate in hands-on science exploration, and to interface directly with STEM professionals. This program will help students learn about the career paths available to them in STEM fields and inspire them to make a difference for wildlife.

With the change to the Next Generation Science Standards our science team is excited at the possibility to connect with some STEM professionals in conservation science. The new standards put a heavy focus on making a difference in our community and we see this as a perfect fit with our new science instruction.

If future proposals for STEM Careers in Conservation are selected for funding by the San Marcos Community Foundation, then it is my intent to participate in the program.

I look forward to continuing our partnership.

Sincerely,



Ryan Archer
Science and Ed Tech Coordinator
San Marcos Unified School District

Zoological Society of San Diego
dba San Diego Zoo Global

2019 BUDGET

(in millions)

	Fiscal Year 2019 Budget	Fiscal Year 2019 Budget
Revenues and support:		
Admissions and memberships	\$ 124.1	37.3%
Auxiliary activities	129.9	39.1%
Contributions	54.2	16.3%
Grant revenue for services	7.1	2.1%
Tax revenue and other	17.1	5.2%
Total revenues and support	332.4	
Expenses:		
Exhibition facility operations	241.1	74.8%
Research and conservation activities	34.8	10.8%
Educational programs	3.9	1.2%
Administration	39.6	12.3%
Actuarial charges for pension	2.8	0.9%
Total expenses	322.3	
Change in net assets from operating activities	<u>\$ 10.1</u>	
Projected capital expenditures	<u>\$ 40.0</u>	



IRS Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248462390
Feb. 21, 2013 LTR 4168C E0
95-1648219 000000 00

00024258
BODC: TE

ZOOLOGICAL SOCIETY OF SAN DIEGO
% PAULA BROCK CFO
PO BOX 120551
SAN DIEGO CA 92112-0551

017761

Employer Identification Number: 95-1648219
Person to Contact: MR. PATTERSON
Toll Free Telephone Number: 1-877-829-5500

Dear TAXPAYER:

This is in response to your Feb. 11, 2013, 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 APRIL 1942.

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 509(a)(2).

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

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

0248462390

Feb. 21, 2013 LTR 4168C E0

95-1648219 000000 00

00024259

ZOOLOGICAL SOCIETY OF SAN DIEGO
% PAULA BROCK CFO
PO BOX 120551
SAN DIEGO CA 92112-0551

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

Sincerely yours,

Richard McKee

Richard McKee, Department Manager
Accounts Management Operations



Entity Status Letter

Date: 9/24/2012

ESL ID: 6895646071

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

Entity ID: 0083432

Entity Name: ZOOLOGICAL SOCIETY OF SAN DIEGO

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

The above information does not necessarily reflect:

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

Internet and Telephone Assistance

Website: ftb.ca.gov

Telephone: 800.852.5711 from within the United States

916.845.6500 from outside the United States

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

SAN DIEGO ZOO GLOBAL – 2019
BOARD OF TRUSTEES
(Confidential)

Officers

Chairman: Steven G. Tappan, President, Tappan Enterprises and Tappan Corporation

Vice Chairman: Javade Chaudhri, Partner, Jones Day

Secretary: Linda J. Lowenstine, Ph.D., DVM, DipACVP, Professor Emerita of Veterinary Pathology, University of California Davis, School of Veterinary Medicine

Treasurer: Ryan Sullivan, Ph.D., CEO, Intensity Corporation

Trustees

Rolf Benirschke, Co-Founder and Chief Patient Officer, Legacy Health Strategies

Kathleen Cain-Carrithers, SVP/CFO, Rady Children's Hospital and Health Center

Richard B. Gulley, Retired, Alliant Insurance Services, Inc.

Cliff Hague, Former member of executive management team, MiniMed, Inc.

Robert B. Horsman, Chief Banking Officer and Founding Partner, Endeavor Bank

Steven S. Simpson, Managing Partner, CoastEdge Partners, LLC

Judith Wheatley, Retired, Qualcomm

REV 1/22/19

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

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

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2017

Open to Public Inspection

A For the 2017 calendar year, or tax year beginning and ending

B Check if applicable:	C Name of organization ZOOLOGICAL SOCIETY OF SAN DIEGO Doing business as SAN DIEGO ZOO GLOBAL Number and street (or P.O. box if mail is not delivered to street address) Room/suite POST OFFICE BOX 120551 City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92112-0551 F Name and address of principal officer: DOUGLAS G MYERS PRES/CEO SAME AS C ABOVE	D Employer identification number 95-1648219 E Telephone number 619-231-1515 G Gross receipts \$ 385,438,081. H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all subordinates included? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "No," attach a list. (see instructions) H(c) Group exemption number ▶
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) 501(c) () (insert no.) 4947(a)(1) or 527		
J Website: ▶ WWW.SANDIEGOZOO.ORG		
K Form of organization: <input checked="" type="checkbox"/> Corporation Trust Association Other ▶		L Year of formation: 1916 M State of legal domicile: CA

Part I Summary

1	Briefly describe the organization's mission or most significant activities: <u>SAN DIEGO ZOO GLOBAL IS COMMITTED TO SAVING SPECIES WORLDWIDE (CONTINUED ON SCHEDULE O)</u>		
2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5	Total number of individuals employed in calendar year 2017 (Part V, line 2a)	5	3581
6	Total number of volunteers (estimate if necessary)	6	1940
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	4,797,095.
7b	Net unrelated business taxable income from Form 990-T, line 34	7b	-338,410.
8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
9	Program service revenue (Part VIII, line 2g)	81,806,457.	134,343,678.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	184,309,960.	180,262,230.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,066,934.	7,532,887.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	20,122,108.	19,956,440.
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	288,305,459.	342,095,235.
14	Benefits paid to or for members (Part IX, column (A), line 4)	1,609,833.	1,968,864.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	145,569,368.	147,923,141.
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 8,589,674.	304,080.	353,446.
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	116,207,578.	118,410,277.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	263,690,859.	268,655,728.
19	Revenue less expenses. Subtract line 18 from line 12	24,614,600.	73,439,507.
20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
21	Total liabilities (Part X, line 26)	592,578,250.	682,457,047.
22	Net assets or fund balances. Subtract line 21 from line 20	219,622,146.	217,511,454.
		372,956,104.	464,945,593.

Part II Signature Block

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

Sign Here	Signature of officer PAULA BROCK, CFO <i>Paula Brock</i> Type or print name and title	Date		
Paid Preparer Use Only	Print/Type preparer's name LISA M. CUMMINGS	Preparer's signature <i>Lisa M. Cummings</i>	Date 8/8/2018	Check if self-employed <input type="checkbox"/> PTIN P00043433
	Firm's name ▶ COHNREZNICK LLP	Firm's EIN ▶ 22-1478099		
	Firm's address ▶ 400 CAPITOL MALL, SUITE 1200 SACRAMENTO, CA 95814-4424	Phone no. 916-442-9100		

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

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

SAN DIEGO ZOO GLOBAL IS COMMITTED TO SAVING SPECIES WORLDWIDE BY
UNITING OUR EXPERTISE IN ANIMAL CARE AND CONSERVATION SCIENCE WITH OUR
DEDICATION TO INSPIRING PASSION FOR NATURE.

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 \$ 200,520,791. including grants of \$) (Revenue \$ 185,571,167.)

EXHIBITION AND ANIMAL CARE FACILITY OPERATIONS: AN IMPORTANT PART OF
SAN DIEGO ZOO GLOBAL'S MISSION OF SAVING SPECIES IS OUR ABILITY TO
REACH A WIDE AUDIENCE ALLOWING THEM TO LEARN AND CARE ABOUT ENDANGERED
SPECIES. AS PART OF THIS EFFORT OUR TWO WILDLIFE SANCTUARIES HOST MORE
THAN 4.5 MILLION GUESTS EACH YEAR INCLUDING MORE THAN 350,000 SCHOOL
CHILDREN THAT RECEIVE FREE OR DISCOUNTED EDUCATION PROGRAMS. THE SAN
DIEGO ZOO & SAN DIEGO ZOO SAFARI PARK ARE ACCREDITED AND LICENSED TO
CARE FOR CRITICALLY ENDANGERED PLANTS AND ANIMALS. THE 100 ACRE ZOO IS
HOME TO MORE THAN 3,700 ANIMALS REPRESENTING MORE THAN 700 RARE AND
ENDANGERED SPECIES WITH MORE THAN 700,000 PLANTS OF MORE THAN 600
SPECIES AND SUBSPECIES. THE 1,800 ACRE SAFARI PARK AND BIODIVERSITY
RESERVE IS HOME TO MORE THAN 2,600 ANIMALS REPRESENTING 300 SPECIES.

4b (Code:) (Expenses \$ 24,676,575. including grants of \$ 1,968,864.) (Revenue \$ 2,269,598.)

RESEARCH AND CONSERVATION ACTIVITIES: CONSERVATION PROGRAMS
THROUGH THE ZOOLOGICAL SOCIETY OF SAN DIEGO'S INSTITUTE FOR
CONSERVATION RESEARCH, ONE OF THE LARGEST ZOO-BASED
MULTI-DISCIPLINARY RESEARCH TEAMS IN THE WORLD. THE MISSION OF
THE INSTITUTE FOR CONSERVATION RESEARCH IS TO GENERATE, SHARE AND
APPLY SCIENTIFIC KNOWLEDGE VITAL TO THE CONSERVATION OF ANIMALS,
PLANTS AND HABITATS. THE INSTITUTE HAS GROWN TO INCLUDE
INTERNATIONAL FIELD CONSERVATION PROGRAMS IN MORE THAN 35
COUNTRIES WORLDWIDE.

4c (Code:) (Expenses \$ 5,205,874. including grants of \$) (Revenue \$ 5,386,556.)

EDUCATIONAL PROGRAMS: SERVICES TO OVER 350,000 STUDENTS AND
EDUCATORS THROUGH SCHOOL FIELD TRIPS, ASSEMBLY & CLASSROOM
PROGRAMS, CLASSROOM TEACHING KITS, CURRICULUM & ACTIVITIES,
TEACHER WORKSHOPS AND VIDEOCONFERENCING. AN ADDITIONAL 60,000
GUESTS ARE REACHED THROUGH SLEEPOVERS, CAMP PROGRAMS, ART &
PHOTOGRAPHY CLASSES, TEAM BUILDING PROGRAMS & SCAVENGER HUNTS AND
SPECIAL TOURS. FINALLY, PANDA NARRATORS SHARE EDUCATIONAL
INFORMATION ABOUT PANDAS TO OVER 1.8 MILLION GUESTS.

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

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

4e Total program service expenses  230,403,240.Form **990** (2017)

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Providing Shelter and Intensive Case Management to Families with Children and Single Women Date Submitted: April 3, 2019	Total # of people served: 230 Total # of San Marcos residents served: 11	Amount Requested: \$5,000
Non-Profit Organization Name and Address, Website Operation HOPE-Vista, dba Operation HOPE-North County 859 East Vista Way Vista, CA 92084		Contact Person – Name, Title & Phone, email Nicole Ketcher Director of Resource Development (760) 536-3880 x303
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>California is home to 69% of the nation's homeless, with San Diego County ranking 4th in number. Recent reports that 35% of the homeless are families with children reflects the pressing needs Operation HOPE-North County supports. Data from 2018 to 2019 shows movement among the homeless from the concentrated urban areas to suburban and rural areas stretching the resources of providers across all nonprofits. Operation HOPE-North County will deliver our Steps to Independence model to up to 200 persons, families with children and single women who are homeless, with the goal of stabilizing them so the cycle of homelessness is not repeated with the next generation.</p> <p>o</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Homelessness is an ever-growing problem in North County Inland. The Point-In-Time count in January of 201 found the homeless population in San Marcos is 62 with bordering cities of Vista, Carlsbad, and Escondido numbering 490, 210, and 411, respectively. HUD acknowledged a 20% undercount in 2018 due to those living in certain types of shelter and in their vehicles were not included in the count. We see these individuals and families congregating under freeway overpasses, in front of neighborhood grocery stores, behind the bank at night. We are highly aware of the predation that occurs to families with children living on the street, and we work daily to resolve that problem. While most residents feel helpless, concerned leaders, together with the City of Vista and the faith community, founded Operation HOPE-North County 16 years ago to combat the ever-disturbing problem of family homelessness and to provide a safe environment at night for single women. The impact on the children is greatest, just one bout of homelessness decreases their likelihood of graduating secondary school to 50% and decreases their ability to form and sustain successful adult relationships. Therefore, children are a central focus of our programs. Students continue to attend school every day, and close partnerships with the local school districts ensure each child attends Homework Club, Club HOPE, Teen Processing Group, as well as the daily guided play, counseling, and tutoring in the shelter's Community Room.</p>		

The scope of the problem is growing. With apartments at 98% occupancy and expensive, houses prohibitively expensive, once a family succumbs to homelessness, the road back to stability and normalcy is extremely difficult for even the best-intentioned families. Nationally, the success rate for transitional shelters is 19% and Operation HOPE-North County boasts a 54% success rate with our families and single women moving on to permanent housing and jobs. Each family succeeds through hard work: OH-V staff is there to provide best practices in coaching and counseling, cheerleading, family guidance, and guided play with a ton of heart, and hope in addition to the shelter and case management.

