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## SAN MARCOS COMMUNITY FOUNDATION BOARD MEETING AGENDA

Tuesday, February 21, 2023 – 6:00 PM  
Valley of Discovery – 1<sup>st</sup> Floor

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

**Americans with Disabilities Act:** If you need special assistance to participate in this meeting, please contact the Board Secretary at (760) 744-1050, ext. 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 Board meetings are generally held on the third Tuesday in the month of February, May, August and November. The Agenda's are posted on the City website at: [www.san-marcos.net](http://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 after distribution of the agenda packet are available for public inspection at the same time at the Administration Department.

### CALL TO ORDER

### ROLL CALL

### CONSENT CALENDAR

1. **WAIVER OF TEXT** - This item is to waive the reading of all text of all Resolutions and Policies adopted at this meeting. Resolutions and Policies shall be adopted by title.  
*Recommendation: WAIVE*
2. **APPROVAL OF MINUTES** - SMCF Board Meetings of November 15, 2022; and SMCF GFC Meetings of January 11, 2023 and February 15, 2023.  
*Recommendation: CONSIDER/APPROVE*

### NEW BUSINESS

3. **SMCF GRANT PROCESSING BY JEWISH COMMUNITY FOUNDATION**  
Grant application and payment processing overview.



*Recommendation:* **UPDATE/PRESENTATION**

4. **JEWISH COMMUNITY FOUNDATION ENDOWMENT UPDATE**

Endowment and financial investment update.

*Recommendation:* **UPDATE/PRESENTATION**

5. **CAL STATE SAN MARCOS SENIOR EXPERIENCE – STRATEGIC PLANNING**

Consider partnership agreement with CSUSM for services regarding Senior Experience strategic planning process.

*Recommendation:* **CONSIDER/APPROVE**

6. **PRESIDENT’S REPORT**

- a. SMCF Advisory Board Update
- b. Consideration of attendance at grantee events and activities of our memberships
- c. COVID-19 Nonprofit Community Grant Program Update

*Recommendation:* **DISCUSSION AND DIRECTION**

7. **SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- a. Grant Funding Update – Fiscal Year 2022/2023
- b. Summer Funding Recommendation Worksheet
- c. Resolution No. 2022-29 – Winter Quarter Grants

*Recommendation:* **CONSIDER/APPROVE**

**ITEMS FOR THE GOOD OF THE ORDER**

8. **MISCELLANEOUS**

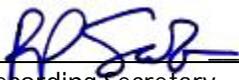
Selection of next quarter’s Grant Funding Subcommittee

9. **ADJOURNMENT**

**AFFIDAVIT OF POSTING**

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

I, Phil Scollick, 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, February 16, 2023, prior to 5:30 pm.

  
\_\_\_\_\_  
Phil Scollick, Recording Secretary



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## MINUTES

### SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE SPECIAL MEETING

Wednesday, January 18, 2023

San Marcos Room – 2<sup>nd</sup> Floor

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#### CALL TO ORDER

Board Vice President Gendel called the meeting to order at 6:02 p.m.

#### ROLL CALL:

PRESENT: BOARD MEMBERS: GENDEL, LOEBER, MENDOZA  
ABSENT: BOARD MEMBERS: NONE

#### NEW BUSINESS

1. MINI GRANT APPLICATION PROPOSALS – There are no applications for consideration from non-profit organization requesting Foundation funds.
2. REGULAR GRANT APPLICATION PROPOSALS – Consider five proposals from non-profit organizations requesting Foundation funds.

1	Classics For Kids	Equal Access to Music Education	700	Access to innovative educational orchestra concerts by funding 10 school buses to bring students from Title 1 elementary schools in San Marcos on field trips to downtown San Diego's Balboa Theatre. They can select from any of the programs in our 2023-2024 season.	\$5,000
2	A Step Beyond	Support ASB Dance Activities	2,000	ASB provides all of these services for its participants between 3rd and 12th grade with no cost. Funds will support our dance outreach efforts, which bring ASB dance performances to a diversity of public venues each year.	\$10,000
3	Bithiah's Family Services	San Marcos Resource Center	75-100	Will support Foster, Adoptive and Kinship Families with diapers, new clothing, hygiene products, and emergency supplies	\$10,000



			for initial foster placements such as cribs, car seats, and strollers along with furnishing the visitation space.	
4	Council on American Islamic Relations-San Diego	CAIR-SD Outreach, Advocacy & Education in San Marcos	600	Funds requested will support quarterly ( 4 events) culturally and linguistically expert outreach, education, and advocacy events for marginalized San Marcos residents. \$10,000
5	The Elizabeth Hospice	Grief Support Services	274	Access to grief support services at little or no charge. Services include individual and group counseling, educational workshops, outreach programs, community events and specialized programs for children and families. \$10,000

**THE BOARD REVIEWED THE APPLICATIONS AND DISCUSSED GRANT APROPRIATIONS AND APPROVED FUNDING RECOMMENDATIONS TO THE BOARD.**

**ORAL COMMUNICATIONS** – No requests to speak.

**ITEMS FOR THE GOOD OF THE ORDER**

**NEXT MEETING DATE** – The next meeting of the Grant Funding Committee will be February 15, 2023 and SMCF Board of Directors is scheduled for Tuesday, February 21, 2023.

**ADJOURNMENT**

**THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 7:07 PM.**

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

ATTEST:

\_\_\_\_\_  
 Phillip Scollick, Recording Secretary



## MINUTES

### SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE SPECIAL MEETING

Wednesday, February 15, 2023

Valley of Discovery

#### CALL TO ORDER

Board Vice President Gendel called the meeting to order at 6:02 p.m.

#### ROLL CALL:

PRESENT: BOARD MEMBERS: GENDEL, MENDOZA, SAVOVIC  
ABSENT: BOARD MEMBERS: NONE

#### NEW BUSINESS

1. MINI GRANT APPLICATION PROPOSALS – There are no applications for consideration from non-profit organization requesting Foundation funds.
2. REGULAR GRANT APPLICATION PROPOSALS – Consider five proposals from non-profit organizations requesting Foundation funds.

1	Classics For Kids	Equal Access to Music Education	700	Access to innovative educational orchestra concerts by funding 10 school buses to bring students from Title 1 elementary schools in San Marcos on field trips to downtown San Diego's Balboa Theatre. They can select from any of the programs in our 2023-2024 season.	\$5,000
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4	Council on American Islamic Relations-San Diego	CAIR-SD Outreach, Advocacy & Education in San Marcos	600	Funds requested will support quarterly ( 4 events) culturally and linguistically expert outreach, education, and advocacy events for marginalized San Marcos residents.	\$10,000
5	The Elizabeth Hospice	Grief Support Services	274	Access to grief support services at little or no charge. Services include individual and group counseling, educational workshops, outreach programs, community events and specialized programs for children and families.	\$10,000

**THE BOARD REVIEWED THE APPLICATIONS AND DISCUSSED GRANT APROPRIATIONS AND APPROVED FUNDING RECOMMENDATIONS TO THE BOARD.**

**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 21, 2023.

**ADJOURNMENT**

**THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 7:04 PM.**

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

ATTEST:

\_\_\_\_\_  
 Phillip Scollick, Recording Secretary



## **MINUTES**

### **REGULAR MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION BOARD**

**Tuesday, November 15, 2022**

**San Marcos Room – 2nd Floor**

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**CALL TO ORDER:** Board President Lukoff called the meeting to order at 6:02 p.m.

**ROLL CALL:**

PRESENT: BOARD MEMBERS: CLARK, LOEBER, GENDEL, LUKOFF  
ABSENT: BOARD MEMBERS: AHMED, THOMPSON

**ALSO PRESENT:** Board Secretary Phil Scollick.

**CONSENT CALENDAR**

1. **WAIVER OF TEXT** – Waived
2. **APPROVAL OF MINUTES** - SMCF Board Meetings of August 16, 2022 and September 6, 2022; and SMCF GFC Meetings of October 12, 2022 and November 9, 2022.

**MOVED BY BOARDMEMBER GENDEL, SECONDED BY BOARDMEMBER CLARK TO APPROVE THE MINUTES.**

AYES: BOARD MEMBERS: CLARK, LOEBER, GENDEL, LUKOFF  
NOES: BOARD MEMBERS: NONE  
ABSENT: BOARD MEMBERS: AHMED, THOMPSON

**ORAL COMMUNICATIONS** –

Sara Benson, Elder Help, provided comments and information regarding her organization.

**NEW BUSINESS**

**3. PRESIDENT'S REPORT**

- a. SMCF Advisory Board Update
- b. Consideration of attendance at grantee events and activities of our memberships
- c. COVID-19 Nonprofit Community Grant Program update received. List provided as part of the agenda packet.



**4. SMCF GRANT PROCESSING BY JEWISH COMMUNITY FOUNDATION**

Resolution No. 2022-27 – Grant application and payment processing to be administered by the Jewish Community Foundation.

**MOVED BY BOARDMEMBER CLARD, SECONDED BY BOARDMEMBER GENDEL TO APPROVE THE JEWISH COMMUNITY FOUNDATION AGREEMENT FOR SERVICES RESOLUTION 2022-27.**

AYES: BOARD MEMBERS: CLARK, LOEBER, GENDEL, LUKOFF  
NOES: BOARD MEMBERS: NONE  
ABSENT: BOARD MEMBERS: AHMED, THOMPSON

**5. SMCF GRANT FUNDING COMMITTEE RECCOMENDATION**

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- (a) Grant Funding Update – Fiscal Year 2022/2023
- (b) Winter Funding Recommendation Worksheet
- (c) Resolution No. 2021-26 – Summer Quarter Grants

**MOVED BY BOARDMEMBER CLARD, SECONDED BY BOARDMEMBER GENDEL TO APPROVE RESOLUTION NO. 2021-28.**

AYES: BOARD MEMBERS: CLARK, LOEBER, GENDEL, LUKOFF  
NOES: BOARD MEMBERS: NONE  
ABSENT: BOARD MEMBERS: AHMED, THOMPSON

**OLD BUSINESS**

**6. STRATEGIC PLAN**

Updated provided by Boardmembers Gendel and Lukoff

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

- Discussed future promotional and fundraising ideas and providing news releases to promote the SMCF granting program and fundraising efforts.

**ITEMS FOR THE GOOD OF THE ORDER**

**8. MISCELLANEOUS**

Select Boardmembers Gendel, Clark, and Thompson for next quarter’s Grant Funding Subcommittee.

**9. ADJOURNMENT**

**BY CONSENSUS THE BOARD ADJOURNED THE MEETING.**

Meeting adjourned at 7:02 p.m.



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COLLEEN LUKOFF, BOARD PRESIDENT  
SAN MARCOS COMMUNITY FOUNDATION

ATTEST:

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PHIL SCOLLICK, RECORDING SECRETARY  
CITY OF SAN MARCOS



4950 Murphy Canyon Road, San Diego, CA 92123  
(858) 279-2740 | [finance@jcfsandiego.org](mailto:finance@jcfsandiego.org) | [www.jcfsandiego.org](http://www.jcfsandiego.org)

DATE: February 6, 2023

DELIVER TO: Phillip Scollick

Email: [PScollick@san-marcos.net](mailto:PScollick@san-marcos.net); [cityclerk@san-marcos.net](mailto:cityclerk@san-marcos.net);  
[accounting@san-marcos.net](mailto:accounting@san-marcos.net);

FROM: JCF Finance Department

# OF PAGES: 3, including cover

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

MESSAGE: Fund Activity Reports for January 2023

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



S.M. Community Found - Now & Forever                      Beginning Balance:                      5,732.29

Apply Date	Descr.	Expense/DR	Income/CR
01/31/2023	Dividends	0.00	4.32
01/31/2023	Realized Gain	0.00	0.38
01/31/2023	Unrealized Gain	0.00	314.45
01/31/2023	Custodian Fee	0.29	0.00
01/31/2023	Consultant Fee	0.66	0.00
01/31/2023	Foundation Fee	2.07	0.00
		-----	-----
		3.02	319.15

S.M. Community Found - Now & Forever                      Ending Balance:                      6,048.42

# Jewish Community Foundation of San Diego

## **Performance Evaluation Report**

January 31, 2023



## Asset Allocation

### Endowment Pool

Asset Class	Minimum	Maximum	Current
<b>Growth Assets</b>	60.0%	90.0%	<b>75.8%</b>
U.S. Equity	10.0%	35.0%	27.9%
International Equity	5.0%	25.0%	14.8%
Emerging Markets Equity	0.0%	15.0%	5.2%
<b>Total Public Equity</b>	20.0%	70.0%	<b>47.8%</b>
<b>Private Equity</b>	0.0%	25.0%	<b>7.7%</b>
<b>Private Debt</b>	0.0%	15.0%	<b>2.7%</b>
<b>Private Real Estate</b>	0.0%	15.0%	<b>4.4%</b>
<b>Growth Fixed Income</b>	0.0%	15.0%	<b>7.5%</b>
<b>Other (Liquid) Real Assets</b>	0.0%	15.0%	<b>5.6%</b>
<b>Total Private/Real Assets/Growth Fixed Income</b>	0.0%	55.0%	<b>27.9%</b>
<b>Risk Reduction Assets</b>	10.0%	40.0%	<b>24.2%</b>
Defensive Fixed Income	5.0%	40.0%	11.3%
Defensive Hedge Funds	5.0%	30.0%	12.9%
Cash	--	--	0.0%

### Long Term ESG Focused Pool

Asset Class	Minimum	Maximum	Current
<b>Growth Assets</b>	60.0%	90.0%	<b>75.0%</b>
U.S. Equity	20.0%	50.0%	37.7%
International Equity	10.0%	35.0%	20.7%
Emerging Markets Equity	0.0%	20.0%	7.2%
<b>Total Public Equity</b>	40.0%	90.0%	<b>65.5%</b>
<b>Growth Fixed Income</b>	0.0%	15.0%	<b>5.0%</b>
<b>Other (Liquid) Real Assets</b>	0.0%	10.0%	<b>4.5%</b>
<b>Total Growth Fixed Income &amp; Real Assets</b>	0.0%	20.0%	<b>9.5%</b>
<b>Risk Reduction Assets</b>	10.0%	40.0%	<b>25.0%</b>
Defensive Fixed Income	10.0%	40.0%	25.0%
Cash	--	--	0.0%

### Short Term Pool

Asset Class	Minimum	Maximum	Current
Cash, Cash Equivalents, CDs	100%	100%	100%

\*Totals may not sum due to rounding

## Asset Allocation

### Impact Pool

Asset Class	Minimum	Maximum	Current
<b>Growth Assets</b>	50.0%	90.0%	<b>74.3%</b>
U.S. Equity	25.0%	55.0%	<b>53.3%</b>
International Equity	0.0%	30.0%	<b>19.6%</b>
Total Public Equity	20.0%	70.0%	<b>72.8%</b>
Private Equity	0.0%	20.0%	<b>0.9%</b>
Private Debt	0.0%	20.0%	<b>0.6%</b>
Total Private Assets	0.0%	40.0%	<b>1.5%</b>
<b>Risk Reduction Assets</b>	10.0%	50.0%	<b>25.7%</b>
Defensive Fixed Income	10.0%	50.0%	<b>22.6%</b>
Global Fixed Income	0.0%	15.0%	<b>2.7%</b>
Cash	--	--	<b>0.4%</b>

### Mid Term Pool

Asset Class	Minimum	Maximum	Current
<b>Growth Assets</b>	10.0%	35.0%	<b>25.0%</b>
U.S. Equity	5.0%	30.0%	<b>11.1%</b>
International Equity	4.0%	25.0%	<b>6.0%</b>
Emerging Markets Equity	0.0%	15.0%	<b>2.9%</b>
Total Public Equity	10.0%	35.0%	<b>20.0%</b>
Liquid Real Assets	0.0%	15.0%	<b>5.0%</b>
Total Real Assets	0.0%	15.0%	<b>5.0%</b>
<b>Risk Reduction Assets</b>	65.0%	90.0%	<b>75.0%</b>
Defensive Fixed Income	30.0%	90.0%	<b>75.0%</b>
Cash	--	--	<b>0.0%</b>

### Long Term Index Pool

Asset Class	Minimum	Maximum	Current
<b>Growth Assets</b>	50.0%	90.0%	<b>75.0%</b>
U.S. Equity	20.0%	60.0%	<b>42.3%</b>
International Equity	5.0%	40.0%	<b>23.9%</b>
Emerging Markets Equity	0.0%	20.0%	<b>8.8%</b>
Total Public Equity	50.0%	90.0%	<b>75.0%</b>
<b>Risk Reduction Assets</b>	10.0%	50.0%	<b>25.0%</b>
Defensive Fixed Income	10.0%	50.0%	<b>25.0%</b>
Cash	--	--	<b>0.0%</b>

\*Totals may not sum due to rounding

# Jewish Community Foundation of San Diego - Endowment Pool

## Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Total Portfolio</b>	<b>176,748,498</b>	<b>100.0</b>	<b>4.41</b>	<b>4.41</b>	<b>4.41</b>	<b>-5.54</b>	<b>5.83</b>	<b>4.76</b>	<b>7.45</b>	<b>6.00</b>	<b>5.82</b>	<b>Jul-2008</b>
<i>Endowment Pool Policy Index</i>			5.50	5.50	5.50	-6.19	4.84	4.20	6.96	5.63	5.24	
<i>CPI + 5%</i>			1.21	1.21	1.21	11.73	10.32	9.03	8.56	7.78	7.28	
<b>Total Endowment Pool ex Private Investments</b>	<b>152,582,228</b>	<b>86.3</b>	<b>5.13</b>	<b>5.13</b>	<b>5.13</b>	<b>-6.31</b>	<b>4.94</b>	<b>4.27</b>	<b>7.45</b>	<b>6.90</b>	<b>7.60</b>	<b>Jul-2012</b>
<b>Growth Assets</b>	<b>133,941,072</b>	<b>75.8</b>	<b>5.31</b>	<b>5.31</b>	<b>5.31</b>	<b>-6.27</b>	<b>7.47</b>	<b>5.91</b>	<b>10.06</b>	<b>9.06</b>	<b>-</b>	<b>Jun-2012</b>
<b>Total Public Equity</b>	<b>84,515,174</b>	<b>47.8</b>	<b>7.29</b>	<b>7.29</b>	<b>7.29</b>	<b>-7.98</b>	<b>6.92</b>	<b>5.54</b>	<b>10.05</b>	<b>8.27</b>	<b>8.95</b>	<b>Jan-2012</b>
<i>MSCI AC World IMI (Net)</i>			7.37	7.37	7.37	-7.60	6.86	5.35	10.09	8.21	9.31	
<b>US Equity Composite</b>	<b>49,231,421</b>	<b>27.9</b>	<b>6.49</b>	<b>6.49</b>	<b>6.49</b>	<b>-6.43</b>	<b>7.85</b>	<b>8.26</b>	<b>11.52</b>	<b>13.13</b>	<b>13.50</b>	<b>Jul-2012</b>
<i>Russell 3000 Index</i>			6.89	6.89	6.89	-8.24	9.51	9.12	13.03	12.28	12.80	
<b>Large Cap Equity</b>	<b>41,826,172</b>	<b>23.7</b>	<b>6.02</b>	<b>6.02</b>	<b>6.02</b>	<b>-7.71</b>	<b>7.18</b>	<b>9.08</b>	<b>11.48</b>	<b>11.53</b>	<b>11.80</b>	<b>Jul-2012</b>
Fidelity 500 Index Fund (FXAIX)	38,500,891	21.8	6.28	6.28	6.28	-8.23	9.87	9.53	13.26	12.67	-0.34	Jun-2021
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	-0.32	
Vanguard Value Index Fund Admiral Shares (VVIAX)	3,325,281	1.9	2.79	2.79	2.79	1.70	10.14	8.14	12.12	11.53	2.24	Jun-2022
<i>Vanguard Spliced Value Index (Net)</i>			2.79	2.79	2.79	1.76	10.16	8.16	12.14	11.57	2.28	
<b>SMID Cap Equity</b>	<b>7,405,249</b>	<b>4.2</b>	<b>9.17</b>	<b>9.17</b>	<b>9.17</b>	<b>-1.30</b>	<b>7.64</b>	<b>8.90</b>	<b>13.34</b>	<b>12.10</b>	<b>12.46</b>	<b>Jul-2012</b>
Mercer Us Small/Mid Cap Equity Fund CI Y-3	7,405,249	4.2	9.17	9.17	9.17	-1.30	10.30	7.23	11.63	9.78	-1.30	Feb-2022
<i>Russell 2500 Index</i>			10.00	10.00	10.00	-2.05	9.13	7.28	11.82	10.35	-2.05	



# Jewish Community Foundation of San Diego - Endowment Pool

## Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Growth Fixed Income Composite</b>	<b>13,227,932</b>	<b>7.5</b>	<b>4.24</b>	<b>4.24</b>	<b>4.24</b>	<b>-6.62</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.13</b>	<b>Jun-2020</b>
<i>Blmbg. U.S. Corporate Investment Grade Index</i>			4.01	4.01	4.01	-9.33	-2.36	1.44	2.60	2.45	-2.88	
Mercer Opportunistic Fixed Income	13,227,932	7.5	4.24	4.24	4.24	-6.62	-0.38	-0.38	3.58	-	-6.62	Feb-2022
<i>Opportunistic Fixed Income Custom Benchmark</i>			3.65	3.65	3.65	-8.68	-2.74	-0.20	2.72	1.42	-8.68	
<b>Private Debt Composite</b>	<b>4,850,309</b>	<b>2.7</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3.23</b>	<b>11.51</b>	<b>10.40</b>	<b>-</b>	<b>-</b>	<b>9.38</b>	<b>Jun-2016</b>
<i>Blmbg. U.S. Corporate Investment Grade Index</i>			4.01	4.01	4.01	-9.33	-2.36	1.44	2.60	2.45	1.99	
Golub Capital BDC 3	2,608,221	1.5	0.00	0.00	0.00	5.98	-	-	-	-	6.34	Sep-2020
GEMS Fund 5 International	1,599,275	0.9	0.00	0.00	0.00	-3.96	-	-	-	-	14.80	Oct-2020
Mercer Private Investment Partners VII- Private Debt	642,813	0.4	0.00	0.00	0.00	-	-	-	-	-	-5.47	Aug-2022
<b>Liquid Real Assets</b>	<b>9,930,456</b>	<b>5.6</b>	<b>4.18</b>	<b>4.18</b>	<b>4.18</b>	<b>-2.02</b>	<b>6.63</b>	<b>4.59</b>	<b>6.51</b>	<b>-</b>	<b>3.34</b>	<b>Jan-2015</b>
Principal Diversified Real Asset (PDRDX)	9,930,456	5.6	4.18	4.18	4.18	-2.01	6.45	4.36	6.34	3.10	3.21	Jan-2015
<i>Real Assets Custom Benchmark</i>			3.16	3.16	3.16	-3.59	5.38	3.84	5.01	1.61	2.91	
<b>Private Real Assets</b>	<b>7,803,829</b>	<b>4.4</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5.54</b>	<b>12.21</b>	<b>10.11</b>	<b>-</b>	<b>-</b>	<b>13.34</b>	<b>Jul-2016</b>
<i>FTSE NAREIT Equity REIT Index</i>			10.67	10.67	10.67	-10.14	2.91	6.71	6.62	7.22	4.49	
Apollo Natural Resources II L.P.	699,787	0.4	0.00	0.00	0.00	-3.70	4.85	2.85	-	-	8.03	Jul-2016
WHI Real Estate Partners IV	505,201	0.3	0.00	0.00	0.00	-13.71	11.27	12.33	-	-	11.56	Nov-2017
Brookfield Strategic Real Estate Partners III	2,739,276	1.5	0.00	0.00	0.00	8.26	10.46	-	-	-	8.49	May-2019
Apollo Natural Resources Partners III, L.P.	1,497,819	0.8	0.00	0.00	0.00	7.03	-306.96	-	-	-	-302.93	Jan-2020
Related Real Estate Fund III	1,249,119	0.7	0.00	0.00	0.00	5.65	-	-	-	-	13.13	Aug-2020
Bain Capital Real Estate Fund II	1,112,626	0.6	0.00	0.00	0.00	25.94	-	-	-	-	24.57	Oct-2021

# Jewish Community Foundation of San Diego - Endowment Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Risk Reduction Assets</b>	<b>42,807,426</b>	<b>24.2</b>	<b>1.66</b>	<b>1.66</b>	<b>1.66</b>	<b>-3.47</b>	<b>1.32</b>	<b>2.01</b>	<b>2.53</b>	<b>2.98</b>	<b>-</b>	<b>Jul-2008</b>
<b>Defensive Fixed Income</b>	<b>19,947,484</b>	<b>11.3</b>	<b>3.67</b>	<b>3.67</b>	<b>3.67</b>	<b>-8.60</b>	<b>-2.84</b>	<b>0.36</b>	<b>0.91</b>	<b>0.92</b>	<b>3.33</b>	<b>Jul-2008</b>
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	2.87	
Mercer Core Fixed Income Fund	19,947,484	11.3	3.67	3.67	3.67	-8.60	-1.73	1.30	1.79	1.81	-8.60	Feb-2022
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	-8.36	
<b>Defensive Hedge Funds</b>	<b>22,859,942</b>	<b>12.9</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1.69</b>	<b>5.60</b>	<b>4.39</b>	<b>4.33</b>	<b>4.25</b>	<b>3.20</b>	<b>Jul-2008</b>
<i>HFRI FOF: Conservative Index</i>			0.50	0.50	0.50	0.91	4.69	3.71	3.90	3.52	2.08	
Mercer Hedge Fund Investor HFI	21,896,108	12.4	0.00	0.00	0.00	-	-	-	-	-	1.45	Aug-2022
BlackRock Tempus	565,139	0.3	0.00	0.00	0.00	-25.71	-9.49	-8.40	-4.84	-2.92	-2.28	Sep-2012
Capstone	124,911	0.1	0.00	0.00	0.00	-2.23	1.97	3.65	5.01	3.74	5.61	Aug-2007
Davidson Kempner	273,785	0.2	0.00	0.00	0.00	-3.02	3.62	-	-	-	4.01	Apr-2018
<b>Cash</b>	<b>-</b>	<b>0.0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Sep-1996</b>

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 12% Bloomberg Barclays Aggregate Index, 13% HFRI FOF: Conservative Index, 22% Russell 3000 Index, 10% MSCI EAFE Index, 2% MSCI EAFE Small Index, 5% MSCI Emerging Markets Index, 15% MSCI World Index, 5% FTSE NAREIT Index, 11% Bloomberg Barclays US Corp. IG Index, and 5% Real Assets Custom Benchmark
- Opportunistic Fixed Income Benchmark consists of 35% Bloomberg Global Aggregate-Corporates Index, 30% JPM GBI EM Diversified Index, 17.5% Bloomberg Global High Yield Index, 10.5% JPM CEMBI Diversified Index, 7% S&P/LSTA Leveraged Loan Index.

# Jewish Community Foundation of San Diego - Long Term ESG Focused Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Total Portfolio</b>	<b>53,347,537</b>	<b>100.0</b>	<b>6.20</b>	<b>6.20</b>	<b>6.20</b>	<b>-7.39</b>	<b>4.10</b>	<b>4.06</b>	<b>7.07</b>	<b>5.61</b>	<b>6.15</b>	<b>Jul-2003</b>
<i>Long Term ESG Focused Pool Policy Index</i>			5.92	5.92	5.92	-7.11	4.30	4.32	7.00	5.61	6.14	
<i>CPI + 5%</i>			1.21	1.21	1.21	11.73	10.32	9.03	8.56	7.78	7.65	
<b>Growth Assets</b>	<b>40,011,928</b>	<b>75.0</b>	<b>7.21</b>	<b>7.21</b>	<b>7.21</b>	<b>-7.18</b>	<b>7.03</b>	<b>5.83</b>	<b>10.46</b>	<b>8.73</b>	<b>-</b>	<b>Aug-2003</b>
<b>Total Equity</b>	<b>34,934,853</b>	<b>65.5</b>	<b>7.55</b>	<b>7.55</b>	<b>7.55</b>	<b>-8.08</b>	<b>7.62</b>	<b>6.14</b>	<b>10.89</b>	<b>9.06</b>	<b>7.69</b>	<b>Aug-2003</b>
<i>MSCI AC World IMI (Net)</i>			7.37	7.37	7.37	-7.60	6.86	5.35	10.09	8.21	8.12	
<b>US Equity Composite</b>	<b>16,528,690</b>	<b>31.0</b>	<b>6.07</b>	<b>6.07</b>	<b>6.07</b>	<b>-7.35</b>	<b>8.64</b>	<b>8.80</b>	<b>11.95</b>	<b>13.33</b>	<b>13.70</b>	<b>Jul-2012</b>
<i>Russell 3000 Index</i>			6.89	6.89	6.89	-8.24	9.51	9.12	13.03	12.28	12.80	
<b>Large Cap Equity</b>	<b>14,032,725</b>	<b>26.3</b>	<b>5.92</b>	<b>5.92</b>	<b>5.92</b>	<b>-8.84</b>	<b>5.56</b>	<b>8.08</b>	<b>10.75</b>	<b>11.03</b>	<b>11.33</b>	<b>Jul-2012</b>
Parnassus Core Equity Fund - Institutional Shares (PRILX)	7,016,081	13.2	5.51	5.51	5.51	-9.41	10.10	10.79	13.07	12.56	-1.10	May-2021
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	0.09	
Fidelity 500 Index Fund FXAIX	7,016,644	13.2	6.28	6.28	6.28	-8.23	9.87	9.53	13.26	12.67	-8.79	Apr-2022
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	-8.77	
<b>SMID Cap Equity</b>	<b>2,495,965</b>	<b>4.7</b>	<b>6.91</b>	<b>6.91</b>	<b>6.91</b>	<b>0.08</b>	<b>15.23</b>	<b>13.42</b>	<b>16.67</b>	<b>14.40</b>	<b>14.64</b>	<b>Jul-2012</b>
Boston Trust SMID Cap Fund (BTSMX)	2,495,965	4.7	6.91	6.91	6.91	0.08	10.48	8.73	13.23	10.91	3.77	May-2021
<i>Russell Midcap Index</i>			8.30	8.30	8.30	-3.33	9.02	8.02	11.94	11.11	-1.96	
<b>Global Equity Composite</b>	<b>6,405,074</b>	<b>12.0</b>	<b>7.03</b>	<b>7.03</b>	<b>7.03</b>	<b>-8.47</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-8.47</b>	<b>Feb-2022</b>
Mirova Global Sustainable Equity Fund Class Y (ESGYX)	6,405,074	12.0	7.03	7.03	7.03	-8.47	8.77	8.65	-	-	-8.47	Feb-2022
<i>MSCI AC World Index (Net)</i>			7.17	7.17	7.17	-7.99	6.83	5.53	10.15	8.24	-7.99	

# Jewish Community Foundation of San Diego - Long Term ESG Focused Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>International Developed</b>	<b>8,260,558</b>	<b>15.5</b>	<b>10.06</b>	<b>10.06</b>	<b>10.06</b>	<b>-5.75</b>	<b>4.30</b>	<b>0.84</b>	<b>7.05</b>	<b>6.20</b>	<b>7.65</b>	<b>Jul-2012</b>
<i>MSCI EAFE (Net)</i>			8.10	8.10	8.10	-2.83	4.25	2.13	6.83	4.95	6.49	
AB Concentrated International Growth (CIGYX)	2,131,768	4.0	9.51	9.51	9.51	-14.93	-0.24	0.15	6.10	-	-14.82	May-2021
<i>MSCI EAFE Growth Index (Net)</i>			8.49	8.49	8.49	-6.60	3.43	3.23	7.29	5.97	-5.99	
Boston Common ESG Impact International Fund (BCAIX)	2,770,236	5.2	8.71	8.71	8.71	-8.50	2.08	1.17	5.71	4.04	-8.50	Feb-2022
<i>MSCI EAFE (Net)</i>			8.10	8.10	8.10	-2.83	4.25	2.13	6.83	4.95	-2.83	
Causeway International Value Fund Class Investor (CIVVX)	3,358,554	6.3	11.19	11.19	11.19	1.19	7.65	2.15	6.66	4.81	1.19	Feb-2022
<i>MSCI EAFE Value Index (Net)</i>			7.72	7.72	7.72	0.66	4.45	0.61	6.05	3.68	0.66	
<b>Emerging Markets Equity</b>	<b>3,740,531</b>	<b>7.0</b>	<b>9.41</b>	<b>9.41</b>	<b>9.41</b>	<b>-12.79</b>	<b>4.13</b>	<b>1.62</b>	<b>8.15</b>	<b>3.00</b>	<b>4.64</b>	<b>Jun-2012</b>
<i>MSCI Emerging Markets (Net)</i>			7.90	7.90	7.90	-12.12	1.40	-1.48	7.34	2.07	3.68	
Ninety One Emerging Markets Equity Fund I Shares (ZEMIX)	1,871,841	3.5	9.35	9.35	9.35	-14.78	0.65	-	-	-	-13.65	May-2021
<i>MSCI Emerging Markets (Net)</i>			7.90	7.90	7.90	-12.12	1.40	-1.48	7.34	2.07	-11.88	
Allspring Emerging Markets Equity Income Fund (EQIIX)	1,868,690	3.5	8.90	8.90	8.90	-11.74	2.19	-1.09	5.10	2.07	-11.74	Feb-2022
<i>MSCI Emerging Markets (Net)</i>			7.90	7.90	7.90	-12.12	1.40	-1.48	7.34	2.07	-12.12	
<b>Growth Fixed Income</b>	<b>2,667,122</b>	<b>5.0</b>	<b>3.03</b>	<b>3.03</b>	<b>3.03</b>	<b>-2.60</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2.88</b>	<b>Jun-2020</b>
<i>Blmbg. U.S. Corporate Investment Grade Index</i>			4.01	4.01	4.01	-9.33	-2.36	1.44	2.60	2.45	-2.88	
PIMCO ESG Income Fund Institutional (PEGIX)	2,667,122	5.0	3.03	3.03	3.03	-2.77	-	-	-	-	-2.77	Feb-2022
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	-8.36	
<b>Total Real Assets</b>	<b>2,409,954</b>	<b>4.5</b>	<b>7.03</b>	<b>7.03</b>	<b>7.03</b>	<b>2.66</b>	<b>8.37</b>	<b>5.48</b>	<b>7.16</b>	<b>-0.24</b>	<b>3.52</b>	<b>May-2009</b>
<i>MSCI World Core Infrastructure USD Hedged</i>			2.90	2.90	2.90	1.64	3.94	8.44	9.74	9.77	10.82	
Lazard Global Listed Infrastructure (GLIFX)	1,197,796	2.2	4.65	4.65	4.65	5.86	4.62	7.30	9.13	11.13	9.00	May-2021
<i>MSCI World Core Infrastructure USD Hedged</i>			2.90	2.90	2.90	1.64	3.94	8.44	9.74	9.77	4.67	
Cohen & Steers Global Realty Shares (CSSPX)	1,212,158	2.3	9.36	9.36	9.36	-13.85	0.07	3.80	5.78	5.36	-5.51	Jun-2022
<i>FTSE NAREIT Equity REIT Index</i>			10.67	10.67	10.67	-10.14	2.91	6.71	6.62	7.22	-2.88	