Our request of a Regular Grant of \$5,000 will ensure the 11 San Marcos residents served receive the up to 120-days of shelter and the intensive case management supports that transform the family's outlook for the better and effectively ends the cycle of homelessness for the next generation!

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: 8/15/2018

Date by which funds will be expended:
12/15/2019

Signature of President or Authorized Officer

Nicole Ketcher April 3, 2019
Nicole Ketcher Date
Director of Resource Development

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): jimageen@san-marcos.net

SAN MARCOS COMMUNITY FOUNDATION

Budget Worksheet

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

<u>Shelter & Case Management for 11 SM Residents</u>	\$ <u>5,000</u>
--	-----------------

Breakdown example based on source (Expenditures may not be exact for each item):

<u>Personnel</u>	\$ 431,567
------------------	------------

<u>Programs/Shelter Services</u>	<u>\$157,951</u>
----------------------------------	------------------

_____ \$ _____

Total budget for this PROJECT: \$ 589,518

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?

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) Wells Fargo ** C

\$ 11,000 (Name of source) Catholic Charities ** C

\$ 35,000 (Name of source) Kaiser Permanente ** P

\$ 25,000 (Name of source) Circle of Angels ** P

Operation Hope - Vista, Inc**2018-2019 Budget****Revenue**

Churches		10,000
Corporate Donors		25,000
Foundation Grants		140,000
Government Funding		80,000
Individual Donors		42,000
Board Donations		25,000
Major Donors		360,000
Other Income		3,200
Special Events		100,000
Total Revenue	\$	785,200
Gross Profit	\$	785,200

Expenditures

Advertising & Marketing	\$	30
Background Checks		1,600
Bank / Merchant Fees		3,000
Dues & subscriptions		3,100
Equipment		1,300
Events /Fundraisinsg Expense		17,500
Independent Contractor		48,000
Insurance Service Fees		200
Building Maintenance		3,400
Meeting Expense		900
Office Supplies		12,200
Postage and Shipping		550
Printing/Copying		2,000
Program Expense		14,476
Recruitment		1,500
Rent		12,160
Salaries/Benefits/Employee Expense		629,445
Taxes Misc		300
Total Utilities		29,000
Interest Expense		2,734
Total Expenditures	\$	783,395
Net Operating Revenue	\$	1,805
Net Revenue	\$	1,805

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

DEPARTMENT OF THE TREASURY

Date: **MAR 1 2006**

OPERATION HOPE-VISTA INCORPORATED
PO BOX 3273
VISTA, CA 92085

Employer Identification Number: 57-1214920
DLN: 17053256000015
Contact Person: JOHN JENNEWEIN
ID# 31307
Contact Telephone Number: (877) 829-5500 Accounting Period
Ending: December 31
Public Charity Stat up: 170 (b) (1) (A) (vi').
Form 990 Required: Yes
Effective Date of Exemption: September 15, 2004
Contribution Deductibility: Yes

Dear Applicant:

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

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

Please see enclosed Information for Exempt Organizations Under Section 501(c) (3) for some helpful information about your responsibilities as an exempt organization.

Sincerely,



Lois G. Lerner
Director, Exempt Organizations Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c) (3)

Letter 947 (DO/CG)



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

In reply refer to
755:G :SIK

April 25, 2007

OPERATION HOPE-VISTA INCORPORATED
123 W ORANGE ST
VISTA CA 92083-3625

Purpose : CHARITABLE
Code Section : 23701d
Form of Organization : Corporation
Accounting Period Ending: December 31
Organization Number : 2585488

You are exempt from state franchise or income tax under the section of the Revenue and Taxation Code indicated above.

This decision is based on information you submitted and assumes that your present operations continue unchanged or conform to those proposed in your application. Any change in operation, character, or purpose of the organization must be reported immediately to this office so that we may determine the effect on your exempt status. Any change of name or address must also be reported.

In the event of a change in relevant statutory, administrative, judicial case law, a change in federal interpretation of federal law in cases where our opinion is based upon such an interpretation, or a change in the material facts or circumstances relating to your application upon which this opinion is based, this opinion may no longer be applicable. It is your responsibility to be aware of these changes should they occur. This paragraph constitutes written advice, other than a chief counsel ruling, within the meaning of Revenue and Taxation Code Section 21012(a)(2).

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

You are not required to file state franchise or income tax returns

April 25, 2007
OPERATION HOPE-VISTA, INCORPORATED
ENTITY ID : 2585488
Page 2

unless you have income subject to the unrelated business income tax under Section 23731 of the Code. In this event, you are required to file Form 109 (Exempt Organization Business Income Tax Return) by the 15th day of the 5th month (4 1/2 months) after the close of your annual accounting period.

Please note that an exemption from federal income or other taxes and other state taxes requires separate applications.

A copy of this letter has been sent to the Registry of Charitable Trusts.

M SIKICH
EXEMPT ORGANIZATIONS
BUSINESS ENTITIES SECTION
TELEPHONE (916) 845-4092
FAX NUMBER (916) 843-0187

EO :
CC :JOE REES



Operation HOPE – North County
Board of Directors
Fiscal Year 2018 - 2019

Cindy Taylor, Board President

5495 Parrolette Court
Oceanside, CA 92057
(H) 760-721-3954 (C) 760-805-9845
Entertainment Industry Consultant

Sharon Hall, Board Secretary

3621-17 Vista Campana South
Oceanside, CA 92057
(H) 760-529-9965 (C) 818-632-4160
Retired Nursing Educator

Mary Regan

633 Via Costa Rica
Vista, CA 92081
(C) 760 696-1407
Mortgage Consultant

Jeff Briskin, Board Member

4730 Tuolumne Pl
Carlsbad, CA 92010
(C) 760-529-1547
Owner of Guardian Association Management

Ernesto Perez Jimenez, Board Member

315 South Coast Hwy, U-119
Encinitas, CA 92024
(C) 760-505-0214 (W) 760-758-9551
Premier Banker

Dr. Dick Muir, Board Member

1003 Valencia Ave.
San Marcos, CA 92078-1361
(C) (760) 744-8355
Retired M.D., Chief of Staff

Bea Palmer, Board Vice President

4267 Esperanza Way
Oceanside, CA 92056-3458
(C) 760 637-9694
Program Manager, MiraCosta College

Gary Van Nevel, Board Treasurer

147 Paseo Marguerita
Vista, CA 92084
(H) 760-630-7839 (C) 760-405-3977
Retired Coast Guard

Mary Donovan, Board Member

2086 Warmlands Ave
Vista, CA 92084
(H) 760-726-5244 (C) 760-707-7882
Retired Director of Nursing TCMC

Beth Haight, Board Member

1927 Acorn Glen Escondido
Escondido, CA 92027
(C) 760 489-9103
Vice President Human Resources

Satia Austin, Board Member

1864 Blueridge St
Oceanside, CA
(C) 760-473-1508
Educator

Advisory Board

Jim Hagar, Board Member

630 Alta Vista Dr. #102
Vista, CA 92084
(W) 760-726-9882 (H) 760-726-8580.
Lawyer

Morris Vance, Board Member

1509 Tierra Del Cielo
Vista, CA 92084
(C) 760-521-5081
Retired Mayor

Dave Cowles, Board Member

1145 Columbus Way
Vista, CA 92081
(H) 760-727-8280
Retired Vista City Councilman

Mission and Programs

The mission of Operation HOPE-North County (OH-NC) is to provide a safe environment for both homeless families with children and single women to help support rebuilding lives and regaining hope.

Family homelessness represents 35% of the homeless population, and multi-generational poverty is the plays a large role. The inherent risk children experiencing homelessness face is a 50% decreased likelihood of graduating high school, or having a healthy adult relationship along with a host of emotional, behavioral and learning difficulties directly attributed to being homeless as a child.

The method by which Operation HOPE-North County changes the lives of families with children and single women experiencing homelessness is through our case management-based Steps to Independence program. A four-step change model, that clearly defines the trajectory of success while addressing the social determinants of health for each family member. OH-NC's Steps to Independence is our differentiator in breaking the cycle of homelessness: achieving a 56% placement rate as compared to the regional family success rate of 19% as assessed by the San Diego Regional Task Force on the Homeless (2018). Step 1 focuses on Stabilization to generate the ground work along with developing a high-touch and age-appropriate client-case manager relationship with each family member. Upon entering a private or shared room in the shelter, client psychology and physiology begins changing. The individual's brain lets down from crisis mode allowing cortisol and other regulating hormone levels to return to normal. Now that basic needs (food/shelter/safety) are met, each family member undergoes a Risk Assessment (Bio/Psycho/Social assessment covering 13 discrete life areas), Vulnerability Assessment, crisis intervention, and provision of resources to address immediate need (i.e., Access to medical, nutrition, DVRO or legal issues, LGBTQ referrals, Transportation, document gathering, and the like). A two-hour on-boarding meeting with the Case Manager sets the parameters of the individual goal plan with weekly meetings thereafter.

In Step 2 the Learning phase begins in which OH-NC professional staff engages, coaches, counsels, and mentors each client guiding each into the 12-weeks of learning that transforms the family unit outlook and provides a solid foundation on which to build in the stabilization process. Each learning benchmark is individualized to meet the family's needs and skill level. Adults attend classes in our Community Room every weeknight with 12-weeks of Financial Education, Job/Career development, Parenting skills, Individual and Group Counseling, building a network of supports with other families and volunteers, and free time with their children.

Step 3, the Action phase, requires deployment of the skills gained over client residency at the shelter. This exhaustive step sees the parents re-integrate their family unit in preparation for independence. The self-sufficiency tools imparted along with mentoring and coaching ensure each adult client knows we recognize how difficult it is to overcome homelessness and poverty.

Step 4 is our Independence phase of the program that allows us to ensure we have equipped the family and individuals with tools and resources to sustain self-sufficiency. Independence is OH-NC's aftercare, or wrap-around program, that provides continued access to licensed counseling, and other stabilizing services to ensure ongoing resources, education, and supports are provided just in time (as the need is identified). For children it allows for additional age-appropriate learning and practice as they mature toward adulthood. It is through working with the children of families at OH-NC that we aim to prevent a

cycle of homelessness. Each child grows up with the tools to ensure family stability as they mature into their own adult lives.

This is so very critical and why Step 4, Independence transforms the lives of families with children. There is no greater impact we can imagine than breaking the cycle of homelessness for the generations we support. This phase is in it's infancy and OH-NC is looking for community partners to be able to grow this step as we know how critical this is for the continued success of our families and women.

Goals and Objectives:

Goal: Operation HOPE-North County will provide a case management-based program for families with children and single women in shelter.

Objective 1: By the end of FY 18-19, Operation HOPE-Vista will provide Steps to Independence program to over 200 unduplicated individuals.

Objective 2: By the end of FY 18-19, 100% of clients participating in the program will be provided shelter, food, intensive case management, education, career and job assistance, linkage to medical/mental health/oral health care, legal, and other supports as needed.

Objective 3: By 12/31/2019, 100% of children in the program will be academically assessed, participate in Homework Club, Kids HOPE Club, Teen Processing (age-appropriate), and achieve meaningful progress toward academic grade level.

Operation HOPE – North County's operating budget is close to \$800,000 annually. Our fundraising goal is the total operating budget to support our budget. 100% of operations are necessary to sustain programing. Operation HOPE North County was founded in partnership with the community and we continue to grow and expand our relationships. Our current fundraising efforts comes from the following Individual donors - 52%; Board Giving - 3%; Churches - 1%; Corporate - 3%; Foundations - 18%; Government - 10%; Special Events - 13%.

On any given day there are more children in shelter than adults. OH-NC serves approximately 60% children and 40% adults. Families and single women come from all backgrounds, each individuals story is unique. It is often some jolt to this precarious situation -- a lost job or work hours, conflict with family members they are staying with, an unanticipated bill or violence within the home -- that leads families to seek help from homeless service programs.

OH-NC requires every adult to be drug/alcohol tested on entry to preserve the safety of the children. To ensure the success of the families and women, OH-NC believes that sobriety is a crucial for long term success. By imparting age-appropriate tools to the children of homeless families, OH-NC is working to prevent a second generation of homelessness. Families are supported indefinitely once they graduate OH-NC's Steps to Independence, and children continue receiving age-appropriate skills, education, and activities to reinforce their successes as long and as often as needed.

On a people level, families and single women who have completed our program are independent, self-confident, contributing members of society. Every one of the mental, physical, emotional, behavioral, and social effects of homelessness are re mediated for children so they reach maturity more skilled in self-management than their peers.

What this support means to San Marcos

Homelessness among families continues to rise. In 2018, fully 35% of the homeless were families with children, predominantly multiple children under the age of 10. What this support means to residents of San Marcos who use OH-V services is their children will remain in their schools, confidentiality is preserved, the family resides at OH-V for up to 120-days as each progresses through the Steps to Independence, and the family returns to San Marcos permanently housed with the issues that lead to homelessness resolved, and with supports in place to prevent a future housing crisis.

Operation HOPE North County is changing lives every day in San Marcos and across North County by providing a safe environment for families with children and single women experiencing homelessness with access to critical resources. Through our case management based program, steps to Independence provides families, children, and women alike with the tools they need to become independent. With over 100 volunteers a week dedicating their time talent and treasure through providing meals, classes, and support services, individuals can begin to do the hard work to be independent with a sense of community. Operation HOPE – North County achieves a 54% stabilization rate in 90-120-days. That is nearly triple the regional success rate of 19%. By providing these services, Operation HOPE's board, staff, interns, and volunteers grasp the opportunity to transform each family's outcome creating a better future for families with children and single women in North San Diego County. This grant will provide us some additional support to continue serving this population in North County, giving HOPE to families with children and single women as they work hard for becoming independent community members.

Return of Organization Exempt From Income Tax

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

Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

2017

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

A For the 2017 calendar year, or tax year beginning 7/01, 2017, and ending 6/30, 2018

B Check if applicable:

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

C
OPERATION HOPE - VISTA INCORPORATED
859 EAST VISTA WAY
VISTA, CA 92084

D Employer identification number

57-1214920

E Telephone number

760-536-3880

G Gross receipts \$ 675,442.

H(a) Is this a group return for subordinates? Yes ☐ No ☒H(b) Are all subordinates included? Yes ☐ No ☐
If 'No,' attach a list. (see instructions)I Tax-exempt status ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: N/A

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other L Year of formation: 2003 M State of legal domicile: CA

Part I Summary

1 Briefly describe the organization's mission or most significant activities: To provide a safe environment for both homeless families with children and single women to support rebuilding lives and regaining hope.

Activities & Governance	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)	15
	4	Number of independent voting members of the governing body (Part VI, line 1b)	0
	5	Total number of individuals employed in calendar year 2017 (Part V, line 2a)	31
	6	Total number of volunteers (estimate if necessary)	38
	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.

Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	342,522.	614,560.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	461.	162.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	23,421.	60,720.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	366,404.	675,442.

Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
	14	Benefits paid to or for members (Part IX, column (A), line 4)		
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	539,460.	652,351.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		
	b	Total fundraising expenses (Part IX, column (D), line 25)	92,916.	

Net Assets or Fund Balances	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	197,414.	268,122.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	736,874.	920,473.
	19	Revenue less expenses. Subtract line 18 from line 12	-370,470.	-245,031.
	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year

21 Total liabilities (Part X, line 26)

22 Net assets or fund balances. Subtract line 21 from line 20

1,886,137. 1,620,240.

359,353. 338,487.

1,526,784. 1,281,753.

Part II Signature Block

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

Signature of officer Gary Van Nevel Date

Type or print name and title Gary Van Nevel Treasurer

Print/Type preparer's name Charles Beck, CPA Preparer's signature Charles Beck, CPA Date 2/19/19

Check ☐ if PTIN self-employed P00525396

Firm's name BECK AND COMPANY CPA'S INC.

Firm's address 701 Palomar Airport Road, Suite 300

Carlsbad, CA 92011

Firm's EIN 20-2711526

Phone no. 760-295-2251

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

BAA For Paperwork Reduction Act Notice, see the separate instructions. TEEA0113L 08/08/17 Form 990 (2017)

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:

See Schedule O

- 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 \$ 711,951. including grants of \$) (Revenue \$)

During the 2017-2018 shelter season Operation HOPE-Vista fed, housed and case managed a total of 218 unique individuals. Volunteers contributed a total of 5,449 hours of service toward the program. For the year ending June 30, 2018 housing placements were found for 62.8 percent of the clients entering the program and another 11% of clients left the shelter for other programs in the homelessness continuum of care due to pervasive challenges requiring long-term support.

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

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

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

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

4e Total program service expenses ▶ 711,951.



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Dental Technology for At-Risk Seniors Oral Healthcare Date Submitted: 3/22/19	Total # of people served: 130 (to be served in first 6 months of operation) Total # of San Marcos residents served: 100 (expected)	Amount Requested: \$6,897
Non-Profit Organization Name and Address, Website Gary and Mary West Senior Dental Center North County 1706 Descanso Ave. San Marcos, CA 92078 www.seniordentalcenter.org		Contact Person – Name, Title & Phone, email Karen Becerra, DDS, MPH CEO/Dental Director (619) 795-1301 kbecerra@seniordentalcenter.org
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Funds will be used to purchase 5 Apple iPads with the American Dental Association's Chairside Instructor App. With this technology, seniors, even those with vision challenges, can view clear graphical explanations of what is happening in their mouths and what can be done. This has been very effective for our patients in downtown San Diego and we want to provide the same level of education and care at our new San Marcos location. The grant will also purchase the supplies needed to make same day crowns for our patients. Traditionally, crowns are fabricated by an outside laboratory which means sending impressions and products back and forth and paying for them to be made. We have the equipment to make same down crowns and this grant will purchase the materials to make the crowns in-house. This will reduce the number of visits needed and eliminate laboratory fees. These savings will enable us to provide more services to more seniors.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The Senior Dental Center North County will be the first geriatric focused dental clinic in San Marcos and the surrounding areas that will serve PACE participants and seniors from the community. PACE patients are amongst the most underserved, at-risk seniors and this will be the first dental clinic to be embedded within a PACE facility in California. Our new state-of-the-art dental home for San Marcos seniors will be specifically tailored to their needs. Our innovative, integrated model of whole person oral healthcare is committed to using measurable outcomes to show the impact of such care on oral and overall health and quality of life for older adults.</p>		
Please attach the following items. Both Mini-Grant & Regular: 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations 5. Regular Grants Only: a. 1-2 page narrative b. First 2 pages of Federal 990 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: 7/1/2019 Date by which funds will be expended: Within two months of receipt of funds <hr/> Signature of President or Authorized Officer <div style="display: flex; justify-content: space-between; align-items: center; margin-top: 10px;"> <div style="text-align: center;"> Name, Title </div> <div style="text-align: center;"> 3/22/19 Date </div> </div> <hr/> Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): jimagee@san-marcos.net



March 22, 2019

Dear San Marcos Community Foundation,

The Gary and Mary West Senior Dental Center Inc. (Senior Dental Center) requests \$6,897 to purchase technology and supplies that will increase access to oral health education, prevention, and treatment services. This grant will enhance our patient-centered approach and ensure our first satellite clinic opening soon in San Marcos will have streamlined, effective and efficient oral healthcare services allowing us to serve more seniors.

With 10,000 Americans turning 65 every day, and 70% of those without dental insurance, deficits in senior oral health have reached crisis proportions. The problem is more severe among low-income seniors, who lack access due to high costs and limited providers accepting Medi-Cal's Dental Program (formerly known as Denti-Cal). These barriers have resulted in high rates of untreated tooth decay, gum disease, missing teeth, and oral pain among seniors. While oral health is often and mistakenly compartmentalized from the rest of the body, it is inextricably linked to overall health and quality of life. Studies show that poor oral health is associated with heart disease, diabetes, stroke, malnutrition, depression, and isolation.

The Senior Dental Center is a nonprofit community dental clinic that integrates high-quality, affordable services in a trusted and convenient environment for vulnerable seniors who previously have not had access to oral healthcare. The Senior Dental Center's goals in dental treatment are to provide high-quality oral healthcare, engage seniors that have gone without services for extended periods, and ensure that the mouth is not treated in isolation. Over the last two years, the Senior Dental Center has made important advances in providing a dental home for low-income seniors and advocating for improved access to care.

With the great demand for oral healthcare services, the expansion of the Senior Dental Center will allow us to further impact the progression of oral health infection and disease before it becomes more painful and costly. The Senior Dental Center North County will be co-located with a PACE facility in San Marcos to serve the specific needs of this population. It will be the first true collaboration between a PACE program and a community dental clinic. The Senior Dental Center North County will serve seniors, 55 and older in accordance with the PACE eligibility requirements. Additionally, the Senior Dental Center will serve community seniors from San Marcos and the surrounding areas. Seniors in north county San Diego will now have access to a dental home that is specifically tailored to their needs.

Oral health education and prevention services are critical to improved and sustainable oral health. The majority of seniors in our care have gone years, and often decades, without access to routine oral health instruction and care. As such, we do much more than treat our patients. We inform and teach them. An award from the San Marcos Community Foundation will help us further ensure our patients understand their own oral health and the recommended treatment procedures by supplying each dental operatory with an American Dental Association's Chairside Instructor App on an Apple iPad. With this technology, seniors, even those with vision challenges, can view clear graphical explanations of what is happening in their mouths and what can be done. Additionally, the grant will allow us to purchase materials for our CEREC



equipment, which fabricates same day crowns. At the downtown Senior Dental Center, this technology has allowed for greater efficiency and improved patient experience as we are able to design and manufacture same day permanent crowns on-site. A conventional crown can take 2-3 weeks to manufacture in an outside laboratory and can cost up to \$200. CEREC equipment reduces the number of appointments from 3 to 1 as the in-house crown can be milled in 10 minutes with a cost of \$30. Grant funds will purchase CEREC blocs, the material needed to make the crowns. Not only will these items increase our efficiency to serve more patients but it will also enable us to continue delivering an exceptional patient experience while improving clinical care and cost savings.

The Senior Dental Center's long-term goal is to demonstrate how our innovative, integrated model of care for San Diegan seniors can be replicated in other places, creating new value in our healthcare system and local communities. We welcome you to visit our center and see first-hand how our model of care is stabilizing and restoring the oral health of this neglected population, and to consider being part of this exciting solution as we open our doors to the seniors of San Marcos.