# Jewish Community Foundation of San Diego - Long Term ESG Focused Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Risk Reduction Assets</b>	<b>13,335,608</b>	<b>25.0</b>	<b>3.18</b>	<b>3.18</b>	<b>3.18</b>	<b>-8.42</b>	<b>-3.00</b>	<b>0.20</b>	<b>0.45</b>	<b>1.30</b>	<b>-</b>	<b>Dec-2003</b>
<b>Defensive Fixed Income</b>	<b>13,335,608</b>	<b>25.0</b>	<b>3.18</b>	<b>3.18</b>	<b>3.18</b>	<b>-8.39</b>	<b>-2.69</b>	<b>0.51</b>	<b>1.09</b>	<b>1.06</b>	<b>3.75</b>	<b>Jul-2003</b>
<i>Blmbg. U.S. Aggregate</i>			<i>3.08</i>	<i>3.08</i>	<i>3.08</i>	<i>-8.36</i>	<i>-2.35</i>	<i>0.86</i>	<i>1.13</i>	<i>1.43</i>	<i>3.12</i>	
Fidelity U.S. Bond Index Fund (FXNAX)	13,335,608	25.0	3.18	3.18	3.18	-8.36	-2.37	0.84	1.09	1.39	-4.83	Sep-2020
<i>Blmbg. U.S. Aggregate</i>			<i>3.08</i>	<i>3.08</i>	<i>3.08</i>	<i>-8.36</i>	<i>-2.35</i>	<i>0.86</i>	<i>1.13</i>	<i>1.43</i>	<i>-4.79</i>	
<b>Cash</b>	<b>-</b>	<b>0.0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Sep-1996</b>

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 25% Bloomberg Barclays Aggregate Index, 30% Russell 3000 Index, 15.5% MSCI EAFE Index, 8% MSCI Emerging Markets Index, 6% Bloomberg Barclays US Corp. IG Index, 12% MSCI AC World Index, and 3.5% MSCI World Core Infrastructure USD Hedged

# Jewish Community Foundation of San Diego - Long Term Index Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Total Portfolio</b>	<b>65,343,354</b>	<b>100.0</b>	<b>6.54</b>	<b>6.54</b>	<b>6.54</b>	<b>-6.39</b>	<b>5.83</b>	<b>5.16</b>	<b>7.89</b>	<b>-</b>	<b>5.77</b>	<b>Jul-2014</b>
<i>Index Pool Policy Index</i>			6.32	6.32	6.32	-6.98	5.35	4.94	7.76	-	5.61	
<i>CPI +5%</i>			1.21	1.21	1.21	11.73	10.32	9.03	8.56	7.78	7.82	
<b>Growth Assets</b>	<b>48,999,300</b>	<b>75.0</b>	<b>7.69</b>	<b>7.69</b>	<b>7.69</b>	<b>-5.94</b>	<b>7.87</b>	<b>5.94</b>	<b>10.53</b>	<b>-</b>	<b>-</b>	<b>Jul-2014</b>
<b>Equity</b>	<b>48,999,300</b>	<b>75.0</b>	<b>7.69</b>	<b>7.69</b>	<b>7.69</b>	<b>-5.94</b>	<b>7.87</b>	<b>5.93</b>	<b>10.50</b>	<b>-</b>	<b>7.25</b>	<b>Jul-2014</b>
<i>MSCI AC World IMI (Net)</i>			7.37	7.37	7.37	-7.60	6.86	5.35	10.09	8.21	6.78	
<b>US Equity Composite</b>	<b>27,627,708</b>	<b>42.3</b>	<b>7.12</b>	<b>7.12</b>	<b>7.12</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-8.69</b>	<b>Apr-2022</b>
Fidelity 500 Index Fund (FXAIX)	22,314,296	34.1	6.28	6.28	6.28	-8.23	9.87	9.53	13.26	12.67	-8.79	Apr-2022
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	-8.77	
Fidelity Extended Market Index Fund (FSMAX)	5,313,412	8.1	10.84	10.84	10.84	-9.32	6.81	6.34	11.30	10.01	-10.06	Apr-2022
<i>Dow Jones U.S. Completion Total Stock Market Indx</i>			10.80	10.80	10.80	-9.47	6.72	6.23	11.16	9.88	-10.22	
<b>International Developed Equity Composite</b>	<b>15,642,749</b>	<b>23.9</b>	<b>8.50</b>	<b>8.50</b>	<b>8.50</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-0.27</b>	<b>Apr-2022</b>
Fidelity International Index Fund (FSPSX)	15,642,749	23.9	8.50	8.50	8.50	-3.28	4.80	2.39	6.91	5.14	-0.27	Apr-2022
<i>MSCI EAFE (Net)</i>			8.10	8.10	8.10	-2.83	4.25	2.13	6.83	4.95	-1.71	
<b>Emerging Markets Composite</b>	<b>5,728,843</b>	<b>8.8</b>	<b>8.59</b>	<b>8.59</b>	<b>8.59</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-6.05</b>	<b>Apr-2022</b>
Fidelity Emerging Markets Index Fund (FPADX)	5,728,843	8.8	8.59	8.59	8.59	-12.98	1.64	-1.53	7.21	2.04	-6.05	Apr-2022
<i>MSCI Emerging Markets (Net)</i>			7.90	7.90	7.90	-12.12	1.40	-1.48	7.34	2.07	-7.32	
<b>Risk Reduction Assets</b>	<b>16,344,054</b>	<b>25.0</b>	<b>3.12</b>	<b>3.12</b>	<b>3.12</b>	<b>-8.29</b>	<b>-2.39</b>	<b>0.79</b>	<b>1.09</b>	<b>-</b>	<b>-</b>	<b>Jul-2014</b>
<b>Fixed Income</b>	<b>16,344,054</b>	<b>25.0</b>	<b>3.18</b>	<b>3.18</b>	<b>3.18</b>	<b>-8.39</b>	<b>-2.47</b>	<b>0.81</b>	<b>1.09</b>	<b>-</b>	<b>1.48</b>	<b>Jul-2014</b>
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	1.38	
Fidelity U.S. Bond Index Fund (FXNAX)	16,344,054	25.0	3.18	3.18	3.18	-8.36	-2.37	0.84	1.09	1.39	-5.60	Dec-2020
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	-5.53	
<b>Cash</b>	<b>-</b>	<b>0.0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Jul-2014</b>

- Totals might not sum due to rounding
- Performance for periods longer than one year is annualized
- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 25% Bloomberg Barclays US Aggregate Index, 42% Russell 3000 Index, 24% MSCI EAFE Index, 9% MSCI Emerging Markets Index.

# Jewish Community Foundation of San Diego - Impact Investment Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Impact Investment Pool</b>	<b>16,146,317</b>	<b>100.0</b>	<b>5.18</b>	<b>5.18</b>	<b>5.18</b>	<b>-7.61</b>	<b>5.07</b>	<b>5.62</b>	<b>-</b>	<b>-</b>	<b>6.70</b>	<b>Aug-2017</b>
<i>Impact Investment Pool Policy Index</i>			5.57	5.57	5.57	-7.14	4.72	4.56	-	-	5.78	
<i>CPI +5%</i>			1.21	1.21	1.21	11.73	10.32	9.03	8.56	7.78	8.90	
<b>Growth Assets</b>	<b>11,999,647</b>	<b>74.3</b>	<b>6.52</b>	<b>6.52</b>	<b>6.52</b>	<b>-8.50</b>	<b>7.46</b>	<b>7.37</b>	<b>-</b>	<b>-</b>	<b>9.11</b>	<b>Jul-2017</b>
<b>Public Equity</b>	<b>11,757,673</b>	<b>72.8</b>	<b>6.67</b>	<b>6.67</b>	<b>6.67</b>	<b>-8.71</b>	<b>7.59</b>	<b>7.57</b>	<b>-</b>	<b>-</b>	<b>9.44</b>	<b>Aug-2017</b>
<i>MSCI AC World IMI (Net)</i>			7.37	7.37	7.37	-7.60	6.86	5.35	10.09	8.21	7.42	
<b>US Public Equities</b>	<b>8,600,815</b>	<b>53.3</b>	<b>6.12</b>	<b>6.12</b>	<b>6.12</b>	<b>-8.41</b>	<b>9.71</b>	<b>9.44</b>	<b>-</b>	<b>-</b>	<b>11.47</b>	<b>Aug-2017</b>
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	11.51	
Jewish Advocacy Strategy	8,600,815	53.3	6.12	6.12	6.12	-8.41	9.73	9.45	13.47	12.72	11.48	Aug-2017
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	11.51	
<i>Jewish Advocacy Strategy Benchmark</i>			6.19	6.19	6.19	-8.59	9.35	9.09	12.51	12.16	10.92	
<b>International Equities</b>	<b>2,066,259</b>	<b>12.8</b>	<b>9.29</b>	<b>9.29</b>	<b>9.29</b>	<b>-5.86</b>	<b>3.87</b>	<b>2.33</b>	<b>-</b>	<b>-</b>	<b>3.96</b>	<b>Aug-2017</b>
<i>MSCI EAFE ESG Leaders Index</i>			8.48	8.48	8.48	-4.04	4.51	3.07	7.23	5.83	4.75	
Pax MSCI EAFE (PXNIX)	2,066,259	12.8	9.29	9.29	9.29	-5.60	4.11	2.48	6.25	4.95	4.10	Aug-2017
<i>MSCI EAFE ESG Leaders Index</i>			8.48	8.48	8.48	-4.04	4.51	3.07	7.23	5.83	4.75	
<b>Israeli Equities</b>	<b>1,090,599</b>	<b>6.8</b>	<b>6.10</b>	<b>6.10</b>	<b>6.10</b>	<b>-14.70</b>	<b>2.59</b>	<b>4.52</b>	<b>-</b>	<b>-</b>	<b>5.09</b>	<b>Aug-2017</b>
<i>BlueStar Israel Global Index TR Net</i>			6.11	6.11	6.11	-14.20	2.68	4.74	6.41	-	5.32	
VanEck Bluestar ETF (ISRA)	1,090,599	6.8	6.10	6.10	6.10	-14.73	2.58	4.51	6.17	-	5.08	Aug-2017
<i>BlueStar Israel Global Index TR Net</i>			6.11	6.11	6.11	-14.20	2.68	4.74	6.41	-	5.32	
<b>Private Equity</b>	<b>141,974</b>	<b>0.9</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>9.64</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-8.41</b>	<b>Jan-2021</b>
SJF Ventures V, LP	141,974	0.9	0.00	0.00	0.00	9.64	-	-	-	-	-8.41	Jan-2021
<b>Private Debt</b>	<b>100,000</b>	<b>0.6</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.00</b>	<b>Mar-2019</b>
Mission Driven Finance	100,000	0.6	0.00	0.00	0.00	0.00	0.00	-	-	-	0.00	Mar-2019

# Jewish Community Foundation of San Diego - Impact Investment Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Risk Reduction Assets</b>	<b>4,146,669</b>	<b>25.7</b>	<b>1.61</b>	<b>1.61</b>	<b>1.61</b>	<b>-5.57</b>	<b>-1.57</b>	<b>0.58</b>	<b>-</b>	<b>-</b>	<b>0.30</b>	<b>Aug-2017</b>
<b>Defensive Fixed Income</b>	<b>3,645,093</b>	<b>22.6</b>	<b>2.25</b>	<b>2.25</b>	<b>2.25</b>	<b>-5.82</b>	<b>-1.54</b>	<b>0.98</b>	<b>-</b>	<b>-</b>	<b>0.67</b>	<b>Aug-2017</b>
<i>Blmbg. U.S. Aggregate</i>			3.08	3.08	3.08	-8.36	-2.35	0.86	1.13	1.43	0.72	
Breckinridge	1,844,424	11.4	2.01	2.01	2.01	-5.34	-1.04	1.34	1.19	1.44	0.99	Aug-2017
<i>Blmbg. Intermed. U.S. Government/Credit</i>			1.87	1.87	1.87	-5.13	-1.12	1.28	1.21	1.34	0.99	
CRA Qualified Investment Institutional (CRANX)	1,800,669	11.2	2.49	2.49	2.49	-6.33	-1.99	0.51	0.55	0.97	0.62	Oct-2018
<i>Blmbg. Intermed. U.S. Government/Credit</i>			1.87	1.87	1.87	-5.13	-1.12	1.28	1.21	1.34	1.46	
<b>Israeli Debt</b>	<b>436,455</b>	<b>2.7</b>	<b>-2.62</b>	<b>-2.62</b>	<b>-2.62</b>	<b>-3.73</b>	<b>-1.37</b>	<b>-0.66</b>	<b>-</b>	<b>-</b>	<b>-0.87</b>	<b>Sep-2017</b>
Israel Bonds	436,455	2.7	-2.62	-2.62	-2.62	-3.73	-1.37	-0.66	-	-	-0.87	Sep-2017
<b>Cash</b>	<b>65,122</b>	<b>0.4</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.02</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>Oct-2017</b>

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- Performance for periods longer than one year is annualized
- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 20% Bloomberg Barclays US Aggregate Index, 40% S&P 500 Index, 15% MSCI EAFE Index, 10% MSCI World Index, 5% Bloomberg Barclays Global Aggregate Index (Hedged), and 10% Bloomberg Barclays US Corp. IG Index
- Jewish Advocacy Benchmark consists of 95% S&P 500 and 5% MSCI Israel Index.

# Jewish Community Foundation of San Diego - Mid Term Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Total Portfolio</b>	<b>25,432,710</b>	<b>100.0</b>	<b>3.93</b>	<b>3.93</b>	<b>3.93</b>	<b>-7.04</b>	<b>0.60</b>	<b>2.29</b>	<b>3.43</b>	<b>2.75</b>	<b>4.35</b>	<b>Jul-2003</b>
<i>Mid Term Pool Policy Index</i>			3.63	3.63	3.63	-6.70	0.53	2.40	3.44	2.95	4.58	
<b>Growth Assets</b>	<b>6,353,338</b>	<b>25.0</b>	<b>6.90</b>	<b>6.90</b>	<b>6.90</b>	<b>-6.40</b>	<b>6.32</b>	<b>6.03</b>	<b>9.58</b>	<b>7.23</b>	<b>-</b>	<b>Aug-2003</b>
<b>Total Equity</b>	<b>5,085,025</b>	<b>20.0</b>	<b>7.58</b>	<b>7.58</b>	<b>7.58</b>	<b>-7.62</b>	<b>6.05</b>	<b>6.19</b>	<b>10.21</b>	<b>9.01</b>	<b>7.86</b>	<b>Aug-2003</b>
<i>MSCI AC World IMI (Net)</i>			7.37	7.37	7.37	-7.60	6.86	5.35	10.09	8.21	8.12	
<b>US Equity</b>	<b>2,814,469</b>	<b>11.1</b>	<b>6.87</b>	<b>6.87</b>	<b>6.87</b>	<b>-6.06</b>	<b>8.97</b>	<b>10.15</b>	<b>12.27</b>	<b>12.09</b>	<b>12.13</b>	<b>Aug-2012</b>
Fidelity 500 Index Fund (FXAIX)	2,298,513	9.0	6.28	6.28	6.28	-8.23	9.87	9.53	13.26	12.67	-0.34	Jun-2021
<i>S&amp;P 500</i>			6.28	6.28	6.28	-8.22	9.88	9.54	13.28	12.68	-0.32	
Mercer Us Small/Mid Cap Equity Fund CI Y-3	515,956	2.0	9.17	9.17	9.17	-1.30	10.30	7.23	11.63	9.78	-1.30	Feb-2022
<i>Russell 2500 Index</i>			10.00	10.00	10.00	-2.05	9.13	7.28	11.82	10.35	-2.05	
<b>International Developed Equity Composite</b>	<b>1,522,180</b>	<b>6.0</b>	<b>8.42</b>	<b>8.42</b>	<b>8.42</b>	<b>-7.02</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-7.02</b>	<b>Feb-2022</b>
Mercer Non-Us Core Equity Fund	1,270,324	5.0	8.08	8.08	8.08	-5.47	5.33	3.08	7.66	6.39	-5.47	Feb-2022
<i>MSCI EAFE (Net)</i>			8.10	8.10	8.10	-2.83	4.25	2.13	6.83	4.95	-2.83	
Grandeur Peak International Stalwarts Fund Institutional Class (GISYX)	251,856	1.0	9.50	9.50	9.50	-19.44	6.32	3.92	10.30	-	-19.44	Feb-2022
<i>MSCI EAFE Small Cap (Net)</i>			7.47	7.47	7.47	-8.85	2.48	0.40	6.77	6.43	-8.85	
<b>Emerging Markets Composite</b>	<b>748,376</b>	<b>2.9</b>	<b>8.37</b>	<b>8.37</b>	<b>8.37</b>	<b>-15.28</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-5.29</b>	<b>Sep-2020</b>
Mercer Emerging Markets Equity Fd Y3	748,376	2.9	8.37	8.37	8.37	-15.48	-0.15	-2.81	5.50	1.06	-15.48	Feb-2022
<i>MSCI Emerging Markets (Net)</i>			7.90	7.90	7.90	-12.12	1.40	-1.48	7.34	2.07	-12.12	
<b>Total Real Assets</b>	<b>1,268,314</b>	<b>5.0</b>	<b>4.18</b>	<b>4.18</b>	<b>4.18</b>	<b>-2.01</b>	<b>6.45</b>	<b>4.36</b>	<b>6.35</b>	<b>-0.76</b>	<b>-1.09</b>	<b>Sep-2012</b>
<i>Real Assets Custom Benchmark</i>			3.16	3.16	3.16	-3.59	5.38	3.84	5.01	1.61	1.88	
Principal Diversified Real Asset (PDRDX)	1,268,314	5.0	4.18	4.18	4.18	-2.01	6.45	4.36	6.34	3.10	3.21	Jan-2015
<i>Real Assets Custom Benchmark</i>			3.16	3.16	3.16	-3.59	5.38	3.84	5.01	1.61	2.91	