Sincerely,

Karen Becerra, DDS, MPH
CEO/Dental Director
Gary and Mary West Senior Dental Center
(619) 795-1301
kbecerra@seniordentalcenter.org

Federal Tax ID #47-3001738
California Tax ID #3843448

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

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

5 Apple iPads (9.7” 128 GB storage Wi-Fi) at \$434 ea. including tax	\$2,336.24
5 ADA Chairside Instructor Apps at \$99.95 each	\$499.75
24 boxes CEREC blocs (8/box) at \$155.79 each including tax	\$4,060.55
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Total budget for this PROJECT: **\$6,896.54**

Grant Request Amount: **\$6,896.54**
(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).**

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

Gary and Mary West Senior Dental Center North County	Operating Budget 2019
REVENUE	
Grant Funding	
Gary and Mary West Foundation	\$ 314,325
California Wellness Foundation	\$ 25,000
TOTAL REVENUE	\$ 339,325
EXPENSES	
Personnel	
Payroll	\$ 149,283
Employer Payroll Taxes	\$ 16,422
Payroll Processing Fees	\$ 1,000
Operating Expenses	
Dental Supplies	\$ 10,000
Laboratory Fees	\$ 10,000
Occupancy Expenses	
Rent Expense	\$ 25,366
Lease Fees - Building, Personnel, and Utilities Expenses	\$ 10,800
Telecommunication	\$ 4,980
Mileage and Parking	\$ 10,239
Systems, Equipment & Computer Maintenance	
IT Support Services	\$ 5,520
Small Equipment	\$ 15,000
Software Licenses	\$ 29,560
Systems and Data Processing	\$ 8,343
Professional Services	
Accounting Fees	\$ 5,220
Legal Fees	\$ 2,000
Advertising Fees	\$ 12,000
Professional/Specialty Dental Services	\$ 10,000
Insurance	
Workers Comp Insurance	\$ 2,090
Executive Protection Insurance	\$ 265
General Liability (Umbrella) Insurance	\$ 298
Malpractice Insurance	\$ 1,241
Privacy Liability Insurance	\$ 779
Professional Licenses & Permits	\$ 3,000
Other Operating Expenses	
Postage and Printing	\$ 1,000
Office Supplies	\$ 1,920
Bank & Credit Card Processing Fees	\$ 3,000
TOTAL EXPENSES	\$ 339,325



Gary and Mary West Senior Dental Center Board Members

Shelley Lyford, MA

President and CEO
West Health

Paul Downey

President/CEO
Serving Seniors

Marc Harper

Chief Financial Officer
West Partners

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**

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

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

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2017Open to Public
Inspection**A For the 2017 calendar year, or tax year beginning and ending****B** Check if applicable:

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

C Name of organization**GARY AND MARY WEST SENIOR DENTAL CENTER
INC**

Doing business as

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

1525 4TH AVENUE

Room/suite

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

SAN DIEGO, CA 92101**F** Name and address of principal officer: **KAREN BECERRA****SAME AS C ABOVE****D** Employer identification number**47-3001738****E** Telephone number**619-795-1301****G** Gross receipts \$**1,338,832.****H(a)** Is this a group returnfor subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No

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

H(c) Group exemption number ▶**I** Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.SENIORDENTALCENTER.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **2015** **M** State of legal domicile: **CA****Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: TO PROVIDE ORAL HEALTHCARE, EDUCATIONAL AND WELLNESS SERVICES TO DISADVANTAGED SENIOR CITIZENS
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.
	3	Number of voting members of the governing body (Part VI, line 1a) 3
	4	Number of independent voting members of the governing body (Part VI, line 1b) 3
	5	Total number of individuals employed in calendar year 2017 (Part V, line 2a) 23
	6	Total number of volunteers (estimate if necessary) 5
	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.	
Revenue	8	Contributions and grants (Part VIII, line 1h) 2,244,921.
	9	Program service revenue (Part VIII, line 2g) 77,827.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d) 0.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 0.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) 2,322,748.
	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3) 0.
Expenses	14	Benefits paid to or for members (Part IX, column (A), line 4) 0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) 662,736.
	16a	Professional fundraising fees (Part IX, column (A), line 11e) 0.
	b	Total fundraising expenses (Part IX, column (D), line 25) 24,500.
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) 597,382.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) 1,260,118.
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12 1,062,630.
	20	Total assets (Part X, line 16) 1,835,928.
	21	Total liabilities (Part X, line 26) 68,083.
	22	Net assets or fund balances. Subtract line 21 from line 20 1,767,845.

Part II Signature Block

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

Sign Here	Signature of officer	Date			
	KAREN BECERRA, CEO/DENTAL DIRECTOR Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name CHASE BIRKY	Preparer's signature CHASE BIRKY	Date	Check <input type="checkbox"/> if self-employed	PTIN P01490017
	Firm's name ▶ DARK HORSE CPAS	Firm's EIN ▶ 47-4728493	Phone no. 619-736-1404		
Firm's address ▶ 2033 SAN ELIJO AVE #148 CARDIFF BY THE SEA, CA 92007					

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



March 21, 2019

Dear San Marcos Community Foundation:

This letter is to support the grant request being submitted by the Gary and Mary West Senior Dental Center (SDC). The flagship location of the SDC is embedded within Serving Seniors' Gary and Mary West Senior Wellness Center in downtown San Diego. Before the creation of the SDC, the need for oral healthcare was clearly evident, as many of the 500 daily visitors to the Senior Wellness Center were unable to eat the meals provided due to missing teeth and/or oral discomfort and pain. At the SDC, seniors can now access affordable oral healthcare services in a dental home that is co-located in a familiar and trusted setting, creating an innovative, integrated community-based system of care for older adults.

Over the last two years, the SDC has seen over 900 unique patients for more than 9,000 visits, making important advances in providing a dental home for vulnerable seniors and advocating for improved access to care. In 2019, the SDC will expand to open its first satellite clinic that will be co-located with our PACE (Program of All-Inclusive Care for the Elderly) facility in San Marcos, the first collaboration of its kind in California. PACE programs coordinate and provide all needed, preventative, primary, acute and long-term care services so that older adults can continue leading independent lives and live in the community. The PACE model utilizes interdisciplinary teams, making the co-location with a dental center a unique opportunity to incorporate the dental team with physicians, nurse practitioners, social workers, therapists, van drivers, and aides.

The SDC's integrated model of oral healthcare emphasizes education and prevention to engage older adults and their caregivers in caring for their own oral and overall health. They are innovators in the field of geriatric dentistry and use state-of-the-art technology to reduce costs and provide a superior patient experience. This grant will allow the SDC to purchase Apple iPads to help seniors better understand their treatment options and how to properly care for their mouths. It will also purchase materials to create same day crowns, so patients receive treatment much faster and eliminate the cost of laboratory fees. These savings will allow the SDC to treat even more patients.

Thank you for your consideration of the SDC's grant request. We are looking forward to collaborating with the SDC and bringing our services to the San Marcos Community. By working together, we will be able to address the needs of at-risk older adults and support their ability to successfully age in place.

Sincerely,

A handwritten signature in black ink that reads "Tina Burke". The signature is written in a cursive style with a large, stylized "T" and "B".

Tina Burke
Business Director
Gary and Mary West PACE

SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page



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

Project Name: Feeding San Diego Mobile Pantry – San Marcos Date Submitted: April 3, 2019	Total # of people served: Average 2,480 households across all San Diego Mobile Pantry sites Total # of San Marcos residents served: 375 San Marcos households	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website Feeding San Diego 9455 Waples Street, Suite 135 San Diego, CA 92121 www.feedingsandiego.org	Contact Person – Name, Title & Phone, email Rachel Lee Taylor, Development Manager 858.283.8970 rleetaylor@feedingsandiego.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>With appreciation for the San Marcos Community Foundation’s support of the Feeding San Diego Mobile Pantry program, we respectfully request a \$10,000 regular grant to help continue this service in the San Marcos area. Feeding San Diego’s Mobile Pantry program delivers food to underserved neighborhoods that have a high incidence of poverty and lack consistent access to sources of fresh, healthy food.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>The San Marcos Mobile Pantry is the largest of the 16 distribution sites served through Feeding San Diego’s Mobile Pantry program. Our partnership with North County Health Services provides Feeding San Diego with space and volunteers to supply the San Marcos area with year-round food assistance to an average of 375 households. This program provides each participating households with 22 pounds of food per twice-monthly distribution, resulting in approximately 198,000 meals distributed to San Marcos residents in need.</p> <p>Many areas of San Diego contain places with limited access to affordable and nutritious food. These areas can be either urban or rural and each type of community faces a different set of barriers to food-assistance access. San Marcos residents that experience hunger are affected by a variety of circumstances including language barriers, migrant working conditions, unstable housing, or age-based health and mobility issues. Feeding San Diego’s partnership with the San Marcos Community Foundation helps support these vulnerable individuals, providing them the healthy food they need to live full and active lives.</p>		

Please attach the following items.

Both Mini-Grant & Regular:

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

5. Regular Grants Only:

- a. 1-2 page narrative
- b. First 2 pages of Federal 990
- 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 – 12-month period after funds have been provided

Date by which funds will be expended:

Six-month period after funds have been provided

Signature of President or Authorized Officer

Name, Title  Date 4/3/19

Chief Development & Marketing Officer

Submit Via Mail, In Person or Via Email to:

San Marcos Community Foundation

c/o City of San Marcos

1 Civic Center Drive

San Marcos, CA 92069

Email (PDF Format): jimagee@san-marcos.net

ABOUT FEEDING SAN DIEGO

Feeding San Diego serves more than 63,000 people each week who are struggling with hunger in our community. We fight hunger locally by working with over 250 neighborhood partners, including local school districts, retailers and other nonprofit agencies to distribute healthy food with dignity to San Diego residents in need. At Feeding San Diego's Sorrento Valley distribution center, 14,000 individuals dedicate their time to helping the individuals we serve every year. Volunteers help with a variety of projects, including sorting, cleaning, bagging, and boxing food, as well as administrative support.

At Feeding San Diego, 97 percent of our food is rescued and would otherwise go to the landfill — capturing fresh produce that was not profitable enough for a farmer to harvest or rescuing the whole-grain cereal that failed to sell at the grocery store. Feeding San Diego concentrates on prioritizing the reduction of waste, conservation of resources, and reversal of environmental damage stemming from our current food system.

FOOD INSECURITY IN SAN MARCOS

Food security is a federal measure of a household's ability to provide enough food for every person in the household to have an active, healthy life. One in eight adults and one in six children in San Diego do not have reliable access to the food they need to remain food secure.

Rural and urban areas with a high incidence of poverty face unique challenges, where full-service grocery stores may be miles away from residences and the community members lack access to reliable transportation. When families must choose between relying on public transportation to distant grocery stores, carrying pounds of groceries home, and spending the remaining moments of the night cooking or picking up fast food or canned meals from the local corner store, convenience often wins out over nutrition.

THE SAN MARCOS MOBILE PANTRY

Feeding San Diego appreciates the San Marcos Community Foundation's support of our hunger-relief efforts and respectfully requests consideration of a renewed grant. A \$10,000 grant from the San Marcos Community Foundation will support Feeding San Diego's year-round Mobile Pantry distributions in San Marcos. As an ongoing program, grant funds will be expended within six months of the award date.

Families in San Marcos served by the Mobile Pantry program receive 22 pounds of healthy food per family at twice-monthly distributions, approximately 70 percent of which is fresh produce. In FY19, the Mobile Pantry in San Marcos will provide approximately 198,000 meals directly to the area's residents.

The San Marcos Mobile Pantry partner site, hosted by North County Health Services, is a centrally located and trusted community resource. Feeding San Diego transports food to this site and trained coordinators and volunteers set up, stock the distributions, and market the events in the community. North County Health Services also provides health care information for clients by hosting health fairs during the distribution, often in combination with information to promote enrollment in the CalFresh food-assistance program. Our partner sites adhere to strict safe food handling rules and ensure consistent, equitable, and dignified distributions.

The San Marcos Mobile Pantry helps remove barriers for underserved individuals to access the healthy foods their families need to thrive. The clients of our Mobile Pantry program often rely on corner and convenience stores to fill their pantries because of a lack of transportation options, a schedule working more than one job, or limited mobility due to age. The neighborhoods our clients live in often lack of grocery stores containing fresh, whole foods, and instead, devote shelf space to sugar and salt-laden preserved foods.