# Jewish Community Foundation of San Diego - Mid Term Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Risk Reduction Assets</b>	<b>19,079,372</b>	<b>75.0</b>	<b>2.95</b>	<b>2.95</b>	<b>2.95</b>	<b>-7.39</b>	<b>-1.29</b>	<b>1.08</b>	<b>1.42</b>	<b>1.38</b>	<b>-</b>	<b>Jun-2003</b>
<b>Defensive Fixed Income</b>	<b>19,079,372</b>	<b>75.0</b>	<b>2.95</b>	<b>2.95</b>	<b>2.95</b>	<b>-7.38</b>	<b>-1.38</b>	<b>1.03</b>	<b>1.39</b>	<b>1.27</b>	<b>3.55</b>	<b>Jul-2003</b>
<i>Blmbg. U.S. Aggregate</i>			<i>3.08</i>	<i>3.08</i>	<i>3.08</i>	<i>-8.36</i>	<i>-2.35</i>	<i>0.86</i>	<i>1.13</i>	<i>1.43</i>	<i>3.12</i>	
Fidelity U.S. Bond Index Fund (FXNAX)	7,884,271	31.0	3.18	3.18	3.18	-8.36	-2.37	0.84	1.09	1.39	-4.83	Sep-2020
<i>Blmbg. U.S. Aggregate</i>			<i>3.08</i>	<i>3.08</i>	<i>3.08</i>	<i>-8.36</i>	<i>-2.35</i>	<i>0.86</i>	<i>1.13</i>	<i>1.43</i>	<i>-4.79</i>	
Mercer Core Fixed Income Fund	7,893,002	31.0	3.67	3.67	3.67	-8.60	-1.73	1.30	1.79	1.81	-8.60	Feb-2022
<i>Blmbg. U.S. Aggregate</i>			<i>3.08</i>	<i>3.08</i>	<i>3.08</i>	<i>-8.36</i>	<i>-2.35</i>	<i>0.86</i>	<i>1.13</i>	<i>1.43</i>	<i>-8.36</i>	
Vanguard Short-Term Inflation-Protected Securities Index (VTAPX)	3,302,099	13.0	0.77	0.77	0.77	-1.59	2.51	2.72	2.32	1.36	-1.59	Feb-2022
<i>Blmbg. U.S. TIPS 0-5 Year</i>			<i>0.67</i>	<i>0.67</i>	<i>0.67</i>	<i>-1.55</i>	<i>2.57</i>	<i>2.76</i>	<i>2.38</i>	<i>1.41</i>	<i>-1.55</i>	
<b>Cash</b>	<b>-</b>	<b>0.0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Jun-2004</b>

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- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 62% Bloomberg Aggregate Index, 9% S&P 500 Index, 5% MSCI EAFE Index, 1% MSCI EAFE Small Cap Index, 3% MSCI Emerging Markets Index, 13% Bloomberg 0-5 Year US TIPS, 2% Russell 2500 Index, and 5% Real Assets Custom Benchmark

# Jewish Community Foundation of San Diego - Short Term Pool

Asset Allocation & Performance (Net of Fees)

January 31, 2023



	Allocation		Performance									
	Asset \$	%	1 Month	QTD	CYTD	1 Year	3 Year	5 Year	7 Year	10 Year	Inception	Inception Date
<b>Total Portfolio</b>	<b>57,122,932</b>	<b>100.0</b>	<b>0.33</b>	<b>0.33</b>	<b>0.33</b>	<b>1.53</b>	<b>0.74</b>	<b>1.27</b>	<b>1.06</b>	<b>0.82</b>	<b>1.36</b>	<b>Jul-2003</b>
<i>Short Term Pool Policy Index</i>			<i>0.31</i>	<i>0.31</i>	<i>0.31</i>	<i>1.78</i>	<i>0.78</i>	<i>1.30</i>	<i>1.11</i>	<i>0.80</i>	<i>1.28</i>	
<b>Dreyfus Treasury &amp; Agency Cash Mgmt. (DTRXX)</b>	<b>18,461,520</b>	<b>32.3</b>										
Dreyfus Treasury & Agency Cash Mgmt. (DTRXX)	18,461,520	32.3	0.36	0.36	0.36	1.90	0.72	1.19	0.98	0.69	1.19	Jul-2003
<b>UBS Cash Equivalents</b>	<b>11,541,621</b>	<b>20.2</b>										
UBS Cash Equivalents	11,541,621	20.2	0.34	0.34	0.34	1.72	0.65	0.90	0.76	-	0.57	Oct-2013
<b>UBS Short-Term Investments</b>	<b>27,119,791</b>	<b>47.5</b>										
UBS Short-Term Investments	27,119,791	47.5	0.32	0.32	0.32	1.44	0.89	1.46	1.23	1.00	0.98	Feb-2009

• **Estimated Yield as of January 31, 2023: 3.01%.**

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- Inception period starts with the first full month of available performance
- Private Equity returns are updated on a quarterly basis. MTD and QTD performance will not be available
- The Policy Index consists of 100% BofA Merrill Lynch US 3 Month T-Bill Index

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**Student Placement Agreement  
COBA Senior Experience**

This Agreement ("**Agreement**") is between the Trustees of the California State University on behalf of **California State University San Marcos ("University")** and Learning Site ("**Learning Site**"). This Agreement shall be effective as of the date of the last Party's signature. In consideration of the mutual promises set forth below, the University and Learning Site ("**Parties**") agree as follows:

**I. Learning Site's Responsibilities**

- A. Identify the Learning Site's primary contact for the student team. The primary contact agrees to meet with the student team regularly to facilitate the team's learning experience, provide support, review progress, and give feedback.
- B. Identify the student team's communications lead; identify the team's faculty advisor.
- C. Provide an orientation that may include a site tour; an introduction to relevant staff; a description of the relevant characteristics of and risks associated with the Learning Site's operations, services and/or clients; a discussion concerning safety policies and emergency procedures.
- D. Review and agree upon the Scope of Work/Letter of Engagement.
- E. Evaluate the student team if requested by the University and contact the faculty advisor if the student team fails to perform assigned tasks or engages in misconduct.
- F. Notify the University as soon as is reasonably possible of any injury sustained, or complaint made by a student participating in a learning activity at the Learning Site.
- G. The Learning Site will sign the Guidelines and Limitations (Attachment A) prior to the students commencing work. This form to be provided by and returned to students.

**II. University's Responsibilities**

- A. The University will advise the student(s) of their responsibility to:
  - 1) Participate in all training required by the Learning Site.
  - 2) Exhibit professional, ethical and appropriate behavior when at the Learning Site.
  - 3) Complete all assigned tasks and responsibilities in a timely and efficient manner.
  - 4) Abide by the Learning Site's rules and standards of conduct.
  - 5) Maintain the confidentiality of the Learning Site's proprietary information, records and information concerning its clients.
- B. The University will advise student(s) that neither the University nor the Learning Site assumes any financial responsibility in the event he/she is injured or becomes ill as a result of his/her participation a learning activity at the Learning Site.
- C. Provide the student(s) with general and professional liability insurance in the amount of \$1,000,000 per occurrence, \$3,000,000 general aggregate. This insurance only applies if both Parties have signed this Agreement.

**III. General Provisions**

- A. This Agreement will continue for a period of 5 years. The Agreement may be terminated for any reason by either party upon providing the other party 30 days written notice of the intent to terminate. If the Learning Site terminates this Agreement, it will permit any student team working at the Learning Site at the time of termination to complete its work.
- B. Learning Site shall defend, indemnify and hold harmless the University and each of its trustees, officers, employees, agents and volunteers from and against any and all liability, loss, expense, or claims for injury or damages arising out of, resulting from, or in connection with the performance of this Agreement, but only in proportion to and to the extent such liability, loss, expense, or claims for injury or damages are caused by or result from the negligence or intentional acts or omissions of the Learning Site, its officers, subcontractors, assignees, appointees, agents, or employees.

**SAMPLE- For Informational Purposes Only**

- C. University shall defend, indemnify and hold harmless Learning Site and its trustees, officers, employees, subcontractors, appointees, agents and volunteers from and against any and all liability, loss, expense, or claims for injury or damages arising out of, resulting from, or in connection with the performance of this Agreement, but only in proportion to and to the extent such liability, loss, expense, or claims for injury or damages are caused by or result from the negligence or intentional acts or omissions of the University, its officers, agents, or employees.
- D. Each party agrees to maintain general liability coverage of at least \$1,000,000 per occurrence, \$2,000,000 aggregate and to provide evidence of coverage upon request. Insurance must be placed with insurers with a current A.M. Best rating of at least A: VII.
- E. The Learning Site and the University will meet upon request or as necessary to resolve any potential conflicts and to facilitate a mutually beneficial experience for all involved.
- F. The Learning Site may dismiss a student if the student violates its standards, mission or goals. The Learning Site will document its rationale for terminating a student, or the entire team, and provide the University with a copy of the rationale upon request.
- G. Students participating in a learning activity at the Learning Site are not officers, employees, agents or volunteers of the University or the Learning Site. It is expressly understood that no employee, agent, partner or representative of either party is an employee, representative, partner or agent of the other party.
- H. Nothing contained in this Agreement confers on either party the right to use the other party's name, trademarks, or logos without prior written permission, or constitutes an endorsement of any commercial product or service by the University.
- I. University and Learning Site shall keep confidential at all times any and all information and personal data received from the other relating to teaching strategy, students, employees and tutors, and their performance and progress. Unless compelled by law, no personal data received from the other party will be divulged to any third party without the prior written approval of the individual to whom such personal data relates. The University is, Learning Site may be, subject to various privacy, freedom of information and public records laws, and the University and Learning Site agree that they will co-operate and provide all necessary assistance in order to comply with these legal obligations.
- J. The parties agree to comply with all applicable federal, state and local laws and regulations, including but not limited to laws that prohibit discrimination, harassment, sexual misconduct, and retaliation. The Learning Site also agrees to comply with University policies governing discrimination, harassment, sexual misconduct, and retaliation, which are set forth in CSU Executive Orders 1095-1097. Any violation of applicable law or CSU policy is grounds for the immediate termination of the Agreement.
- K. Learning Site is aware of and informed about the hazards currently known to be associated with the novel coronavirus referred to as "COVID-19". Learning Site is familiar with and informed about the Centers for Disease Control and Prevention ("CDC") current guidelines regarding COVID-19 as well as applicable federal, state, and local governmental directives regarding COVID-19. Learning Site, to the best of its knowledge and belief, is in compliance with those current CDC guidelines and applicable governmental directives. If the current CDC guidelines or applicable government directives are modified, changed or updated, Learning Site will take steps to comply with the modified, changed or updated guidelines or directives.

If at any time Learning Site becomes aware that it is not in compliance with CDC guidelines or an applicable governmental directive, it will notify University of that fact.

- L. This Agreement sets forth the entire agreement between the parties with respect to the subject matter herein. This Agreement may not be altered unless both Parties agree in writing. This Agreement shall be construed in accordance with and governed by the laws of the State of California. The Parties agree that all actions or proceedings arising in connection with this Agreement shall be tried and litigated exclusively in the state courts located in the County of San Diego, State of California.

M. Any notices required by this Agreement will be deemed to have been duly given if communicated in writing to the following individuals.

TO UNIVERSITY:

Maria Froehle  
Contract Analyst  
California State University San Marcos  
333 S. Twin Oaks Valley Road  
San Marcos, CA 92096-0001  
[mfroehle@csusm.edu](mailto:mfroehle@csusm.edu)  
760.750.4468

TO LEARNING SITE:

Contact Person  
Title  
Facility  
Address  
City, State Zipcode  
Email  
Phone #

IN WITNESS WHEREOF, this Agreement has been executed by the Parties as of the date last written below.

**SAMPLE- For Informational Purposes Only**

\_\_\_\_\_ Date: \_\_\_\_\_

Name

Title

Organization **SAMPLE- For Informational Purposes Only**

\_\_\_\_\_ Date: \_\_\_\_\_

Maria Froehle  
Contract Analyst  
Procurement Operations  
California State University San Marcos

**In case of student injury, contact: Cal State San Marcos, University Police (760) 750-4567**

# San Marcos Community Foundation Strategic Planning Process

February 2023

## MEETING 1: Facilitated by Jessica Monahan, Advisory Committee - by **2/22** 2023

**WHO:** Key Stakeholders to include representation of grantees, Advisory Committee, and others including young and emerging leaders.

**SHARE:** At this meeting the stakeholders should be provided a strong framework about SMCF and what it has done to date (historical data). An honest discussion about gaps that still exist in community should be addressed as well as goals for the upcoming time period.

Materials for this will be prepared by staff/board members.

**GOAL:** Determine what we should learn from the community.

### (4-6 week planning for survey drafting)

#### TO DO:

Draft a key set of questions to be asked in a community survey, distributed widely by key stakeholders (and more) for a one month period. Using a survey tool, distribute it via social media, city connections, and through individuals. A team of Senior Experience business seniors from CSUSM will assist with this, and with additional research.

### (4-6 week period for data collection) - **January - February** 2023

Collect and compile data for review by larger group

## MEETING 2: Facilitated by Jessica Monahan, **February - March** 2023

Review findings via brainstorming about what these answers mean to the team. Develop draft Vision, Mission, Goals (3-4) with action items and timeframe.

**END PRODUCT:** a document to guide the work for the next 3-5 years, if not longer.

Formal write-up presented to the Board for approval at **August 2023** meeting.

SWOT Analysis = S-trengths, W-eaknesses, O-pportunities, T-hreats.

**SAN MARCOS COMMUNITY FOUNDATION**  
**Grant Award History FY 2020-Present**

Name	Amount	Grant Type	Date	Name of Project	Summary of Project
McAlister NIWARC	\$1,500	Mini	8/18/2020	San Marcos Homeless Relief	Funds will be used to purchase hygiene kits, socks, blankets, and bus passes for the homeless population. Will serve 250-350 residents.
Meals on Wheels*	\$1,500	Mini	8/18/2020	Senior Care in the Home	Funds will be used for food and packing of meals to be delivered to seniors who are homebound. Will serve 155 residents.
Coastal Roots Farm*	\$5,000	Regular	8/18/2020	Organic Food Distribution Program	Funds will be used to maintain their 17.5 acre farm in order to produce food for vulnerable members of the community. Will serve 500 residents.
Community Resource Center (CRC) *	\$7,500	Regular	8/18/2020	Homeless Prevention and Intervention	Funds will be used for homeless prevention and intervention services. Will serve 83 residents.
Mama's Kitchen	\$5,000	Regular	8/18/2020	Home-Delivered Meal Service - San Marcos	Funds will be used to purchase food and meal containers for home delivered meal service.. Will serve 21 residents.
Voices for Children	\$2,500	Regular	8/18/2020	Court Appointed Special Advocate (CASA) Program	Funds will be used to recruit, train, and supervise CASA volunteers as they advocate on behalf of children from San Marcos living in the foster care system. Will serve 41 residents.
Classic 4 Kids	\$1,000	Mini	11/17/2020	Zoom M&G with Musicians	Funds will be used to fund low income/title 1 schools, administrative help to coordinate programs. Will serve 720 residents.
The San Marcos Promise	\$1,500	Mini	11/17/2020	Virtual Platform for students and events	Funds used to help high and middle school students with preparing for college. Will serve 2,000 residents.
Kids College	\$1,000	Regular	11/17/2020	Fortissimo Orchestral Musical Program	Funds will be used to fund instructors for 3-8th grade low income San Marcos students learning string instruments in an after school program. Will serve 300 residents.
The Foundation for Senior Wellbeing	\$1,500	Regular	11/17/2020	Staff Program	Funds will be used to support operating expenses and expanded outreach and community awareness efforts. Will serve 250 residents.
North County LGBTQ Resource Center	\$2,000	Regular	11/17/2020	Support SM Project Youth	Funds will be used for youth project activities that affect SM school district, Palomar College & CSUSM. The activities include mental health services, leadership projects, to fund competency training for educators, 1st responders and youth organizers. Will serve 2,885 residents.
Neighborhood Healthcare	\$1,000	Regular	11/17/2020	Security Communication	Funds will be used for 2-way radios and ear-hooks for more secure and distances communication on site and between sites. Will serve 1,830 residents.
Boys & Girls Club San Marcos	\$1,500	Regular	11/17/2020	Distance Learning Hub (2nd site)	Funds will help open a second site at the Quad for 30-40 children who need academic help and childcare. Will serve 88 residents.
San Diego County Medical Society Foundation dba Champions for Health	\$1,000	Regular	11/17/2020	Project Access San Diego	Funds will help organize volunteer specialty medical providers with low-income patients to provide vital care, grant will be used toward the salaries of those organizing the care. Will serve 21 residents.
Fraternity House	\$2,500	Regular	11/17/2020	Partial Funding for Dignity Project	Funds will pay for activities director to take residents to appointments, shopping, quality of life and life skills development. Certain program costs and vehicle insurance costs. Will serve 15 residents.
Just in Time for Foster Youth	\$1,000	Regular	11/17/2020	College Bound FY 20	Funds will be used to pay for supportive service for former foster youth going to college. Will serve 60 residents.
Jacob & Cushman San Diego Food Bank	\$1,500	Regular	11/17/2020	Fresh Produce for North County Families	Funds will help with the procurement of fresh produce at 13 cents per pound to supplement other sources and meet the increased needs due to COVID-19 through 200 nonprofit partners. Will serve 5,000 residents.
The Elizabeth Hospice	\$500	Regular	11/17/2020	Grief Support Services	Funds will help various grief support group for all ages in San Marcos. Will serve 235 residents.
North County Health Project (now TruCare)	\$2,000	Regular	11/17/2020	New Equipment	Funds will help purchase additional pediatric dental x-ray sensor to allow more patients to be seen quickly. Will serve 1,215 residents.
American Academy of Pediatrics - California Chapter 3 (AAP-CA3)	\$1,500	Mini	2/16/2021	Reach Out and Read San Diego (RORSDD)	Funds will help deliver RORSDD and a book to 300 vulnerable young children, ages two months to five years old at its partner North County Health Services site in San Marcos (NCHS) Will serve 300 residents.
Palomar Family Counseling Service inc.	\$1,260	Mini	2/16/2021	Technology Upgrades (Adobe License)	Funds will help provide safe and secure online processing of submitting information. Will serve 50 residents.

Brother Benno Foundation	\$5,500	Regular	2/16/2021	Brother Benno Appliances	Funds will replace appliances at one of the sober living homes. Will serve 45 residents.
Classics 4 Kids	\$2,500	Regular	2/16/2021	Equal Access to Music Education in San Marcos	Funds will expand the popular musician "Meet & Greets" for Zoom classrooms. Will serve 744 residents.
Urban Corps of San Diego County	\$5,000	Regular	2/16/2021	Urban Corps North County Center Building Sign	Funds will assist with cost of the building sign from an Escondido vendor (Building locates in Escondido near Sprinter Station. Will serve 20 residents.
Canine Companions for Independence	\$1,454	Mini	5/12/2021	Lighting Improvements	Funds will improve lighting in public restroom used by clients, and improve lighting in rooms used by clients during their two weeks of training with their service animals. Will serve 24 residents.
Girl Scouts San Diego	\$1,000	Mini	5/12/2021	Girl Scout San Diego Membership Initiative for San Marcos	Funds will provide uniforms, program materials, and park space for K-5 girls at two low-income San Marcos schools, with leadership provided by trained CSUSM student volunteers. Will serve 50-60 residents.
REINS Therapeutic Horsemanship Program	\$500	Mini	5/12/2021	San Marcos Student Health Development Scholarships	To provide scholarships for children with disabilities in lower-income families seeking therapeutic horsemanship. Will serve 21 residents.
Big Brothers and Big Sisters San Diego County	\$2,000	Regular	5/12/2021	Mentoring Programs for At-Promise Youth in San Marcos	To support long-term mentoring relationships between carefully matched and trained adults, and at-promise young people (7-18 years old). Will serve 25-30 residents.
Feeding San Diego	\$4,000	Regular	5/12/2021	Mobile Pantry in San Marcos	To provide nutritious food to low-income people in San Marcos at community locations twice per month, avg. 27 lbs. each time. 55% of food is fresh produce. San Marcos is the largest of 17 mobile pantry distribution sites, with a 50% increase of need due to Covid-19. The need continues to grow. Will serve 1,230 residents.
Mama's Kitchen	\$1,500	Regular	5/12/2021	Home-Delivered Meal Service - San Marcos	To provide medically-tailored meals to people dealing with significant health issues such as cancer, HIV/AIDS, congestive heart failure, etc. Three meals per day plus snacks are provided, along with nutritional guidance. Will serve 30 residents.
Palomar College Foundation	\$1,500	Regular	5/12/2021	Covid-19 Equity Program for San Marcos Students in Higher Education	Support of low-income students to study remotely due to Covid19. Funds for refurbished laptops @\$100 each, internet connections, and other tech. Will serve 100 residents.
Voices for Children	\$1,500	Regular	5/12/2021	Court Appointed Special Advocates (CASA)	To recruit, train, match, and support volunteers to serve as Court Appointed Special Advocates for foster youth. Currently 23 San Marcos residents are CASAs, supporting children. Will serve 20 residents.
CharityWings	\$1,500	Mini	7/7/2021	ArtForward	To support the ArtForward program whose purpose is to elevate visual artist by commissioning, promoting and selling new works to support related non-profits and fund future local commissions. Will serve 100 residents.
American Academy of Pediatrics - CA3	\$1,500	Mini	8/17/2021	reach out and read san diego (RORSd)	To fund their delivery RORSd program to vulnerable young children, ages two months to five years of age.
Meals On Wheels SD Cty	\$4,000	Regular	8/17/2021	Senior nutrition and safety in San Marcos	To fund the cost of food and packaging 4,444 meals to be delivered to homes of food insecure, at risk seniors in San Marcos.
Outside the Lens	\$3,000	Regular	8/17/2021	Cameras in Communities	Cameras in Communities" program that supports vulnerable youth population with innovative digital media arts programming.
Coastal Roots Farm	\$5,000	Regular	8/17/2021	Work with San Marcos LEAP	To support an environmental education initiative with equitable access to equality, outdoor environmental learning opportunities. Funds will cover costs of supplies, materials, staffing, and maintenance for outdoor learning spaces.
Boys & Girls Club	\$1,000	Mini	11/17/2021	Game Room refresh project	Support the purchase of one new foosball table for the game room. 1400 residents
Friends of Richland	\$1,500	Mini	11/17/2021	STEAM enrichment programs	To fund live science assemblies provided by Reuben H. Fleet Science Center. 750 residents
Road Dogs and Rescue	\$0	Mini	11/17/2021	Special Needs	Rescue bulldog breeds with special needs, foster them, and save them from euthanization. Varies
Casa De Amparo	\$5,000	Regular	11/17/2021	Residential Services	Provide housing, food, physical and mental health care, educational services and other social support services for foster youth. 100 Residents
Exceptional Opportunities	\$1,250	Regular	11/17/2021	Empowering Children with Special Needs	Provide special needs children with adaptive tricycles. Founded during Covid-19. 25 Residents
San Diego Food Bank	\$2,500	Regular	11/17/2021	Emergency Food Relief - North County Food Bank	To support the purchase of 38,000 pounds of fresh produce at 13 cents per pound to serve low income families. 5000 residents

The San Marcos Promise	\$3,000	Regular	11/17/2021	Internship Pilot Program	Provide \$250 stipends for student interns participating in a pilot internship program with the City of San Marcos. High school students in the San Marcos Unified School District (SMUSD) will gain first-hand job experience in various roles at the City's office. 30 residents
San Diego Children's Discovery Museum	\$2,500	Regular	11/17/2021	Virtual Education & Mobile Museum for low-income school children	Provide virtual education and mobile museum workshops to SMUSD students in Title I and low-income schools. 500 residents
True Care	\$2,500	Regular	11/17/2021	Blood Pressure monitors for Hypertensive Patients in San Marcos	Purchase of blood pressure monitors to loan San Marcos patients with high blood pressure while they are working to stabilize their blood pressure at healthier levels. 500 residents
Pro Kids, First Tee - San Diego	\$1,500	Mini	2/15/2022	Offsite golf experiences	request to support offsite golf experiences, community golf clinics and field trips for members
Tech-Angels	\$1,500	Mini	2/15/2022	Tech-Angels	Purchase of 20 lightly used iPads to donate to nursing homes in San Marcos
San Marcos Youth Baseball	\$2,837	Mini	2/15/2022	SMYB Aztecs to Cooperstown	Support expenses for 11 players to travel to Cooperstown to represent San Marcos
Alzheimer's San Diego	\$2,000	Regular	2/15/2022	Phone Support	Phone Support for residents suffering from Alzheimers and Dementia
Classics 4 Kids	\$2,500	Regular	2/15/2022	Equal Access to Music Education in San Marcos	Classics 4 Kids (C4K) will provide educational programs and present three live shows of our educational program, STEAM: Pattern Play Trio in one day
The Elizabeth Hospice	\$1,500	Regular	2/15/2022	Grief Support Services	Any person grieving the death of someone dear to them can rely on The Elizabeth Hospice for bereavement support regardless of their ability to pay or how or when their loved one died.
Fresh Start Surgical Gifts	\$5,000	Regular	2/15/2022	Surgery Weekend Program	Provides surgical services to disadvantage infants, children and teens with physical deformities or other healthcare needs.
Neighborhood Healthcare	\$1,500	Regular	2/15/2022	San Marcos Medical Center	Used to purchase waiting room furniture for a new Neighborhood Health Center
Big Brothers Big Sisters of San Diego County	\$2,000	Regular	5/17/2022	one-to-one mentoring	Funds received will directly impact at least eight San Marcos youth who are struggling with challenging circumstances and adverse experiences that will likely lead to unfavorable long-term outcomes.
A Step Beyond	\$2,500	Regular	5/18/2022	Annual Dance Concert	ASB is a Creative Youth Development after-school program that provides dance training, academic support, socioemotional resources, and life-planning assistance to 230 3rd-11th graders from the communities of Escondido and San Marcos.
Feeding San Diego	\$5,000	Regular	5/19/2022	Feeding San Diego Mobile Pantry Program	Feeding San Diego's Mobile Pantry program delivers food to underserved neighborhoods that have a high incidence of poverty and lack consistent access to full-service grocery stores or other sources of fresh, healthy food.
Solutions for Change	\$2,500	Regular	5/20/2022	Solutions Academy	Solutions for Change requests funding to support our Workforce Training Program, which provides homeless families with the skills, knowledge, and resources they need to gain and maintain physical, mental, and financial health.
Mama's Kitchen	\$5,000	Regular	5/21/2022	Home Delivered Meal Service	Our program provides medically tailored meals to San Marcos residents and their dependent children, who are at risk of malnutrition due to HIV, cancer, type 2 diabetes, congestive heart failure, or chronic kidney disease.
American Academy of Pediatrics, CA Chapter 3	\$1,500	Regular	5/22/2022	Reach Out and Read program	Deliver our Reach Out and Read program to young children, age six months to five years old, at our clinic, TrueCare / San Marcos Health Center. Additionally, an application for another clinic in San Marcos was started in December 2021.
Fortissimo Orchestral Music Program/Kid's College	\$3,500	Regular	8/16/2022	Orchestral Music Program	To support instructor salaries for children at primarily low-income schools in San Marcos enrolled in the program.
Meals on Wheels San Diego County	\$4,000	Regular	8/16/2022	Food Packaging for Seniors	To provide food and packaging for 3,289 meals to be delivered to the homes of food insecure seniors in San Marcos, along with social visits, safety checks, and care navigation with referrals to other service providers if necessary.
New West Ballet Foundation	\$2,000	Regular	8/16/2022	Nutcracker Production	To support costs associated with a professional production of the Nutcracker.
Voices for Children	\$2,500	Regular	8/16/2022	Court Appointed Special Advocate (CASA) program	To support foster youth by providing them a volunteer Court Appointed Special Advocate that has been recruited, trained, and supervised by professionals, to address their educational, physical and mental health, housing, and other needs.
Kids' Turn San Diego	\$5,000	Regular	8/16/2022	Creating Brighter Futures for Children Project	To subsidize workshops for low-income families with children experiencing family separations and military transitions.
Burn Institute	\$1,000	Mini	11/15/2022	Fire Safe Kids	Fire Safe Kids program, each child will attend a 30-minute interactive presentation by a Burn Institute staff member, SDSU Public Health intern, or a Fire Prevention Officer
ESCOKIDOS	\$1,000	Mini	11/15/2022	Culturally Competant, Trauma-Informed wraparound SM family services	Assist families to address needs for trauma-informed care, food and housing security, and medical and mental health support
Boys & Girls Club SM	\$1,000	Mini	11/15/2022	Gameroom Refresh	upgrade the games and activities available at its main Clubhouse

The Escondido Creek Conservancy	\$1,000	Mini	11/15/2022	Photo Contest	funds to have each category's winner professionally printed to properly display their art for the entire community to enjoy as they visit the Elfin Forest Interpretive Center
BIPOC Support Foundation	\$2,500	Regular	11/15/2022	Explore Next Door Youth Enrichment Summer Camp San Marcos	Explore Next Door Youth Enrichment Programs are free afterschool and summer programs that provide underserved youth ages 8-14 of San Diego County with multicultural experiences, behavioral health tools, personal development, and community engagement
Casa de Amparo	\$2,500	Regular	11/15/2022	Casa Kids Campus	enhanced prosocial and therapeutic activities
Interfaith Community Services	\$2,000	Regular	11/15/2022	TrueCare (San Marcos) Program Manager	Supporting an Interfaith Case Manager Position
Jacob and Cushman North County Food Bank	\$1,000	Regular	11/15/2022	Emergency Food Relief	Purchase of approximately 16,000 pounds of nutritious fresh produce
San Diego Children's Discovery Museum	\$2,000	Regular	11/15/2022	Virtual Education Workshops for Low-Income Schools and Children in San Marcos	Mobile Children's Museum educational workshops to five schools in need of supplemental STEM programming support identified by San Marcos Unified School District (SMUSD.)
North County Health Project, Inc., d.b.a TrueCare	\$1,000	Regular	11/15/2022	Uncompensated Care	Uncompensated Care program therefore covers these bundled visits so low-income, uninsured individuals and families can receive the care they seek
Twin Oaks Elementary School PTO	\$1,000	Regular	11/15/2022	STEM I Programs	STEM-based learning opportunity to bring 'Mad Science' events into our school to showcase science to our TK, K, and 1st thru 5th grade students
Urban Corps of San Diego County	\$1,000	Regular	11/15/2022	Ice Machine and Stove	To pay an ice machine and stove to finish up the Corpsmember kitchen
San Marcos Bands	\$1,000	Regular	11/15/2022	Band Trip	Travel costs of band to competition in St. George Utah
<b>\$176,301</b>					

## Winter Quarter Grant Requests 2022-23

Asset Balance on 6/30/2022: \$1,449,833  
 Total Available for Distribution for FY 2022-23: \$57,993 - \$72,491  
 Total FY 2022-23 Distributions Year to Date: \$ 35,000  
 Total Funds Available for Quarter if Awarding Grants at 4% of Assets: \$ 14,498  
 Total Funds Available for Quarter if Awarding Grants at 5% of Assets: \$ 18,123

Nonprofit	Program	# San Marcos Residents Served	Summary	Lead	Request	Recommend	Approved
			<b>Mini-grants</b>				
			<b>Regular-grants</b>				
Classics For Kids	Equal Access to Music Education	700	Classics 4 Kids (C4K) will provide access to our innovative educational orchestra concerts by funding 10 school buses to bring students from Title 1 elementary schools in San Marcos on field trips to downtown San Diego's Balboa Theatre. Approximately 700 elementary students can benefit from this project, and they can select from any of the programs in our 2023-2024 season.		\$5,000	\$	
A Step Beyond	Support ASB Dance Activities	2,000	Program's dance outreach activities. ASB provides all of these services for its participants between 3rd and 12th grade with no cost to participants' families. Requested funds will support our dance outreach efforts, which bring ASB dance performances to a diversity of public venues each year.		\$10,000	\$	
Bithiah's Family Services	San Marcos Resource Center	75-100	tangible items to support Foster, Adoptive and Kinship Families including diapers, new clothing, hygiene products, and emergency supplies for initial foster placements such as cribs, carseats, and strollers. The funding will also be used to furnish the visitation space at the Resource Center.		\$10,000	\$	
Council on American Islamic Relations-San Diego	CAIR-SD Outreach, Advocacy & Education in San Marcos	600	Funds requested will support quarterly ( 4 events) culturally and linguistically expert outreach, education, and advocacy events for marginalized San Marcos residents with a focus on Muslim' residents as well as individual outreach where target population constituents gather (i.e., the local mosque, colleges & universities).		\$10,000	\$	
The Elizabeth Hospice	Grief Support Services	274	grant will help to ensure that all community members, including the underserved, have access to grief support services at little or no charge. Services include individual and group counseling, educational workshops, outreach programs, community events and specialized programs for children and families.		\$10,000	\$	
					<b>\$45,000</b>		<b>\$0</b>



Joseph & Lenka Finci  
Jewish Community Building  
4950 Murphy Canyon Road  
San Diego, CA 92123

(858) 279-2740 tel  
(858) 279-6105 fax

www.jcfsandiego.org

February 1, 2023

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Graeme Gabriel

Vice Chair  
Alan Viterbi

Treasurer  
Ron Friedman

Secretary  
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Leo Spiegel  
Janet Acheatel  
*\*of blessed memory*

President and  
Chief Executive Officer  
Miriam and Jerome Katzin  
Presidential Chair  
Beth Sirull

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

Dear Phil,

Enclosed please find the Winter 2023 grants package, containing full applications for the San Marcos Community Foundation grant opportunity. The applicants include:

A Step Beyond  
Bithiah's Family Services  
CAIR SD  
Classics 4 Kids  
The Elizabeth Hospice

Please note that A Step Beyond, CAIR SD, and Classics 4 Kids emailed their applications in December 2022 before the new platform was launched. Their applications have been uploaded into our new online platform accordingly and the organizations were notified. However, since they did not apply through the new platform, they were unable to answer some questions specific to the platform application. Those questions have been marked "question not accessible to applicant" in each of their applications – I hope this is clear but please reach out to me if further clarification is needed.