Rural areas where many San Marcos clients, especially migrant workers, live face other unique challenges. Full-service grocery stores may be miles away from residences and the community members have no reliable way to reach them. When your choice is between picking up fast food or canned meals from the corner store and spending the evening with your family or riding an hour on the bus each way, carrying pounds of groceries home, and spending the remaining moments of the night cooking, convenience often wins out over nutrition.

COMMUNITY IMPACT

The San Marcos Mobile Pantry directly serves clients in this of high need through a farmers market-style distribution where clients choose to take the food that best serves their needs and cultural preferences.

LONG-TERM IMPACT

The goals of the Mobile Pantry program are to:

- Improve food security for served households
- Increase the consumption of vegetable, fruit and whole grains
- Decrease the consumption of junk food and fast food
- Reduce the risk of chronic illnesses, such as type-2 diabetes or hypertension, due to increased consumption of healthier foods
- Increase access to nutritious meals and economic activity via increased CalFresh enrollment

We appreciate the San Marcos Community Foundation's efforts to improve the lives of individuals in our community and are grateful for your participation in our efforts to eliminate hunger in San Diego. Continued partnership with the San Marcos Community Foundation Compass will help Feeding San Diego to continue to provide the community with much-needed food and supplementary resources.

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)

FEEDING SAN DIEGO FY19 MOBILE PANTRY BUDGET

<u>Payroll Expense</u>	<u>\$148,413</u>
<u>Food Purchases</u>	<u>\$70,048</u>
<u>Administration</u>	<u>\$14,468</u>
<u>Occupancy</u>	<u>\$89,880</u>
<u>Operations and Warehouse</u>	<u>\$74,739</u>
<u>Programs</u>	<u>\$312</u>
<u>Marketing & Communications</u>	<u>\$88</u>
<u>Miscellaneous</u>	<u>\$7,378</u>
<u>Total budget for this PROJECT:</u>	<u>\$405,327</u>

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? Yes

Feeding San Diego welcomes the opportunity to leverage support for our Mobile Pantry program using challenge grant funds. Feeding San Diego has used this tactic successfully for our programs and produce purchasing initiatives.

Please list any other funding sources for this project.

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

<u>\$2,000 (Name of source) J-Power USA</u>	<u>**C</u>
<u>\$48,396 (Name of source) Caterpillar Foundation</u>	<u>**C</u>
<u>\$5,000 (Name of source) BBVA Compass</u>	<u>**P</u>
<u>\$10,000 (Name of source) Walmart Community Grant Program</u>	<u>**P</u>

Feeding San Diego Budget Note: This budget reflects the cash expenses of the Mobile Pantry program. Feeding San Diego also receives donated food product from local retailers, manufacturers, farmers and produce brokers, food service providers and distributors. Over \$2.5 million of donated food is distributed through the Mobile Pantry program.

FEEDING SAN DIEGO
TOTAL ORGANIZATION BUDGET
Fiscal Year 2019

FINAL										
Line		Actual FY18 *	Budget FY19	Change	Change %	Operating	SBUX	GOVT	OTE**	Budget FY19
REVENUE										
Donations										
1	Individual & Foundation	\$ 5,344,736	\$ 5,487,500	\$ 142,764	3%	\$ 5,487,500	\$ -	\$ -	\$ -	\$ 5,487,500
3	Corporation	384,056	565,000	180,944	47%	565,000	-	-	-	565,000
4	Events	720,984	695,000	(25,984)	(4%)	695,000	-	-	-	695,000
5	Grants	325,801	790,000	464,199	142%	790,000	-	-	-	790,000
6	Total Donations	6,775,577	7,537,500	761,923	11%	7,537,500	-	-	-	7,537,500
7	Government	269,073	406,606	137,533	51%	-	-	406,606	-	406,606
8	Agency	186,811	240,000	53,189	28%	240,000	-	-	-	240,000
9	Starbucks	191,487	370,000	178,513	93%	-	370,000	-	-	370,000
10	Other Income	11,703	8,000	(3,703)	(32%)	8,000	-	-	-	8,000
11	TOTAL REVENUE	7,434,651	8,562,106	1,127,455	15%	7,785,500	370,000	406,606	-	8,562,106
OPERATING EXPENSES										
12	Payroll	2,994,497	3,319,694	325,197	11%	3,151,694	98,000	-	70,000	3,319,694
13	Food	1,116,473	1,222,145	105,672	9%	849,148	-	372,997	-	1,222,145
14	Administration	305,645	473,279	167,634	55%	346,529	-	-	126,750	473,279
15	Occupancy	870,978	869,121	(1,857)	(0%)	866,121	3,000	-	-	869,121
16	Operations & Warehouse	652,966	650,597	(2,369)	(0%)	636,597	14,000	-	-	650,597
17	Programs	316,023	318,340	2,317	1%	77,090	191,250	-	50,000	318,340
18	Fundraising	284,453	359,397	74,944	26%	359,397	-	-	-	359,397
19	Marketing & Communication	346,742	457,690	110,948	32%	304,440	-	-	153,250	457,690
20	Miscellaneous	227,430	264,765	37,335	16%	264,765	-	-	-	264,765
21	TOTAL EXPENSES	7,115,207	7,935,028	819,821	12%	6,855,781	306,250	372,997	400,000	7,935,028
22	NET OPERATING RESULTS	319,444	627,078			929,719	63,750	33,609	(400,000)	627,078
NON-OPERATING EXPENSES										
23	Starbucks Reserve	-	63,750	63,750						
24	Reserve	250,000	500,000	250,000						
25	Capital Expenses	50,625	63,328	12,703						
26	TOTAL NON-OPERATING EXPENSES	\$ 300,625	\$ 627,078	\$ 326,453						
27	EXCESS OF REVENUE OVER EXPENSES	\$ 18,819	\$ -							

*Actual Expenses for FY18

**OTE = One Time Expenses as explained in 3 Year Plan

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248574154
Mar. 02, 2011 LTR 4168C E0
26-0457477 000000 00

00021616
BODC: TE

FEEDING AMERICA SAN DIEGO
% GARY J MCDONALD
9455 WAPLES ST STE 135
SAN DIEGO CA 92121-3916

29

Employer Identification Number: 26-0457477
Person to Contact: MS.KEELING
Toll Free Telephone Number: 1-877-829-5500

Dear TAXPAYER:

This is in response to your Feb. 18, 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 AUGUST 2007.

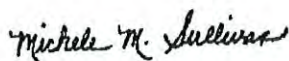
Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

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

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

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

Sincerely yours,



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

FEEDING SAN DIEGO BOARD - FY19*Revised 03/25/2019*

NAME	TITLE	AFFILIATION
Gwendolyn Sontheim	Board Chair	Philanthropist & Director, Aqualia Foundation LTD
Sandy McDonough	Vice Chair	Partner, Paul, Plevin, Sullivan & Connaughton LLP
Eugene Chen	Secretary	Venture Capitalist, Executive & Entrepreneur, Camino Innovation Holdings, LLC, SPIWay, LLC, Medenovo LLC & CWC Healthtech Advisors
Tom Taylor	Treasurer	President, Thomas J. Taylor Construction Inc.
Jon Buneta	Director	Senior Director of Food & Beverage, Target Corporation
Luis Estrada	Director	On-Air Fundraising Manager/Senior Producer, KPBS
Kevin Limbach	Director	
Jodi Smith	Director	Partner, Ernst & Young LLP
Shelby Speas	Director	Founder, Alliance for Good Works
Amindra Wijay	Director	Food Safety & Sanitation Manager, Ralphs Grocery Company

PUBLIC DISCLOSURE COPY

Form **990**

OMB No. 1545-0047

Return of Organization Exempt From Income Tax

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

- ▶ Do not enter social security numbers on this form as it may be made public.
▶ Information about Form 990 and its instructions is at www.irs.gov/form990.

2016

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

A For the 2016 calendar year, or tax year beginning 7/01, 2016, and ending 6/30, 2017																														
B Check if applicable: <input type="checkbox"/> Address change <input checked="" type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:60%; vertical-align: top;"> C FEEDING SAN DIEGO 9455 WAPLES STREET #135 SAN DIEGO, CA 92121 </td> <td style="width:40%; vertical-align: top;"> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>D Employer identification number</td> <td>26-0457477</td> </tr> <tr> <td>E Telephone number</td> <td>(858) 452-3663</td> </tr> <tr> <td>G Gross receipts \$</td> <td>47,847,824.</td> </tr> </table> </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: VINCE HALL SAME AS C ABOVE </td> </tr> <tr> <td colspan="2"> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>H(a) Is this a group return for subordinates?</td> <td><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</td> </tr> <tr> <td>H(b) Are all subordinates included? If 'No,' attach a list. (see instructions)</td> <td><input type="checkbox"/> Yes <input type="checkbox"/> No</td> </tr> <tr> <td colspan="2">H(c) Group exemption number ▶</td> </tr> </table> </td> </tr> <tr> <td colspan="2"> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>I Tax-exempt status</td> <td><input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527</td> </tr> </table> </td> </tr> <tr> <td colspan="2"> J Website: ▶ WWW.FEEDINGSANDIEGO.ORG </td> </tr> <tr> <td colspan="2"> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶</td> <td>L Year of formation: 2007</td> <td>M State of legal domicile: CA</td> </tr> </table> </td> </tr> </table>	C FEEDING SAN DIEGO 9455 WAPLES STREET #135 SAN DIEGO, CA 92121	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>D Employer identification number</td> <td>26-0457477</td> </tr> <tr> <td>E Telephone number</td> <td>(858) 452-3663</td> </tr> <tr> <td>G Gross receipts \$</td> <td>47,847,824.</td> </tr> </table>	D Employer identification number	26-0457477	E Telephone number	(858) 452-3663	G Gross receipts \$	47,847,824.	F Name and address of principal officer: VINCE HALL SAME AS C ABOVE		<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>H(a) Is this a group return for subordinates?</td> <td><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</td> </tr> <tr> <td>H(b) Are all subordinates included? If 'No,' attach a list. (see instructions)</td> <td><input type="checkbox"/> Yes <input type="checkbox"/> No</td> </tr> <tr> <td colspan="2">H(c) Group exemption number ▶</td> </tr> </table>		H(a) Is this a group return for subordinates?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	H(b) Are all subordinates included? If 'No,' attach a list. (see instructions)	<input type="checkbox"/> Yes <input type="checkbox"/> No	H(c) Group exemption number ▶		<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>I Tax-exempt status</td> <td><input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527</td> </tr> </table>		I Tax-exempt status	<input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527	J Website: ▶ WWW.FEEDINGSANDIEGO.ORG		<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶</td> <td>L Year of formation: 2007</td> <td>M State of legal domicile: CA</td> </tr> </table>		K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶	L Year of formation: 2007	M State of legal domicile: CA
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Part I Summary					
Activities & Governance	1	Briefly describe the organization's mission or most significant activities: FEEDING SAN DIEGO PROVIDES ON-GOING SNAP(CAL FRESH) EDUCATION AND ENROLLMENT, NUTRITION EDUCATION, DISASTER PREPAREDNESS AND FOOD SAFETY COURSES AND GATHERS & DISTRIBUTES DONATED FOOD TO MEET THE NEEDS OF FOOD INSECURE PEOPLE IN SAN DIEGO COUNTY.			
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	3	Number of voting members of the governing body (Part VI, line 1a)	3 11		
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4 11		
	5	Total number of individuals employed in calendar year 2016 (Part V, line 2a)	5 55		
	6	Total number of volunteers (estimate if necessary)	6 16,949		
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a 0.		
Revenue			Prior Year	Current Year	
	8	Contributions and grants (Part VIII, line 1h)	42,570,926.	47,592,255.	
	9	Program service revenue (Part VIII, line 2g)	145,036.	151,217.	
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	81.	84.	
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-15,402.	-28,083.	
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	42,700,641.	47,715,473.	
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	92,178.	356,883.
		14	Benefits paid to or for members (Part IX, column (A), line 4)		
		15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	2,359,260.	2,487,378.
		16a	Professional fundraising fees (Part IX, column (A), line 11e)	315,632.	152,595.
b		Total fundraising expenses (Part IX, column (D), line 25) ▶ 1,237,735.			
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	38,967,587.	44,478,243.		
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	41,734,657.	47,475,099.		
19	Revenue less expenses. Subtract line 18 from line 12	965,984.	240,374.		
Net Assets or Fund Balance			Beginning of Current Year	End of Year	
	20	Total assets (Part X, line 16)	6,557,475.	6,849,000.	
	21	Total liabilities (Part X, line 26)	3,455,912.	3,507,063.	
22	Net assets or fund balances. Subtract line 21 from line 20	3,101,563.	3,341,937.		

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here	 Signature of officer	Date 5/15/18			
	VINCE HALL Type or print name and title		CEO		
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	CHRISTINA M. WENK, CPA		5/14/2018		P01255081
	Firm's name ▶ WHITE NELSON DIEHL EVANS LLP				
	Firm's address ▶ 2875 MICHELLE DRIVE, SUITE 300 IRVINE, CA 92606	Firm's EIN ▶ 33-0686301 Phone no. (714) 978-1300			

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

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

TEEA0113L 11/16/16

Form 990 (2016)

PUBLIC DISCLOSURE COPY

Form 990 (2016) **FEEDING SAN DIEGO**

26-0457477

Page **2**

Part III **Statement of Program Service Accomplishments**

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

1 Briefly describe the organization's mission:

SEE SCHEDULE O

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 ☒ **X** 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 ☒ **X** 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 \$ 40,727,771. including grants of \$ 294,365.) (Revenue \$)

SEE SCHEDULE O

4b (Code:) (Expenses \$ 4,214,385. including grants of \$) (Revenue \$ 151,217.)

SEE SCHEDULE O

4c (Code:) (Expenses \$ 400,728. including grants of \$ 12,518.) (Revenue \$)

SEE SCHEDULE O

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

(Expenses \$ 155,133. including grants of \$ 50,000.) (Revenue \$)

4e Total program service expenses **▶ 45,498,017.**

BAA

TEEA0102L 11/16/16

Form **990** (2016)

AGENDA ITEM #3E



Fraternity House, Inc.
Keeping Love Alive

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

April 3, 2019

Julie Magee
San Marcos Community Foundation
jmagee@san-marcos.net

Dear Julie,

Thank you for the opportunity to apply for funding from the San Marcos Community Foundation. Likewise, thank you for SMCF's past support.

Enclosed please find the application and:

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

If you should have any questions or require further information, please don't hesitate to contact me directly at 760-822-3864.

Keeping Love Alive,

Lisa Lipsey
Development and Engagement Manager



SAN MARCOS COMMUNITY FOUNDATION
Grant Cover Page

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

Project Name: Urgent Repairs Date Submitted: 4/1/19	Total # of people served: 35 Total # of San Marcos residents served: 15	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website Fraternity House, Inc. 20702 Elfin Forest Road, Escondido, CA 92029 www.fraternityhouse-inc.org		Contact Person – Name, Title & Phone, email Matt Harding, Executive Director 760-736-0292 matt@fraternityhouse-inc.org
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Our San Marcos home, Fraternity House, is in dire need of repairs to the roof, windows and screens. Our agency has resided in San Marcos since 1992. Roof and window leaks occurred during the recent larger rain storms. We are requesting \$10,000 in matching funding from SMCF specifically to complete the window repairs. We have received \$10,000 from Supervisor Gaspar's office and have requests into several private foundations for matching funding. Our goal is to raise \$46,250 outside of our annual operating budget to repair/replace 47 windows and screens across our San Marcos home. This maintenance upgrade will ensure we meet state licensing standards, HUD standards, weatherize our home, improve energy efficiency, and secure the future of our warm and caring homes.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Fraternity House and its sister home Michaelle House provide supportive housing, 24-hour care, rehabilitation, nutrition, access to medical care, education/recreation to homeless and very low-income individuals living with HIV/AIDS. Housing truly is healthcare. Fraternity House keeps vulnerable and underserved people off the streets (literally keeping HIV off the streets!), ensures consistent access to medications, and prevents costly recidivism to emergency rooms. On a human level, we provide a place to call home, and the opportunity for our Residents to rebuild their health, set personal goals, and live as independently as possible. We help those clients who are able transition to independent living. Our new semi-independent living apartment program opened in January 2019. Residents can now graduate to greater independence, with transportation and case management support. With the apartments, we have increased client capacity by 33%. Support from SMCF will allow us to weatherize our San Marcos home while helping us stay on track with our expanded housing and services.</p>		
<p>Please attach the following items.</p> <p>Both Mini-Grant & Regular:</p> <ol style="list-style-type: none">1. Budget for request (use SMCF Budget Worksheet)2. Annual Operating budget for the organization or unit3. Federal & State Tax ID numbers4. Board of Directors listing with affiliations <p>5. Regular Grants Only:</p> <ol style="list-style-type: none">a. 1-2 page narrativeb. First 2 pages of Federal 990c. Most recent year-end Statement or Audit including any management letters associated with Audit.d. Signature of President or Authorized Officer on Applicatione. Optional: letters of support		<p>Expected date project will begin/end: 6/1/2019</p> <p>Date by which funds will be expended: 5/31/2020</p> <hr/> <p>Signature of President or Authorized Officer</p> <div style="display: flex; align-items: center;"><div style="flex: 1;"> Matt Harding, Exec. Director</div><div style="flex: 0.5; text-align: center; vertical-align: bottom;">4/1/19 Date</div></div> <hr/> <p>Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): jimagee@san-marcos.net</p>

SAN MARCOS COMMUNITY FOUNDATION
Budget Worksheet

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

_____ 47 windows and screens repaired/replaced at Fraternity House _____	\$ _46,250.00_
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Total budget for this PROJECT: \$ _46,250.00_

Grant Request Amount: \$ _10,000_
(Mini-grants not to exceed \$1,500, Regular grants not to exceed \$10,000.)

Is this a challenge grant? Could it be?
This is not a challenge grant. However, we have received matching funds from Supervisor Gaspar's office, The Bronner Family Foundation, and have matching requests out to additional County Supervisors and private foundations.

Please list any other funding sources for this project.

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

\$ _10,000.00_ _____ Office of Supervisor Gaspar _____	** _C_
\$ _10,000.00_ _____ The Bronner Family Foundation _____	** _C_
\$ _16,250.00_ _____ Various/Office of Supervisor Desmond _____	** _P_

Fraternity House, Inc.	2018-19
Revenue	
Donations Income	\$ 79,830.00
Grants - Govt HOPWA	\$ 628,216.00
Grants - Private	\$ 72,400.00
Resident Rent Income	\$ 60,000.00
Resident Services Income	\$ 30,000.00
Independent Living Rent Income	\$ 5,184.00
Special Events	\$ 18,600.00
Total Revenue	\$ 894,230.00
Expenditures	
Benefits	
Bonuses	\$ 3,000.00
Dental/Health/Life	\$ 24,700.00
Paid Time Off	\$ 17,450.00
Payroll Taxes	\$ 53,000.00
Workers Compensation	\$ 34,062.00
Dues, Education & Training	\$ 3,500.00
Household Expense	
Food/Groceries	\$ 20,000.00
Maintenance	\$ 6,000.00
Landscaping	\$ 3,600.00
Pool Service	\$ 1,500.00
Miscellaneous	\$ 6,000.00
Supplies	\$ 10,000.00
Insurance	\$ 18,000.00
Job Development	\$ 7,500.00
Office Expense	\$ 6,000.00
Payroll	
Administration & Development	\$ 68,000.00
Caregivers	\$ 263,768.00
Caregiving On-Call Stipend	\$ 4,800.00
MEND Manager	\$ 35,400.00
Program Manager	\$ 49,800.00
Resident Care Manager	\$ 44,150.00
Permits & Licenses	\$ 2,500.00
Postage and Delivery	\$ 500.00
Professional Fees	\$ 10,000.00
Repairs and Maintenance	\$ 33,000.00
Special Event Expense	\$ 8,400.00
Travel & Mileage	\$ 3,000.00
Utilities	
Cable	\$ 3,500.00
Electricity	\$ 10,200.00
Gas	\$ 7,250.00
Hazardous Waste	\$ 650.00
Pest Control	\$ 1,600.00
Telecommunications	\$ 6,600.00
Trash	\$ 3,400.00
Water	\$ 3,500.00
Van expenses	\$ 35,000.00
Total Expenditures	\$ 809,330.00
Other Expenditures	
Residents' Rehabilitation Exp	\$ 15,000.00
Independent Living Expenditures	
Apartment Down Payment	\$ 3,600.00
Apartment Monthly Rent	\$ 21,600.00
Apartment Rental Insurance	\$ 300.00
Furnishings	\$ 20,000.00
Independent Living Program Manager	\$ 22,000.00
Monthly Transit Pass	\$ 2,400.00
Total Other Expenditures	\$ 84,900.00
Total Including Other Expenditures	\$ 894,230.00
Total Net Revenue	\$ -

OGDEN UT 84201-0038

In reply refer to: 0441650011
Mar. 24, 2009 LTR 4168C E0
33-0306861 000000 00 000
00033994
BODC: TE

FRATERNITY HOUSE INC
20702 ELFIN FOREST RD
ESCONDIDO CA 92029-3313



02743

Employer Identification Number: 33-0306861
Person to Contact: A. Schlutter
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of Mar. 13, 2009, regarding your tax-exempt status.

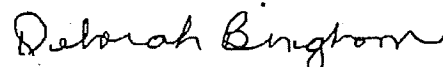
Our records indicate that a determination letter was issued in December 1992, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(03) of the Internal Revenue Code.

Our records also indicate 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.

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

Sincerely yours,



Deborah Bingham
Accounts Management I

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 2019

Board President

Patrick M. Anderson

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

Vice President

Mike Walker

Affiliation: Owner, AAA LiveScan
DOJ Certified Fingerprinter
800 Grand Ave #C9
Carlsbad, CA 92008
(760) 434-3533
mwlivescan@att.net

Secretary

Laura Schaefer

Affiliation: Social Worker (Retired)
715 Orpheus Avenue
Encinitas, CA 92024
(760) 753-0880
lauraschaefer@cox.net

Treasurer

Scott Guiltner

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

Board Members

Mary Anthony

Affiliation: Medical Case Manager
1511 Stewart Street
Oceanside, CA 92054
(760) 518-6997
marybanthony@yahoo.com

Gale McNeeley

Affiliation: Teacher, Writer, Performer
224 Palm Court Drive
Santa Maria, CA 93454
(805) 822-3764

Dr. Samuel Poniachik, MD

Affiliation: Internal Medicine
North County Health Services
150 Valpreda Road
San Marcos, CA 92069

San Marcos Community Foundation 2019 Application

Applicant: Fraternity House, Inc.

Attachment A: 1 - 2 page narrative

Now entering our 31st year of service (27 in San Marcos), Fraternity House, Inc.'s mission is to *provide warm and caring homes where individuals 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 days in comfort and dignity.* Our services are charged on a sliding scale.