Best wishes,

Jessica Ludwig  
Grants Officer

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



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

Project Name: Supporting ASB Dance Activities in the Community  Date Submitted:	Total # of people served: ~2,000 audience members served through outreach performances  Total # of San Marcos residents served: 21 participants + roughly 100 family members	Amount Requested: \$10,000
Non-Profit Organization Name and Address, Website  A Step Beyond 340 N. Escondido Blvd. Escondido, CA 92025 www.a-step-beyond.org	Contact Person – Name, Title & Phone, email  James Wright Chief Executive Officer 760-670-3250; jwright@a-step-beyond.org	
Briefly describe your request for funds (to be expanded upon in narrative for regular grant):  A Step Beyond ( <b>ASB</b> ) is requesting the support of the San Marcos Community Foundation to fund our program’s dance outreach activities. ASB is a Creative Youth Development after-school program that provides dance training, academic support, socioemotional resources, and life-planning assistance to 250 3 <sup>rd</sup> -12 <sup>th</sup> graders from the communities of Escondido and San Marcos. ASB provides all of these services for its participants between 3 <sup>rd</sup> and 12 <sup>th</sup> grade with no cost to participants’ families. Requested funds will support our dance outreach efforts, which bring ASB dance performances to a diversity of public venues each year.		
Briefly describe the significance of your request to the San Marcos community:  When ASB was founded in 2013 and initiated services in 2014, the organization did so with a specific dedication to recruiting from Title I public elementary schools in Escondido and San Marcos. Today, ASB recruits its participants from 22 such schools. All of ASB’s participants’ families have incomes that place them at or below the federal poverty level. Those children recruited from San Marcos will receive the support and resources to position them to enter college or an equivalent training program, break the cycle of poverty, and establish stable and productive lives. ASB’s annual concert allows us to share this process with the San Marcos community.		
Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Expected date project will begin/end:  Date by which funds will be expended:  Signature of President or Authorized Officer    _____ James Wright, CEO	
		_____ Date 12/19/2022
		Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): <a href="mailto:cityclerk@san-marcos.net">cityclerk@san-marcos.net</a>

Title **A Step Beyond - Supporting ASB Dance Activities in the Community** 01/31/2023  
id. 35199554

by **James Wright** in **San Marcos Community Foundation**  
jwright@a-step-beyond.org

**Original Submission** 01/31/2023

### General Project Information

Please enter your organization's name and project name. **A Step Beyond - Supporting ASB Dance Activities in the Community**

Are you applying for the Mini Grant or the Regular Grant? **Regular Grant (\$1,500 - \$10,000)**

Project Name **Supporting ASB Dance Activities in the Community**

Project Start Date **1/1/2023**

Project End Date **12/31/2023**

Date by Which Funds Will Be Expended: **12/31/2023**

Total Number of People Served by this Project **2000.0**  
**audience members served through outreach performances**

Total Number of People Served by this Project in San Marcos Only **21.0**  
**participants + roughly 100 family members**

Grant Amount Requested **10000.0**

### Organization Details

Organization Name **A Step Beyond**

Organization Street Address **340 N. Escondido Blvd.**

Organization City	<b>Escondido</b>
Organization State	<b>California</b>
Organization Zip Code	<b>92025</b>
Organization Website	<b>www.a-step-beyond.org</b>
Organization's EIN	<b>46-2857532 0 false false</b>

#### **Contact Information**

Contact First Name	<b>James</b>
Contact Last Name	<b>Wright</b>
Contact Title	<b>Chief Executive Officer</b>
Contact Phone	<b>+17606703250</b>
Contact Email	<b>jwright@a-step-beyond.org</b>

#### **Project Details**

Briefly describe your request for funds.	<b>A Step Beyond (ASB) is requesting the support of the San Marcos Community Foundation to fund our program's dance outreach activities. ASB is a Creative Youth Development after-school program that provides dance training, academic support, socioemotional resources, and life-planning assistance to 250 3rd-12th graders from the communities of Escondido and San Marcos. ASB provides all of these services for its participants between 3rd and 12th grade with no cost to participants' families. Requested funds will support our dance outreach efforts, which bring ASB dance performances to a diversity of public venues each year.</b>
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	<b>When ASB was founded in 2013 and initiated services in 2014, the organization did so with a specific dedication to recruiting from Title I public elementary schools in Escondido and San Marcos. Today, ASB recruits its participants from 22 such schools. All of ASB's participants' families have incomes that place them at or below the federal poverty level. Those children recruited from San Marcos will receive the support and resources to position them to enter college or an equivalent training program, break the cycle of poverty, and establish stable and productive lives. ASB's annual concert allows us to share this process with the San Marcos community.</b>

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

**Question not accessible to applicant.**

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

**Question not accessible to applicant.**

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

**Introduction -- A Step Beyond (ASB) was born from a desire to provide youth living in poverty in Escondido and San Marcos with access to quality after-school programming that would support them in their learning goals, provide a sense of belonging and community, and help them realize their dreams while preparing them for college and career. To do this, ASB's founders chose dance as the foundation of their model based on its documented success in other programs, while adding academic support, parent engagement, mental health, and life-planning elements. ASB received its nonprofit certification in November 2013 and welcomed its first cohort of 3rd and 4th graders in fall 2014. ASB's first cohort of participants, now in their senior year of high school, will graduate in spring 2023. By 2025 ASB expects to be serving 350 children and youth annually.**

**We describe our mission as that of preparing underserved youth for success in college, career, and life through dance education, academic support, and family services.**

**ASB: Basic Program Description -- ASB's key elements are:**

- (1) Dance Education and Performance – All participants attend dance classes from 2-5 times weekly, perform, and learn choreography;**
- (2) Academic Support & College and Career Readiness – All participants engage in mandatory tutoring, have access to a summer academic program, a MakerSpace, and the resources of ASB's College and Career Readiness Program and its World of Work curriculum;**
- (3) Mentoring and Enrichment Programs –Participants receive daily mentoring from staff, faculty, and volunteers and engage regularly in support groups;**

**(4) Family Services and Parental Involvement –ASB offers individual and group counseling, crisis intervention (such as food and rental assistance), and some case management services. ASB engages parents through parenting and nutrition workshops and a Parent Council.**

**ASB’s Dance Element and Dance Outreach Program– ASB is built around a core program of dance education and performance because participants are more likely to stay engaged and feel motivated after school if they are participating in the arts. ASB is experiencing what other child/youth dance programs know: that children and youth grow through dance in terms of creativity, intellect, collaborative ability, and leadership.**

**All ASB participants attend dance classes from two to five times weekly taught by professional dance artists (number of classes attended increases with age). In years 1-2, students take classes in Creative Dance which provides them with the basics of a movement vocabulary and beginning skills in choreography. In years 2-3 participants take classes in ballet basics and world dance. By years 4 through 6 participants are eager and ready to embark on a rigorous technical dance study, which continues through high school. All participants have the opportunity to perform at ASB. Through performance, participants experience the dedication and hard work that is necessary to present dance to a large audience.**

**In recent years ASB has initiated a dance outreach program. Through this program, roughly 30 participants in grades 8-12, bring dance performance to public venues throughout San Diego county, from The Ritz Theater in Escondido, to The Conrad in La Jolla, to the San Diego Zoo Safari Park. This public dance outreach effort serves a number of purposes. Our participants’ engagement in dance builds many capacities and skills: physical strength, poise, and flexibility; teamwork; listening and communications skills; and public presentation skills. These children and youth gain experience in presenting to audiences, gain comfort in interacting with the public, and gain self-confidence in sharing what they have learned with others. They also are wonderful ambassadors for ASB’s program generally.**

**Additionally, this is an opportunity for ASB to share its program with potential donors and community partners and prospective students who may benefit from our program while also giving our current participants an opportunity to perform.**

**This coming spring, we are hoping to expand our outreach performance program and take some performances to our partner elementary and middle schools in San Marcos in hopes of recruiting additional San Marcos students and sharing our program with the greater San Marcos community.**

---

Please upload any community letters or media in support of this project.

**Question not accessible to applicant.**

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Please upload the annual operating budget for your organization.

[Organization\\_budget.pdf](#)

[Budget\\_Worksheet.pdf](#)

---

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[Audited\\_Financials.pdf](#)

---

Please attach the first two pages of your Federal 990.

[990.pdf](#)

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Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[ASB\\_ED\\_signature.pdf](#)

---

**Funding**

---

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

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Project Budget Total **13024.0**

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Is this a Challenge or Matching Grant? **No**

---

Could this be a Challenge or Matching Grant? **Yes**

---

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

---

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

---

**Question not accessible to applicant.**

**SAN MARCOS COMMUNITY FOUNDATION  
Budget Worksheet**

Project Expenses – A Step Beyond’s Dance Outreach Performance Expenses

<u>Bus fund to cover the cost of charter vans/busses to local venues</u>	\$	<u>5,000</u>
<u>Cost of dance costumes for performance</u>	\$	<u>1,500</u>
<u>Dance bags for student performance group 30 bags at \$18.15/bag + tax</u>	\$	<u>544</u>
<u>Performance group ASB sweatshirts – 30 sweatshirts at \$16/item</u>	\$	<u>480</u>
<u>% of dance staff salary to oversee outreach program – 10% of \$55k Salary</u>	\$	<u>5,500</u>

**Total budget for this PROJECT:** \$ **13,024**

**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? Possibly, request pending

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

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

\$2,000 (Name of source) California Arts Council **\*\*Committed**  
\$1,024 (Name of source) Individual Giving during Year-end Giving **\*\*Pending**

**A Step Beyond – Projected Budget, Fiscal Year 2022 (10/1/22 – 9/30/23)**

**Income**

Individual/small business contributions	\$892,377
Foundation grants	\$272,500
Corporate grants	\$209,250
Non-profit organization grants	\$71,500
Government grants	\$155,000
Miscellaneous income	\$1,500
<b>TOTAL:</b>	<b>\$1,602,127</b>

**Expenses**

Personnel	\$1,032,991
Contractual	\$140,652
Dance, programmatic costs	\$84,900
Academic programmatic costs	\$40,400
Family services costs	\$20,000
Operating expenses	\$281,632
<b>TOTAL:</b>	<b>\$1,600,575</b>

## **A Step Beyond – 2022-23 Board Members**

Brian Bedford: Board Member, Associate Dean, Strategic Initiatives, California State University, Sacramento

Claudia Briseno: Board Member, Instructional Aide Assistant, Escondido Union School District and parent liaison.

Jay Culbertson: Board Member, former Executive Vice President of the Build Group of Southland Industries, a nationwide mechanical engineering and contracting firm. Now retired. He has served on the boards of several small business not-for-profit corporations.

Leslie Culbertson: Board Chair, former Vice President of Finance for Intel Corporation. Now retired.

Jonathan Fikse, Board Treasurer, Director of Finance, Packaging Southwest Division, Liberty Diversified International. He has held numerous finance and operating roles in the packaging industry. Jonathan has a BA from Hope College, a Masters of Business Administration from the University of Michigan, and is a Certified Public Accountant.

Frank Foster: Board Member, retired as CEO for Fieldstone Homes and is the former CEO/Executive Director of A Step Beyond. Frank has served on numerous nonprofit boards for the past 30 years, all working with at risk youth.

Janet Foster: Board Secretary, retired teacher in the Irvine Unified School District. Janet has been very involved with parents and at-risk children since 1972.

Steve Gosselin: Board Vice Chair, retired Vice President for Caterpillar Inc. after 36 years of service. As a result of his work with numerous non-profits in both San Diego and Central Illinois, he was awarded an Honorary Doctorate of Public Service.

Candise Holmlund: Board Member, Partner, Alaethes Wealth. Candise is active in community, civic, and charitable organizations such as the Children's Hospital Auxiliary, the RSF Foundation Women's Fund, and The Rady Children's Hospital Foundation Estates and Trusts Council.

Jacqueline Loaiza: Board Member, Senior Corporate Counsel at Solar Turbines Incorporated/Caterpillar Inc. Jacqueline has a B.A. in Political Science from Penn State, a J.D from University of Pittsburgh Law School; and a master's in International Business Law from the University of San Diego School of Law. Jackie has previous board experience with Neighborhood House Association and Urban Corps of San Diego, and has done volunteer work for Father Joe's.

Kimberly Mayes-Bedford: Board Member, Vice President, Human Resources-Design Engineering Group, Intel.

Vishal Mehta: Board Member, Principal, Deloitte Consulting LLP. Vish joined Deloitte's consulting practice in 1997 and has focused on serving global retail and consumer products companies scale operational capabilities and modernize technology platforms to support the growth targets and deliver shareholder value. He is passionate about providing holistic learning opportunities to children and has established an institute in India focused on children's physical mental, intellectual, social and ethical growth.

Jennifer Oliver: Board Member, A Step Beyond's Artistic Director, Ms. Oliver is a professional dancer and choreographer, a master teaching artist, and an expressive arts therapist. She also serves on the National Arts Education Council for Americans for the Arts.

Dan Platt: Board Chair, retired Executive Vice President for Pacific Western Bank. Dan currently serves on the Boards of Pacific Western Bancorp and the Rancho Santa Fe Charitable Foundation.

Anna Punzalan: Board Member, Personal Assistant and Parent Liaison for ASB.

Jeff Segall: Board Member, Chief Strategy Officer and "Collaboratist" with ByDesign Public Relations and Marketing. He also serves as a consultant for California State University San Marcos' Extended Learning department and for Pacific Ridge School in Carlsbad and is a member of the Carlsbad Planning Commission.

Dave Smith: Board Member, currently an Attorney/Consultant in San Diego, where his practice consists of advising, counseling and consulting for firms on issues relating to the electric and gas utility industry. Dave was general counsel for San Diego Gas & Electric (SDG&E) for 12 years and for Southern California Gas Company for 8 years and has worked at the Sempra Energy family of companies for 31 years. He retired in 2014 as Senior Vice President and General Counsel of SDG&E.

Janean Stripe: Board Member, a Certified Financial Planner and Regional Vice President of Lucia Capital Group. Ms. Stripe serves on the Boards of several non-profit organizations including The Country Friends, The Barnabas Group, Outside the Bowl, and Kingdom Advisors of San Diego County.

Jose Villarreal: Board Member, Principal, Rancho Buena Vista High School, Vista. He has held multiple positions as principal and vice principal in San Diego including Vista Magnet Middle School, and Rancho Buena Vista High School and has taught at California State University San Marcos. He holds an Ed.D. in Educational Leadership from CSUSM/UCSD.

Vicki Zeiger: Board Member, retired as Vice President, Human Resources, for Sempra Energy Utilities and is current Board Chair of The Old Globe theatre. Vicki is a National Board member of the Classic Car Club of America and a volunteer for Meals on Wheels.