Over the years we have been fortunate to have the support of the San Marcos Community Foundation. This year we are asking for a one-time large grant of \$10,000 to ensure the future safety and security of our San Marcos residential care facility, Fraternity House. This year's big storms brought our attention to building maintenance. It's time to acknowledge that the house its self, not just the Residents, needs some extra care. Our top priority is to fix/replace the windows and screens at the house to keep our Residents warm, safe, and dry. We have windows that do not open, several with water trapped inside, a few with large cracks, and several that are drafty, causing higher electric bills. On our recent inspection from HUD/County of San Diego, they noted that several windows and screens should be replaced/repared. These repairs will ensure the stability of our home, improve energy efficiency, and ensure we meet all state and federal contract and licensing standards. The need for major repairs comes at a time of substantial organizational growth. As you may know, 2018 marked our 30-year milestone anniversary! We are proud to have met key strategic goals in 2018:

- HR/Staff Salaries: We were pleased to have secured funding and Board approval to raise our Caregiver salaries to a living wage of \$15 per hour.
- Website and IT Upgrade: FHI was in dire need of a fully-functional website and an intranet with networked staff computers and a secure file sharing system to improve our technology, communication and infrastructure.
- The Dignity Project Expansion: FHI secured funding to add a full-time Social Services Case Manager to our team. This position supports Residents with motivational goal-setting, accessing needed services, benefits enrollment, mental health, and maintaining sobriety.
- Medical Case Consult: FHI hired a part-time Nurse (LVN) who conducts assessments, advocates for Residents with complex medical needs or pending surgeries, review charts and helps us see areas where we can improve overall.
- Improved Transportation: We secured two new vehicles. 1. A nine-passenger Ford van with funding from AIDS Healthcare Foundation. 2. A six-passenger Ford mini-van from the Margot Snyder Trust, for everyday transport of smaller groups to medical appointments, and for pick-up of weekly grocery and supplies, including donations from our Foodbank partners.
- Expanded Transportation for Resident Self-Improvement: Goal setting is now paired with The Dignity Project's weekly transportation loops: 1. Tuesday Night Self-Improvement Loop 2. Saturday Loop (drop-off/pick-up times throughout the day from banks, grocery store, Walmart, 99 cent store, movie theatre, mall, sprinter station.) Plus added educational/recreational outings.
- January 2019: Grand Opening--Semi-Independent Living Apartments! Due to San Diego County's housing shortage, FHI developed a non-medical, graduated step to independence, where eligible

Residents can transition to apartment living and receive wrap-around support to build confidence, continue to learn new life skills, and establish a rental history. We applied and won a contract with the County of San Diego/HOPWA to cover the market value rent and insurance so that we may sub-lease six apartments in North County, opening 12 new beds over the next four years. For year one - two, we have secured three apartments (6 beds) in Vista.

- Increased Fitness Options: Residents expressed interest in a variety of things related to physical fitness. Some want to build strength and practice recommended physical therapy exercises. Others want to lose weight. In 2018 were able to secure gently used gym equipment, exercise bands, and exercise DVD's, as well as provide Wellness Wednesdays and a mindfulness class.

Lessons Learned/Plans for 2019: Our agency went through a lot of growth in 2018. We see a few key areas where we can continue to grow.

- Increase Mental Health Training/De-Escalation Tactics for Staff
- Form greater partnerships with community partners to support sobriety/substance abuse harm reduction for Residents
- Board and Development Committee Growth, continued Donor and Volunteer engagement
- Speed-up the New Resident In-Take Process/Expand Partnership with 2-1-1 San Diego
- Improve Documentation/Electronic Resident Records Conversion
- A return to Strategic Planning—now that major 2 year and 5 year goals have been achieved (We have an application pending with San Diego Social Venture Partners for strategic planning support and we are a finalist).
- Expand apartment program until we have 6 apartments with 12 beds of housing. (2019 – 2022).

Essentially, our agency has increased our numbers served and the quality of service greatly over the past two years. This has taken significant dedication from Staff, Board, Volunteers, Donors and Grantors. We are on track to increase services by 33%. However, we need additional funding, outside of our regular operating budget, to cover the unexpected and very necessary home repairs at our San Marcos care home. (We also have grant requests out to re-roof Michaelle House in Vista due to leaks discovered during the recent extensive rain storms.)

We wish to protect our investment and continue to best serve our community. A grant of \$10,000 from SMCF will help us do just that! It will be matched by other foundations and County Supervisors to ensure we obtain the full \$46,250 needed to repair/replace the 47 windows and screens at Fraternity House.

Thank you for your continued support of our mission, the houses and our Residents. If you should have any questions, or require further information, please don't hesitate to reach out to me by cell phone 760-822-3764, or contact Executive Director Matt Harding at 760-736-0292.

Wishing you a joyful spring,



Lisa Lipsey
Development & Engagement Manager
Fraternity House, Inc.

www.fraternityhouse-inc.org

Return of Organization Exempt From Income Tax

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

- ▶ Do not enter social security numbers on this form as it may be made public.
 ▶ Information about Form 990 and its instructions is at www.irs.gov/form990.

2016**Open to Public Inspection**Department of the Treasury
Internal Revenue Service**A** For the 2016 calendar year, or tax year beginning 7/01, 2016, and ending 6/30, 2017**B** Check if applicable:

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

C
 Fraternity House Inc.
 20702 Elfin Forest Road
 Escondido, CA 92029

D Employer identification number

33-0306861

E Telephone number

760-736-0292

G Gross receipts \$ 609,281.**F** Name and address of principal officer: Patrick Anderson

Same As C Above

H(a) Is this a group return for subordinates? Yes ☐ No ☒**H(b)** Are all subordinates included? If 'No,' attach a list. (see instructions) Yes ☐ No ☐**I** Tax-exempt status ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ www.fraternityhouse-inc.org**H(c)** Group exemption number ▶**K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: 1988**M** State of legal domicile: CA**Part I Summary**

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: Provide comprehensive care and services for men and women living with HIV/AIDS.		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
Revenue	3 Number of voting members of the governing body (Part VI, line 1a).....	3	8
	4 Number of independent voting members of the governing body (Part VI, line 1b).....	4	8
	5 Total number of individuals employed in calendar year 2016 (Part V, line 2a).....	5	21
	6 Total number of volunteers (estimate if necessary).....	6	250
	7a Total unrelated business revenue from Part VIII, column (C), line 12.....	7a	0.
	b Net unrelated business taxable income from Form 990-T, line 34.....	7b	0.
Expenses	8 Contributions and grants (Part VIII, line 1h).....	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g).....	504,550.	524,017.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d).....	47,794.	58,693.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....	8,412.	20,405.
	12 Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12).....	560,756.	603,115.
	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3).....		
	14 Benefits paid to or for members (Part IX, column (A), line 4).....		
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....	380,092.	423,547.
Net Assets or Fund Balances	16a Professional fundraising fees (Part IX, column (A), line 11e).....		
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ 22,845.		
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....	176,247.	176,416.
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....	556,339.	599,963.
Net Assets or Fund Balances	19 Revenue less expenses. Subtract line 18 from line 12.....	4,417.	3,152.
	20 Total assets (Part X, line 16).....	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26).....	478,236.	480,506.
	22 Net assets or fund balances. Subtract line 21 from line 20.....	9,959.	9,077.
		468,277.	471,429.

Part II Signature Block

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

Sign Here	Signature of officer	Date			
	Scott Gultner	Treasurer			
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
		Self-Prepared			
	Firm's name ▶				
	Firm's address ▶				
		Firm's EIN ▶			
		Phone no.			

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

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:See Schedule O**2** Did the organization undertake any significant program services during the year which were not listed on the priorForm 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 \$ 524,348. including grants of \$ 421,305.) (Revenue \$ 103,043.)

Fraternity House, Inc. is a single service organization that only cares for people who are HIV symptomatic or have an AIDS diagnosis. The three largest program services are: 1) Housing, 2) Caregiving and 3) Rehabilitation (Project MEND). Housing focuses on the overall operation of each house. Caregiving is the backbone of our services, being absolutely necessary in fulfilling licensing requirements. Residents receive 24-hour per day personal care and are supervised in their activities of daily living, connecting with medical and other care services, and assisting in adherence with complex medication regimens. Rehabilitation (Project MEND) engages every Resident in goal setting, activities, and services to attain their highest possible level of independence, up to a return to independent living.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4c** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4d** Other program services (Describe in Schedule O.)

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

4e Total program service expenses **524,348.**

Charles Carr

March 19, 2019

Re: San Marcos Community Foundation Arts & Culture Grant

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



2019-20 President



Contributor



Columnist/Contributor



Contributor

Dear San Marcos Community Foundation board members,

Thank you immensely for considering our organization, Art Animates Life/North County Players, for a San Marcos Community Foundation Arts & Culture grant for 2019-20.

For more than a decade Art Animates Life has offered professional quality short PSAs and promos for vital North County charities and nonprofits and extremely low -- or zero -- tuition fees for enrollees in our Young Filmmaker Series. For North County Players theater productions, we offer greatly-reduced ticket prices to the general public as-well-as no 'pay for play' fees of any kind for actor/crew participants.

Art Animates Life (North County Players) will give first priority to San Marcos/Lake San Marcos residents for acting, crewing, and production positions. We will also first query San Marcos nonprofits, community venues, and businesses with sufficient space for a location to stage our Dec. 2019 theater production (scheduled: "Sherlock Holmes and the Christmas Angels"). Previous years' shows have taken place at many San Marcos venues including the Charity Wings Arts Center, the San Marcos Historical Society, and the San Marcos Civic Center. All of this years' Art Animates Life Films' PSAs and promos will benefit San Marcos-based charities (currently scheduled: the SM Boys and Girls Club and the SM Food Bank).

Additionally, press materials and documents associated with our theatrical project and credits in our PSA/promo credit rolls will conspicuously reflect our deep appreciation of a SMCF grant.

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

Sincerely,

Charles Carratti
President, Art Animates Life, Inc. - North County Players

City of San Marcos
Art and Cultural Grant Application Form 2018

Grant request: \$ _____

Total Program Budget: \$ _____

Name of Organization: _____

Contact Person _____ Title _____

Organization Address _____

Phone: _____ Fax: _____

Email: _____ Web address: _____

Number Paid staff _____ Number volunteer staff _____

Geographic Area Served: _____

Describe your organization in the space below):

Art Animates Life, along with its theatrical offshoot, **North County Players**, and video production entity, **Art Animates Life Films**, produce live stage productions, public service announcements and short films and documentaries, and other events to benefit local nonprofits and members of the community.

Over the past decade Art Animates Life events have benefited many essential charities including Charity Wings Art Center (San Marcos), the San Marcos VFW's Veterans' Relief Fund, the San Marcos Historical Society, The Escondido Arts Partnership, The Park Avenue Center, Paradise Community Services, PowPAC, and others.

Art Animates Life's president for 2019-20 is Charles Caratti (Carr), currently a writer for the *San Diego Union-Tribune*, the *Californian*, the *Times-Advocate*, and many other publications. Mr. Caratti has penned literally thousands of bi-lined articles, columns, and features, often specifically focusing on San Marcos area events and issues. His articles and columns have been featured on local news segments and included in textbooks.

Describe the project seeking grant funding: *(Please use font size 11 point or larger)*

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

A SMCF grant for Art Animates Life would facilitate a theatrical production and two or three public service short films specifically benefiting San Marcos nonprofits.

This year's theatrical production will be North County Player's, "Sherlock Holmes and the Case of the Christmas Angels." The show will benefit several San Marcos area charities including Art Animates Life itself. Past beneficiaries have included the Charity Wings Art Center, the San Marcos Historical Society, Survivors of Suicide Loss, and the San Marcos VFW. Beneficiary organizations are welcome to take as large a role as they wish in generating revenue for their organization -- or they can focus on doing the important work they do for our community and accrue donations automatically as attendees purchase tickets using the checkout code unique to their specific organization.

Grant funds would be used for facility and truck rentals, set construction, props, printing, costumes, and lighting, sound, and video equipment.

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

Donations from entities and individuals allow us to both maximize returns to our beneficiaries and keep ticket prices extremely low. North County Players ticket prices are typically 1/2 to 2/3 less than is normally charged for productions of comparable quality while providing a creative crucible that allows new artists to work side-by-side with seasoned pros in real world on-stage environments.

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

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

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

Community Support:

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

Over the past decade, Art Animates Life/North County Players theatrical productions have raised tens-of-thousands of dollars for North County San Diego area disaster relief, an arts nonprofit, a veterans museum, a municipal gallery, a community outreach center, an historical society, a veterans relief fund, several struggling community theaters, and more. Thousands of Southern California residents have attended North County Players shows.