Form **990**

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

OMB No. 1545-0047

**2020**

Department of the Treasury  
Internal Revenue Service

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

Open to Public Inspection

**A** For the **2020** calendar year, or tax year beginning **OCT 1, 2020** and ending **SEP 30, 2021**

<b>B</b> Check if applicable:	<b>C</b> Name of organization <b>A Step Beyond</b>	<b>D</b> Employer identification number <b>46-2857532</b>
Address change	Doing business as	<b>E</b> Telephone number <b>858-722-2067</b>
Name change	Number and street (or P.O. box if mail is not delivered to street address) Room/suite <b>340 N Escondido Blvd.</b>	
Initial return	City or town, state or province, country, and ZIP or foreign postal code <b>Escondido, CA 92025</b>	<b>G</b> Gross receipts \$ <b>1,314,713.</b>
Final return/terminated	<b>F</b> Name and address of principal officer: <b>James Wright</b> same as C above	<b>H(a)</b> Is this a group return for subordinates? ..... <b>Yes X No</b>
Amended return		<b>H(b)</b> Are all subordinates included? <b>Yes No</b> If "No," attach a list. See instructions
Application pending	<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) 501(c) ( ) (insert no.) 4947(a)(1) or 527	<b>H(c)</b> Group exemption number ▶
<b>J</b> Website: ▶ <b>A-Step-Beyond.org</b>		<b>L</b> Year of formation: <b>2013</b> <b>M</b> State of legal domicile: <b>CA</b>
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation Trust Association Other ▶		

**Part I Summary**

<b>Activities &amp; Governance</b>	<b>1</b>	Briefly describe the organization's mission or most significant activities: <b>To assist low income youth break from poverty using programs proven to prepare them for college.</b>		
	<b>2</b>	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b>	Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	21
	<b>4</b>	Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	19
	<b>5</b>	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	<b>5</b>	22
	<b>6</b>	Total number of volunteers (estimate if necessary)	<b>6</b>	130
	<b>7a</b>	Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	0.
	<b>b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11	<b>7b</b>	0.	
<b>Revenue</b>	<b>8</b>	Contributions and grants (Part VIII, line 1h)	<b>Prior Year</b>	<b>Current Year</b>
	<b>9</b>	Program service revenue (Part VIII, line 2g)	1,103,323.	1,276,313.
	<b>10</b>	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	698.	0.
	<b>11</b>	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0.	0.
	<b>12</b>	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,556.	-33,635.
<b>Expenses</b>	<b>13</b>	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	1,105,577.	1,242,678.
	<b>14</b>	Benefits paid to or for members (Part IX, column (A), line 4)	0.	48,198.
	<b>15</b>	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	<b>16a</b>	Professional fundraising fees (Part IX, column (A), line 11e)	626,271.	790,682.
	<b>b</b>	Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>177,745.</b>	0.	0.
	<b>17</b>	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	365,894.	400,153.
	<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	992,165.	1,239,033.	
	<b>19</b> Revenue less expenses. Subtract line 18 from line 12	113,412.	3,645.	
<b>Net Assets or Fund Balances</b>	<b>20</b>	Total assets (Part X, line 16)	<b>Beginning of Current Year</b>	<b>End of Year</b>
	<b>21</b>	Total liabilities (Part X, line 26)	1,936,161.	1,957,071.
	<b>22</b>	Net assets or fund balances. Subtract line 21 from line 20	14,221.	31,486.
		1,921,940.	1,925,585.	

**Part II Signature Block**

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

<b>Sign Here</b>	▶ Signature of officer <b>James Wright, CEO/Executive Director</b> Type or print name and title	Date
<b>Paid Preparer Use Only</b>	Print/Type preparer's name <b>Ashley Peabody</b>	Preparer's signature
	Firm's name ▶ <b>Capin Crouse LLP</b>	Date
	Firm's address ▶ <b>3050 Saturn Street, Suite 104 Brea, CA 92821</b>	Check if self-employed <input type="checkbox"/>
		PTIN <b>P01385870</b>
		Firm's EIN ▶ <b>36-3990892</b>
		Phone no. <b>505-502-2746</b>

May the IRS discuss this return with the preparer shown above? See instructions  **Yes**  **No**

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [ ]

1 Briefly describe the organization's mission: To empower low income youth from diverse backgrounds to strengthen self-esteem, self-discipline, and a sense of accomplishment through dance, academic, and family services.

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 \$ 364,638. including grants of \$ ) (Revenue \$ ) Dance training is at the core of the program. Research has shown that learning dance imparts an array of life skills: self-awareness, concentration, discipline, respect, goal setting with accountability, and creative problem solving, to name a few. A Step Beyond (ASB), in it's 8th year, has a total of 230 students in grades 3-10, and will take an additional 45 students each year until it serves grades 3-12 with approximately 325 students. Dance training is conducted by highly skilled professional on staff dance instructors.

Each year students perform in a concert attended by parents and supporters. They also perform in numerous other venues.

4b (Code: ) (Expenses \$ 287,816. including grants of \$ ) (Revenue \$ ) Academic programs include tutoring for every student, enrichment exercises, an intensive summer reading/math program, and a robust college and career readiness program. Students have access to a library, computer laboratory, MakerSpace, and a daily "homework cafe." Students receive work-based learning experiences in STEAM industries through the college and career readiness program, and education regarding the preparation of applications and entry into higher education and/or other career pathways.

4c (Code: ) (Expenses \$ 259,960. including grants of \$ 48,198. ) (Revenue \$ ) Family Service programs treat children in crisis, assist families in crisis, conduct group therapy for students, and provide parent training. Participants receive daily mentoring from staff and volunteers, and engage regularly in counseling groups that promote essential skills to meet social and emotional needs. Families also receive crisis intervention support as needed.

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

4e Total program service expenses 912,414.



## A STEP BEYOND

Financial Statements  
With Independent Accountants'  
Review Report

September 30, 2021 and 2020

# A STEP BEYOND

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## INDEPENDENT ACCOUNTANTS' REVIEW REPORT

Board of Directors  
A Step Beyond  
Escondido, CA

We have reviewed the accompanying financial statements of A Step Beyond (a nonprofit organization), which comprise the statements of financial position as of September 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of entity management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### *Management's Responsibility for the Financial Statements*

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

### *Accountants' Responsibility*

Our responsibility is to conduct the review engagements with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

### *Accountants' Conclusion*

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

*Capin Crouse LLP*

San Diego, California  
February 11, 2022

# A STEP BEYOND

## Statements of Financial Position

	September 30,	
	2021	2020
ASSETS:		
Cash and cash equivalents	\$ 1,014,127	\$ 977,759
Contributions receivable	62,500	50,913
Prepaid expenses and other assets	7,339	4,683
Property and equipment—net	873,105	902,806
Total Assets	<u>\$ 1,957,071</u>	<u>\$ 1,936,161</u>
LIABILITIES AND NET ASSETS:		
Liabilities:		
Accounts payable	<u>\$ 31,486</u>	<u>\$ 14,221</u>
Net assets:		
Without donor restrictions	1,829,139	1,840,282
With donor restrictions	96,446	81,658
Total Net Assets	<u>1,925,585</u>	<u>1,921,940</u>
Total Liabilities and Net Assets	<u>\$ 1,957,071</u>	<u>\$ 1,936,161</u>

See accompanying notes and independent accountants' review report

# A STEP BEYOND

## Statements of Activities

	Year Ended September 31,					
	2021			2020		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>SUPPORT AND REVENUE:</b>						
Contribution and grant income	\$ 875,355	\$ 276,358	\$ 1,151,713	\$ 886,170	\$ 217,153	\$ 1,103,323
Special event revenue	163,000	-	163,000	-	-	-
Other revenue	-	-	-	2,254	-	2,254
<b>Total Support and Revenue</b>	<b>1,038,355</b>	<b>276,358</b>	<b>1,314,713</b>	<b>888,424</b>	<b>217,153</b>	<b>1,105,577</b>
<b>NET ASSETS RELEASED:</b>						
Purpose and time restrictions	261,570	(261,570)	-	143,525	(143,525)	-
<b>EXPENSES:</b>						
Program activities:						
Academics	287,816	-	287,816	228,388	-	228,388
Dance	364,638	-	364,638	308,241	-	308,241
Family services	259,960	-	259,960	180,347	-	180,347
Supporting activities:						
General and administrative	148,874	-	148,874	134,362	-	134,362
Fundraising	229,530	-	229,530	140,827	-	140,827
Costs of direct benefits to donors	20,250	-	20,250	-	-	-
<b>Total Expenses</b>	<b>1,311,068</b>	<b>-</b>	<b>1,311,068</b>	<b>992,165</b>	<b>-</b>	<b>992,165</b>
Change in Net Assets	(11,143)	14,788	3,645	39,784	73,628	113,412
Net Assets, Beginning of Year	1,840,282	81,658	1,921,940	1,800,498	8,030	1,808,528
Net Assets, End of Year	<b>\$ 1,829,139</b>	<b>\$ 96,446</b>	<b>\$ 1,925,585</b>	<b>\$ 1,840,282</b>	<b>\$ 81,658</b>	<b>\$ 1,921,940</b>

See accompanying notes and independent accountants' review report

## A STEP BEYOND

### Statements of Functional Expenses

Year Ended September 30, 2021

	Program Activities			Supporting Activities			Total
	Academics	Dance	Family Services	General and Administrative	Fundraising	Cost of Direct Benefits to Donors	
Salaries and benefits	\$ 168,751	\$ 228,075	\$ 182,589	\$ 69,648	\$ 147,004	\$ -	\$ 796,067
Professional fees and services	72,578	52,821	3,900	31,418	74,407	20,250	255,374
Office and occupancy	21,766	46,858	13,044	11,792	3,970	-	97,430
Materials and supplies	8,029	16,667	2,786	20,838	1,388	-	49,708
Emergency family aid	-	-	48,198	-	-	-	48,198
Depreciation	12,141	11,875	7,604	14,092	1,485	-	47,197
Travel and other expenses	4,551	8,342	1,839	1,086	1,276	-	17,094
	\$ 287,816	\$ 364,638	\$ 259,960	\$ 148,874	\$ 229,530	\$ 20,250	\$ 1,311,068

Year Ended September 30, 2020

	Program Activities			Supporting Activities			Total
	Academics	Dance	Family Services	General and Administrative	Fundraising	Cost of Direct Benefits to Donors	
Salaries and benefits	\$ 124,197	\$ 196,947	\$ 149,919	\$ 51,118	\$ 109,116	\$ -	\$ 631,297
Professional fees and services	74,487	42,741	5,362	41,053	26,113	-	189,756
Office and occupancy	13,751	30,985	6,407	17,822	2,052	-	71,017
Materials and supplies	3,044	12,616	2,131	8,699	1,824	-	28,314
Emergency family aid	-	-	-	-	-	-	-
Depreciation	11,412	11,145	6,875	13,363	1,485	-	44,280
Travel and other expenses	1,497	13,807	9,653	2,307	237	-	27,501
	\$ 228,388	\$ 308,241	\$ 180,347	\$ 134,362	\$ 140,827	\$ -	\$ 992,165

See accompanying notes and independent accountants' review report

# A STEP BEYOND

## Statements of Cash Flows

	Year Ended September 30,	
	2021	2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	\$ 3,645	\$ 113,412
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	47,197	44,280
Forgiveness of Paycheck Protection Program note payable	(118,700)	-
Change in operating assets and liabilities:		
Contributions receivable	(11,587)	(42,883)
Prepaid expenses and other assets	(2,656)	(93)
Accounts payable	17,265	(3,485)
Net Cash Provided (Used) by Operating Activities	<u>(64,836)</u>	<u>111,231</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of property and equipment	<u>(17,496)</u>	<u>(7,105)</u>
Net Cash Used by Investing Activities	<u>(17,496)</u>	<u>(7,105)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from Paycheck Protection Program note payable	<u>118,700</u>	<u>-</u>
Net Cash Provided by Investing Activities	<u>118,700</u>	<u>-</u>
Change in Cash and Cash Equivalents	36,368	104,126
Cash and Cash Equivalents, Beginning of Year	<u>977,759</u>	<u>873,633</u>
Cash and Cash Equivalents, End of Year	<u>\$ 1,014,127</u>	<u>\$ 977,759</u>
<b>SUPPLEMENTAL DISCLOSURES:</b>		
Non-cash financing transaction to recognize forgiveness of Paycheck Protection Program note payable	<u>\$ 118,700</u>	<u>\$ -</u>

See accompanying notes and independent accountants' review report

# A STEP BEYOND

## Notes to Financial Statements

September 30, 2021 and 2020

### 1. NATURE OF ORGANIZATION:

A Step Beyond (ASB) is a creative youth development after-school program in North San Diego County serving children and youth whose families are all living below the federal poverty level and in an area of gangs and related violence in the community. Once a child auditions for ASB and is selected, that 3rd or 4th grader and their family make a commitment to remain in the program for 9 to 10 years, until high school graduation.

ASB takes a unique, holistic approach to youth development with a three pronged program including 1) dance in order to mitigate social inclusion and discourage other affiliations such as gangs, encourage self-esteem, and reduce health risk factors such as obesity and lack of exercise, 2) academic support programs to enable students to achieve academically, increase their odds of high school graduation and, ideally, college acceptance, and 3) family service programs embracing both participants and their families to provide skills, resources, and education on parenting, mental and health issues, housing, language, counseling, as well as relationship management. ASB's program is based on that of The Wooden Floor in Santa Ana, California. This model has proven effective as 100% of youth involved in The Wooden Floor graduate high school and enroll in higher education. ASB expects the same from its participants.

ASB changes the lives of participants, and by extension, their families and their communities by breaking the cycle of illiteracy, gangs, poverty, and violence while providing a vision and a hope of a future they could not have imagined or otherwise achieved.

ASB is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and comparable state law. However, ASB is subject to federal income tax on any unrelated business taxable income. In addition, ASB is not classified as a private foundation within the meaning of Section 509(a) of the IRC. The main source of support and revenue is contributions from donors.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

ASB maintains its accounts and prepares its financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts and disclosures at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

# A STEP BEYOND

## Notes to Financial Statements

September 30, 2021 and 2020

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

#### CASH AND CASH EQUIVALENTS

Cash and cash equivalents include amounts on hand and amounts held on deposit in checking accounts with banks. These accounts may, at times, exceed federally insured limits or be held on deposit with a financial institution that is not federally insured. As of September 30, 2021 and 2020, ASB's cash balances exceeded federally insured limits by approximately \$778,000 and \$728,000, respectively. ASB has not experienced any losses in such accounts and does not believe these funds to be at substantial risk of loss due to the lack of insurance coverage.

#### CONTRIBUTIONS RECEIVABLE

Contributions receivable consist of pledged commitments from donors via letters of commitment received by ASB prior to September 30, 2021 and 2020. Management evaluated the collectability of the receivable and determined no allowance was needed because all pledges are considered fully collectible. Donors have committed to fulfill \$52,500 of their pledged commitments during the year ending September 30, 2022, and the remaining balance of \$10,000 during the year ending September 30, 2023.

#### PROPERTY AND EQUIPMENT–NET

Property and equipment–net is stated at cost, or if donated, at the fair market value on the date of the gift. ASB capitalizes all fixed assets greater than \$5,000, with a useful life exceeding one year. Depreciation is computed on the straight-line basis over estimated useful lives ranging from five to thirty-nine years.

#### NET ASSETS

The financial statements report amounts separately by class of net assets as follows:

*Net assets without donor restrictions* are those resources currently available for use in the ministries of ASB and those resources currently invested in property and equipment–net.

*Net assets with donor restrictions* are those contributed with donor stipulations for specific operating purposes or programs or those with inherent time restrictions.

#### SUPPORT AND REVENUE

Contributions are recorded when made, which may be when cash and other assets are received or unconditionally promised. Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated amounts. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is satisfied, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

# A STEP BEYOND

## Notes to Financial Statements

September 30, 2021 and 2020

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

#### SUPPORT AND REVENUE, continued

During the year ended September 30, 2021, ASB received a Paycheck Protection Program loan of \$118,700. This loan is eligible for forgiveness based on ASB incurring various qualifying expenses such as normal payroll and facilities costs. As of September 30, 2021, ASB incurred qualifying expenditures greater than the loan amount. Because ASB has overcome the required barriers related to these funds, the funds received from the Paycheck Protection Program have been recorded as contributions revenue with donor restrictions on the statements of activities for the year ended September 30, 2021. Additionally, ASB received notification of forgiveness from the Small Business Administration during the year ended September 30, 2021.

Special event revenue consists of payments for ASB's annual fundraising event and is recognized as income when the event occurs. Other revenue is recognized when earned.

Expenses are recognized when incurred in accordance with the accrual basis of accounting.

#### FUNCTIONAL ALLOCATION OF EXPENSES

The cost of providing program services and supporting activities have been summarized on a functional basis in the statements of activities and in the statements of functional expenses. Accordingly, certain costs have been allocated among the program services and supporting activities benefited. These expenses require allocation on a reasonable basis that is consistently applied. Expenses that are allocated include salaries and benefits, office and occupancy expenses, and other expenses. Salaries and benefits are allocated based on estimates of time and effort expended by employees. Office and occupancy expense allocations are based on usage of square footage. All other expenses are allocated based on the underlying purpose of the expense.

### 3. LIQUIDITY AND AVAILABILITY OF RESOURCES:

The following table reflects ASB's financial assets reduced by amounts not available for general expenditure because of restrictions within one year of the statements of financial position date:

	September 30,	
	2021	2020
Financial assets:		
Cash and cash equivalents	\$ 1,014,127	\$ 977,759
Contributions receivable	62,500	50,913
	<u>1,076,627</u>	<u>1,028,672</u>
Less funds unavailable for general expenditure within one year:		
Board-designated for operating reserve	(700,000)	-
Contributions receivable to be collected in more than one year	<u>(10,000)</u>	<u>-</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 366,627</u>	<u>\$ 1,028,672</u>

# A STEP BEYOND

## Notes to Financial Statements

September 30, 2021 and 2020

3. LIQUIDITY AND AVAILABILITY OF RESOURCES, continued:

ASB has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Management monitors cash flow closely through regular board reporting and detailed financial analysis.

4. PROPERTY AND EQUIPMENT–NET:

Property and equipment–net consists of:

	September 30,	
	2021	2020
Building and improvements	\$ 889,579	\$ 889,579
Furniture and equipment	54,613	54,613
Software	58,667	41,171
	<u>1,002,859</u>	<u>985,363</u>
Less accumulated depreciation	<u>(129,754)</u>	<u>(82,557)</u>
	<u>\$ 873,105</u>	<u>\$ 902,806</u>

5. NET ASSETS:

Net assets consist of:

	September 30,	
	2021	2020
Net assets without donor restrictions:		
Undesignated	\$ 1,129,139	\$ 1,840,282
Board-designated for operating reserve	700,000	-
	<u>1,829,139</u>	<u>1,840,282</u>
Net assets with donor restrictions:		
Contributions receivable	62,500	50,913
Emergency family aid	18,358	-
COVID-19 safety	10,000	-
Academic tech supplies	5,588	5,588
Website redesign	-	25,000
Dance program	-	157
	<u>96,446</u>	<u>81,658</u>
Total net assets	<u>\$ 1,925,585</u>	<u>\$ 1,921,940</u>

# A STEP BEYOND

## Notes to Financial Statements

September 30, 2021 and 2020

6. RELATED PARTY TRANSACTIONS:

During the years ended September 30, 2021 and 2020, ASB received approximately \$416,000 and \$426,000, respectively, in contributions from ASB board members and affiliates, including \$12,500 and \$28,000 in pledges receivable.