Our newly-expanded video production capability, branded Art Animates Life Films (AALF), has already produced several public service announcements (PSAs) for area nonprofits including San Marcos' Charity Wings Arts Center and Escondido's Art Hatch. For 2019-20 we have scheduled projects with the San Marcos Boys and Girls Club, the San Marcos zzz food bank, and zzz zzz. The PSAs and short films we produce are provided absolutely free-of-charge to the associated charity and can be used by them without restriction for fundraising, organization web sites, grant procurement, general public education, and countless other purposes. In addition to PSAs, last year AALF produced a film ("Sky Takes a Bite Out of Crime") as part of our Young Filmmaker Series which was named a featured selection at the San Diego International Kids' Film Festival and has gone on to garner many YouTube views. The 30-minute short included several young actors and tech persons from the San Marcos and surrounding areas.

Our model benefits the greater community in several important ways:

- > Offers financial support for essential North County (often San Marcos) charities.
- > Provides excellent live theater at greatly reduced ticket prices and professional quality video productions free of charge.
- > Never charges a 'pay-to-play' fee of ANY kind, further enabling every member of the acting and creative community the opportunity to participate regardless of financial situation.
- > Produces shows and videos that are not only entertaining but educative and historically significant.
- > Finally, because Art Animates Life is a complete production entity that owns its own lights, sound, sets, props, costumes, video projection, and more, we are able to stage events at venues which would not otherwise be financially viable (e.g., a municipal gallery, an arts center in an industrial district, a veterans museum, a nearly 100-year-old community theater, etc.) in addition to renting fully-purposed local facilities if price fits our stringent budget guidelines.

As noted in our cover letter, Art Animates Life will give first priority to San Marcos/Lake San Marcos residents for all acting, crewing, and production positions. We will also first query San Marcos nonprofits, community venues, and businesses with sufficient space for a location to stage the show. Promotional and press materials associated with both events will reflect the above, as-well-as our receipt of and deep appreciation for a SMCF grant.

Previous years' shows have taken place at many San Marcos venues including the Charity Wings Arts Center, the San Marcos Historical Society, and the San Marcos Civic Center. All of this years' Art Animates Life Films' PSAs and promos will benefit San Marcos-based charities (currently scheduled: the SM Boys and Girls Club and the San Marcos' Wounded Warrior Homes.

Our primary goal is to nurture and grow both venerated and burgeoning American art forms by helping to ensure they remain accessible to ALL members of the community, regardless of personal means. Every family should be able to experience the unique wonder of live theater and every charity should be able to spread the word about the essential public works they perform via high-quality PSAs and short documentaries.

Page 6 of 8

Project Budget

Project Income:

Donated Income:	
Individual contributions	_____
Business/Corporate Contributions	_____
Other Government grants	_____
Foundation Grants	_____
Other grants	_____
Earned Income:	
Admission/Ticket Sales	_____
Other	_____
In-kind contributions	_____
San Marcos Art and Cultural Grant request	_____
TOTAL INCOME:	_____

Project Expenses:

Administrative Personnel	_____
Artistic Personnel	_____
Program/Production/Exhibition Cost	_____
Facility Rental	_____
Artist Fees	_____
Promotion/Marketing Costs	_____
Office Supplies and Materials	_____
Other	_____

Total Project expenses:	_____
-------------------------	-------

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

Non-Profit Certification

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

If "YES"

Date of incorporation as a non-profit: _____

Federal Tax ID#: _____

If "NO"

Name of sponsoring organization: _____

Its Federal Tax ID#: _____

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

Signature and title of individual preparing the application form

President
Print Name

AND

Marcelle Stokes Caratti,
Vice President

Signature and title of President or authorized officer

Print Name

Return Application by email to: jimagee@san-marcos.net

Or by mail to:

San Marcos Community Foundation
City of San Marcos
1 Civic Center Drive
San Marcos, CA 92069-2987

Due Date: THURSDAY, APRIL 4, 2019 BY 5:00 P.M.

Applications received after the due date and time will not be accepted.

Charles Carr

March 18, 2019

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



President/Co-founder



Contributor/Features Writer



Columnist/Features Writer



News & Reviews Editor/Columnist

Dear San Marcos Community Foundation board members,

Below is a list of **Art Animates Life** board members including residency information as part of our organization's application for a 2019-20 **San Marcos Community Foundation Arts & Culture Grant**.

Charles Caratti

(president) lives in Valley Center but over the past 20 years has penned many newspaper columns and articles (as Charles Carr) featuring San Marcos which have appeared in 'The North County Times,' 'The Californian,' 'The Times-Advocate,' and 'The San Diego Union-Tribune.' Over the past decade, Art Animates Life has had dozens of San Marcos residents as members and participants.

Marcelle Caratti

(vice president) lives in Valley Center but often works with San Marcos' Pathways Academy (292 East Barham Drive) and has had many San Marcos residents as a private music teacher.

Alex Caratti

(secretary) most-recently lived in San Marcos (1135 Via Vera Cruz) while finishing up his engineering degree at Cal State San Marcos - in the process of securing a new San Marcos residence.

Peter Bunn

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

Thank you very much!

Charles Caratti (Carr)
President, Art Animates Life, Inc. / North County Players

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

DEPARTMENT OF THE TREASURY

Date: MAY 13 2014

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

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

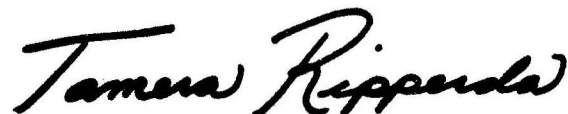
Dear Applicant:

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

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

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

Sincerely,



Director, Exempt Organizations

Enclosure: Publication 4221-PC

Letter 947



MINUTES

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE SPECIAL MEETING

Wednesday, February 13, 2019

San Marcos Conference Room, 1 Civic Center Drive

CALL TO ORDER

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

ROLL CALL:

PRESENT: BOARD MEMBERS: BANKS*, LUKOFF, WILSON
ABSENT: BOARD MEMBERS: NONE

*Board member Banks arrived at 6:19 p.m.

ALSO PRESENT: Program Manager Julie Magee and Office Specialist II Joseline Cadima.

OLD BUSINESS

1. GRANT AWARD HISTORY – Noted and filed.

NEW BUSINESS

Board members introduced themselves; President Lukoff provided background information on the Community Foundation, and gave board meeting regulations.

2. MINI GRANT APPLICATION PROPOSAL

Board members discussed five mini grant requests:

A). Meals on Wheels, requested \$1,500.00 to assist in meal packaging costs for 707 meals for home delivery for food insecure seniors. Program Manager Magee noted that their office space rent has been funded in the past.

B). Coastal Roots Farm, requested \$1,500.00 to print 300 additional Spanish Farm Recipe Books. President Lukoff stated that the printing of recipe books has been funded in the past.

C). San Diego Wildlife Center of the Rancho Coastal Humane Society, requested \$1,270.00 to cover the cost of community outreach in the form of a baby shower. Board members decided to allocate this to the Wildlife Fund Grant.



D). New West Ballet, requested \$1,500.00 to offset the cost of professional choreographers, costumes, props/sets and travel. Program Manager Magee clarified that the statement of 10,000 served San Marcos residents includes participants and attendees.

E). Canine Companions for Independence, requested \$1,000.00 to purchase a television for professional development for trainers and skills building for puppy raisers. Program Manager Magee noted that they have not been funded in the past.

BOARD MEMBER BANKS MOVED TO AWARD \$1,500.00 TO MEALS ON WHEELS, \$1,500.00 TO COASTAL ROOTS FARM, \$500.00 TO NEW WEST BALLET, \$500.00 TO CANINE COMPANIONS FOR INDEPENDENCE; AND TO ALLOCATE THE SAN DIEGO WILDLIFE CENTER OF THE RANCHO COASTAL HUMANE SOCIETY TO THE WILD LIFE GRANT FUND. SECONDED BY BOARD MEMBER WILSON. MOTION PASSED BY UNANIMOUS VOICE VOTE.

AYES: BOARD MEMBERS: BANKS, LUKOFF, WILSON
NOES: BOARD MEMBERS: NONE
ABSENT: BOARD MEMBERS: NONE
ABSTAIN: BOARD MEMBERS: NONE

3. REGULAR GRANT APPLICATION PROPOSALS

Board members discussed seven regular grant requests:

A). CSU Latino Association of Faculty & Staff, requested \$10,000.00 to support "The Lowrider Experience", a grassroots event to celebrate National Hispanic Heritage Month. President Lukoff noted their various letters of support.

B). Zoological Society of San Diego, requested \$10,000.00 to provide funds for 490 San Marcos middle school students to learn how STEM fields of study can be applied to conservation issues.

C). Just in Time for Foster Youth, requested \$5,000.00, to provide funds for 24 transition age foster youth for college room and board expenses.

D). Woodland Park Middle School Music Booster Club San Marcos, requested \$8,327.00 to provide funds for music coaching and the purchase of three additional instruments. Program Manager Magee stated that funds were awarded to them last grant quarter, November 7, 2018.

E). Casa de Amparo, requested \$5,000.00 to provide residential services for foster age youth. Program Manager Magee noted that they have been funded in the past; President Lukoff noted that foster youth can stay there with their child and live there until they're 22 years of age.

F). San Diego Children's Museum, requested \$10,000.00 to provide funds for mobile educational workshops.



G). The Kid's College, requested \$7,000.00 to provide funds for one additional string instructor. Board President Lukoff noted that the SMCF was the first organization to grant money to this nonprofit, and that their music system is based off from "El Sistema", which is a Venezuelan music program.

BOARD MEMBER BANKS MOVED TO RECOMMEND THE FOLLOWING GRANT AMOUNTS TO THE FULL FOUNDATION BOARD FOR CONSIDERATION AT ITS NEXT MEETING: \$2,000.00 TO CSU LATINO ASSOCIATION, \$0.00 TO ZOOLOGICAL SOCIETY OF SAN DIEGO, \$1,500.00 TO JUST IN TIME FOR FOSTER YOUTH, \$2,500.00 TO WOODLAND PARK MIDDLE SCHOOL MUSIC BOOSTERS CLUB, \$2,000.00 TO CASA DE AMPARO, \$0.00 TO SAN DIEGO CHILDREN'S DISCOVERY MUSEUM, \$2,500.00 TO THE KID'S COLLEGE. SECONDED BY BOARD MEMBER WILSON. MOTION PASSED BY UNANIMOUS VOICE VOTE.

AYES: BOARD MEMBERS: BANKS, LUKOFF, WILSON
NOES: BOARD MEMBERS: NONE
ABSENT: BOARD MEMBERS: NONE
ABSTAIN: BOARD MEMBERS: NONE

CONSENT CALENDAR

MOVED BY BOARD MEMBER BANKS, SECONDED BY BOARD MEMBER WILSON, TO APPROVE THE CONSENT CALENDAR.

AYES: BOARD MEMBERS: BANKS, LUKOFF, WILSON
NOES: BOARD MEMBERS: NONE
ABSENT: BOARD MEMBERS: NONE
ABSTAIN: BOARD MEMBERS: NONE

WAIVER OF TEXT – Waived

APPROVAL OF MINUTES – Approved - SMCF Grant Funding Subcommittee Meeting minutes of November 7, 2018.

ORAL COMMUNICATIONS – No requests to speak.

ITEMS FOR THE GOOD OF THE ORDER

NEXT MEETING DATE – The next meeting of the SMCF Board of Directors is scheduled for Tuesday, February 19, 2019 at 6:00 pm. The next meeting of the Grant Funding Subcommittee is scheduled for Wednesday, April 10, 2019 at 6:00 pm.

MISCELLANEOUS – Program Manager Magee noted that she will be attaching funding reports and invitations to the SMCF Board meeting agenda packet, and stated that all board members are getting new name badges.

ADJOURNMENT



MOVED BY BOARD MEMBER WILSON, SECONDED BY BOARD MEMBER BANKS TO ADJOURN THE MEETING AT 7:50 PM. MOTION PASSED BY UNANIMOUS VOICE VOTE.

Colleen Lukoff, Board President

ATTEST:

Julie Magee, Recording Secretary