7. ADVERTISING EXPENSES:

Advertising and marketing expenses for ASB consisted of brochures and other visual marketing costs. Total advertising expenses for the years ended September 30, 2021 and 2020 were approximately \$11,000 and \$1,000, respectively.

8. DONOR CONCENTRATION:

ASB's five largest donors provided approximately 30% and 40% of ASB's total revenue for the years ended September 30, 2021 and 2020, respectively.

9. RETIREMENT PLAN:

ASB employees who are twenty-one years of age or older and who have worked at ASB for at least 90 days are eligible to participate in ASB's 401(k) plan (the Plan), which was started during the year ended September 30, 2021. Participants may contribute to the Plan within established limits. ASB matches 100% of the participants' contributions up to three percent of compensation and matches 50% of the participants' contributions which are over three percent but not over five percent. ASB contributed approximately \$25,000 and \$6,000, to the Plan during the years ended September 30, 2021 and 2020, respectively.

10. COMMITMENTS:

ASB has non-cancellable operating leases for use of property and equipment with expiration dates through October 2047. Lease expense for the years ended September 30, 2021 and 2020 was approximately \$63,000 and \$44,000, respectively. Required future minimum payments are:

<u>Year Ended September 30,</u>	
2022	\$ 72,649
2023	73,274
2024	72,005
2025	52,620
2026	4,435
Thereafter	<u>93,142</u>
	<u>\$ 368,125</u>

# **A STEP BEYOND**

## **Notes to Financial Statements**

September 30, 2021 and 2020

11. RISKS AND UNCERTAINTIES:

In March of 2020, the World Health Organization declared the outbreak of the coronavirus (COVID-19) as a pandemic which continues to spread throughout the United States. COVID-19 has caused a severe negative impact on the world economy and has contributed to significant declines and volatility in financial markets. The duration and impact of the COVID-19 pandemic, as well as the effectiveness of government and central bank responses, remains unclear at this time. It is not possible to reliably estimate the duration and severity of these consequences, as well as their impact on the financial position and results of ASB for future periods. Management is carefully monitoring the situation and evaluating its options as circumstances evolve.

12. SUBSEQUENT EVENTS:

Subsequent events have been evaluated through February 11, 2022, which is the date the financial statements were available to be issued.

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

DEPARTMENT OF THE TREASURY

Date: NOV 24 2013

A STEP BEYOND  
C/O FRANK FOSTER  
5650 E CAMINO REAL STE 130  
CARLSBAD, CA 92008

Employer Identification Number:  
46-2857532  
DLN:  
17053225428013  
Contact Person:  
SHEILA M ROBINSON ID# 31220  
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:  
April 15, 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 (DO/CG)



State of California

Franchise Tax Board

PO Box 1286  
Rancho Cordova CA 95741-1286

A STEP BEYOND  
ATTN: FRANK FOSTER  
5650 EL CAMINO REAL STE 130  
CARLSBAD CA 92008

Date: 11.12.13  
Case: 26600525002205833  
Case Unit: 26600525002205836  
In reply refer to: 760:TLS:F120

Regarding : Tax-Exempt Status  
Organization's Name : A Step Beyond  
CCN : 3560361  
Purpose : Charitable/Educational  
R&TC § : 23701d  
Form of Organization : Incorporated  
Accounting Period Ending : 12/31  
Tax-Exempt Status Effective : 04/15/2013

### Exempt Determination Letter

We have determined the organization is tax-exempt from California franchise or income tax as stated in the above Revenue and Taxation Code (R&TC) section (§).

To retain tax-exempt status, the organization must be organized and operating for nonprofit purposes within the provisions of the above R&TC section. An inactive organization is not entitled to tax-exempt status.

We have based our decision on the information submitted and the assumption that the organization's present operations will continue unchanged or conform to those proposed in the organization's application. In order for us to determine any affect on the tax-exempt status, the organization must immediately report to us any change in:

- Operation
- Character
- Purpose
- Name
- Address

Our determination may no longer be applicable, if these changes occur:

- Material facts or circumstances relating to the organization application.
- Relevant statutory, administrative, or judicial case law.
- Federal interpretation of federal law in cases where our decision was based on such interpretation.

It is the organization's 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 R&TC §21012(a)(2).

For filing requirements, get Pub. 1068, *Exempt Organizations - Filing Requirements and Filing Fees*. Go to [ftb.ca.gov](http://ftb.ca.gov) and search for 1068.

This exemption is for state franchise or income tax purposes only. For information regarding sales tax exemption, contact the State Board of Equalization at 800.400.7115, or go to their website at [boe.ca.gov](http://boe.ca.gov).

Theresa L. Schock  
Telephone: 916.845.4171  
Fax: 916.843.0932

## **A Step Beyond -- Narrative**

**Introduction** -- A Step Beyond (ASB) was born from a desire to provide youth living in poverty in Escondido and San Marcos with access to quality after-school programming that would support them in their learning goals, provide a sense of belonging and community, and help them realize their dreams while preparing them for college and career. To do this, ASB's founders chose dance as the foundation of their model based on its documented success in other programs, while adding academic support, parent engagement, mental health, and life-planning elements. ASB received its nonprofit certification in November 2013 and welcomed its first cohort of 3rd and 4th graders in fall 2014. ASB's first cohort of participants, now in their senior year of high school, will graduate in spring 2023. By 2025 ASB expects to be serving 350 children and youth annually.

We describe our mission as that of preparing underserved youth for success in college, career, and life through dance education, academic support, and family services.

**ASB: Basic Program Description** -- ASB's key elements are:

**(1) Dance Education and Performance** – All participants attend dance classes from 2-5 times weekly, perform, and learn choreography;

**(2) Academic Support & College and Career Readiness** – All participants engage in mandatory tutoring, have access to a summer academic program, a MakerSpace, and the resources of ASB's College and Career Readiness Program and its World of Work curriculum;

**(3) Mentoring and Enrichment Programs** –Participants receive daily mentoring from staff, faculty, and volunteers and engage regularly in support groups;

**(4) Family Services and Parental Involvement** –ASB offers individual and group counseling, crisis intervention (such as food and rental assistance), and some case management services. ASB engages parents through parenting and nutrition workshops and a Parent Council.

**ASB's Dance Element and Dance Outreach Program**– ASB is built around a core program of dance education and performance because participants are more likely to stay engaged and feel motivated after school if they are participating in the arts. ASB is experiencing what other child/youth dance programs know: that children and youth grow through dance in terms of creativity, intellect, collaborative ability, and leadership.

All ASB participants attend dance classes from two to five times weekly taught by professional dance artists (number of classes attended increases with age). In years 1-2, students take classes in Creative Dance which provides them with the basics of a movement vocabulary and beginning skills in choreography. In years 2-3 participants take classes in ballet basics and world dance. By years 4 through 6 participants are eager and ready to embark on a rigorous technical dance study, which continues through high school. All participants have the opportunity to perform at ASB. Through performance, participants experience the dedication and hard work that is necessary to present dance to a large audience.

In recent years ASB has initiated a dance outreach program. Through this program, roughly 30 participants in grades 8-12, bring dance performance to public venues throughout San Diego county, from The Ritz Theater in Escondido, to The Conrad in La Jolla, to the San Diego Zoo Safari Park. This public dance outreach effort serves a number of purposes. Our participants' engagement in dance builds many capacities and skills: physical strength, poise, and flexibility; teamwork; listening and communications skills; and public presentation skills. These children and youth gain experience in presenting to audiences, gain comfort in interacting with the public, and gain self-confidence in sharing what they have learned with others. They also are wonderful ambassadors for ASB's program generally.

Additionally, this is an opportunity for ASB to share its program with potential donors and community partners and prospective students who may benefit from our program while also giving our current participants an opportunity to perform.

This coming spring, we are hoping to expand our outreach performance program and take some performances to our partner elementary and middle schools in San Marcos in hopes of recruiting additional San Marcos students and sharing our program with the greater San Marcos community.

## **BITHIAH'S FAMILY SERVICES**

12345 MOUNTAIN AVE. SUITE N #208  
CHINO, CA 91710

**San Marcos Community Foundation,**

I am the CoFounder and Executive Director of Bithiah's Family Services. I am authorized and fully support the submission of this grant request. Feel free to contact me if you have any follow up questions.

*Michelle Thompson*

**Michelle Thompson**  
**Executive Director**  
**Bithiah's Family Services**  
**[mthompson@bithiahs.org](mailto:mthompson@bithiahs.org)**

Title **Bithiah's Family Services- San Marcos Resource Center** 01/11/2023  
id. 34828334  
by **Michelle Thompson** in **San Marcos Community Foundation**  
mthompson@bithiahs.org

**Original Submission** 01/11/2023

### General Project Information

Please enter your organization's name and project name. **Bithiah's Family Services- San Marcos Resource Center**

Are you applying for the Mini Grant or the Regular Grant? **Regular Grant (\$1,500 - \$10,000)**

Project Name **Resource Center**

Project Start Date **2/1/2023**

Project End Date **12/31/2023**

Date by Which Funds Will Be Expended: **12/31/2023**

Total Number of People Served by this Project **1200.0**

Total Number of People Served by this Project in San Marcos Only **1200.0**

Grant Amount Requested **10000.0**

### Organization Details

Organization Name **Bithiah's Family Services**

Organization Street Address **1035 Garey Ave.**

Organization City **Pomona**

Organization State	<b>California</b>
Organization Zip Code	<b>91766</b>
Organization Website	<b>www.bithiahsfamilyservices.org</b>
Organization's EIN	<b>47-3251661</b> <b>200</b> <b>Bithiahs Family Services</b> <b>a4a7e86d-d6ce-4dd2-8eb8-1faa21420c49</b> <b>12345 Mountain Ave Ste N208</b> <b>Chino</b> <b>CA</b> <b>91710</b> <b>This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list.</b> <b>true</b> <b>false</b> <b>12/12/2022 12:00:00 AM</b> <b>1/9/2023 12:00:00 AM</b> <b>501(c)(3) Public Charity</b> <b>A public charity (50% deductibility limitation).</b> <b>Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi)</b> <b>12/12/2022 12:00:00 AM</b> <b>2015</b> <b>05</b>

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#### **Contact Information**

Contact First Name	<b>Michelle</b>
Contact Last Name	<b>Thompson</b>
Contact Title	<b>CoFounder, Executive Director</b>
Contact Phone	<b>+17148128090</b>
Contact Email	<b>mthompson@bithiahs.org</b>

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#### **Project Details**

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Briefly describe your request for funds.

**Bithiah's Family Services is requesting \$10,000 to be used to fully stock the San Marcos Resource Center with tangible items to support Foster, Adoptive and Kinship Families including diapers, new clothing, hygiene products, and emergency supplies for initial foster placements such as cribs, carseats, and strollers. The funding will also be used to furnish the visitation space at the Resource Center. The visitation rooms are used to support children welfare services in San Diego County. Each visitation room is an interactive, healing space where children in the foster care system can visit regularly with their families per court order. The funding to support the visitation rooms includes the purchase of sensory items for calming and soothing needs, interactive games and toys to give parents an opportunity to connect and play with their child and age appropriate items including technology and electronic games for the teen area. This funding will be used to expand on the program that is already running out of San Diego County. Currently, Bithiah's serves Foster, Adoptive, and Kinship families in the San Diego area. This Resource Center is crucial in supporting the underprivileged families involved in the child welfare system in San Marcos.**

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Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

**San Diego County currently has 3,500 kids in the foster care system (according to Voices for Children, 2019). San Diego County is the USA's hotspot for human trafficking. The FBI has rated San Diego as one of the top 13 worst regions with 8,000 victims per year. The hidden victims are homeless, LGBTQIA+ youth, with a history of foster care, under the age of 17. (According to San Diego's Human and Health Service Agency). 50-90% of trafficked children have been in the foster care system at some point in their life. (according to Voices for Children and HHS administration on Children and Youth). 1,800 former foster youth sleep on the streets of San Diego every night (according to Street Sleep San Diego, 2021). The statistics are clear, San Diego County and San Marcos need the support of Bithiah's Family Services to meet tangible and mental health needs. This funding will be crucial in helping Bithiah's to serve San Diego County and its community.**

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Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

**Bithiah's prides itself in strong partnerships and have many within Los Angeles and San Diego County. They allow us to offer free therapy, wraparound services and ongoing tangible support.**

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Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

n/a

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Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

**Since its beginnings in 2015, Bithiah's Family Services has served the vulnerable youth in Southern California primarily targeting children in the Foster Care system through a variety of services. Initially this was accomplished through the Residential Treatment Center, Bithiah's House located in Los Angeles County. Children ages 0-7 with high medical and emotional needs and behavior challenges that prevented them from being placed in a typical foster home were able to heal, receive medical treatment and intensive therapy and eventually move to a lower level of care. Throughout the last 3 years, Bithiah's has expanded to support Foster, Adoptive, Kinship and Biological families in addition to children in the Foster Care system.**

**This is done through 3 specific methods:**

#### **Training and Education**

**Throughout Southern California, Foster, Adoptive, Kinship and Birth Families, are offered support groups and trainings on a weekly basis. These trainings are designed to prevent burn out, support mental health and create community connections with others. This is done through on-site therapy sessions, childcare, and specific trainings and classes to address barriers and challenges. Training topics include: grief support, neurodivergent parenting, de-escalation, and connected parenting. Youth in foster care are being given services through support groups (specific to LGBTQIA+ foster youth), classes and on-site therapy sessions.**

#### **Retreat**

**Bithiah's Family Services offers an annual retreat specifically designed for Foster, Adoptive and Kinship moms. This 3-day, all-inclusive retreat in San Diego offers rest, relaxation and recharge to those "in the trenches". Not only is it a weekend for connection and community, it's a chance to get training and hear from incredible speakers. Designed to prevent burnout and create community, each training is trauma informed, evidence based and inclusive. ALL low income, Kinship moms and single moms are scholar-shipped, allowing them to attend for free. Resource Center Bithiah's Resource Center, located in the city of Pomona, is used in a variety of ways. Partnering with the Department of Children and Family Services, and local nonprofit partnerships, this space is used six days a week for birth parents to hold monitored visits. The visitation space was designed through a trauma informed lens and is set up to be a space of playful engagement, connection and healing.**

The Resource Center is also used for baby showers for pregnant foster youth and community events to serve single and low-income Foster and Kinship mothers. The space is also utilized for emergency support items to supply social workers, foster parents and children in foster care with tangible needs such as placement kits, diapers, cribs and toys. Due to such a high demand and need for tangible and mental health services, Bithiah's has once again expanded to a duplicate Resource Center in San Marcos, California. This Resource Center will be able to offer visitation space to meet the huge need for child welfare agencies in San Marcos. With funding made available from SMCF, Bithiah's can expand their reach at the San Marcos Resource Center, as well as the number of families who walk through the center's front doors. In addition to providing an authentic visitation space for social workers, foster children, foster families, and biological families alike, Bithiah's strives to provide foster families with the emergency tangible resources they need at home directly after a foster child placement has been arranged. Drawing upon our established partnerships in San Marcos and Los Angeles County, the San Marcos Resource Center is able to provide the same wraparound services that are so impactful and life changing in Los Angeles County. These services include free therapy, weekly support groups, parent reunification classes and community events. The Resource Center serves roughly 75-100 individuals monthly and it is anticipated that the San Marcos Resource Center will serve closer to 150 individual monthly due to the San Diego County visitation crisis and lack of organizations currently serving the Foster Care community in San Marcos and North San Diego County. Thank you for your consideration for the funding available from the San Marcos Community Foundation. Bithiah's is thankful for organizations such as your that support the community of San Marcos.

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Please upload any community letters or media in support of this project.

[LetterOfSupport\\_-\\_Bithiahs.pdf](#)

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Please upload the annual operating budget for your organization.

[BFS\\_Annual\\_Budget.pdf](#)

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Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[FINANCIAL\\_AUDIT.pdf](#)

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Please attach the first two pages of your Federal 990.

[990.BFS2021\\_1.pdf](#)

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Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[Authorization\\_Letter.pdf](#)

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## Funding

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Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

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Project Budget Total **74255.8**

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Is this a Challenge or Matching Grant? **No**

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Could this be a Challenge or Matching Grant? **Yes**

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Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

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Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

**The requested amount will be used to provide tangible items for the center (diapers, toys, cribs, placement kits) as well as print resources and materials for support groups and trainings.**

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# Serenity, Inc.

Foster Care & Adoption

January 3, 2023

I am pleased to provide this letter of support for Bithiah's Family Services. Bithiah's Family Services embodies Community. They have become a safe, steady, and reliable resource center for so many underserved children and families whose lives have intertwined with the foster care system. Not only do they provide the everyday needs for young children, such as diapers, clothes, wipes etc.... but they go above and beyond to seek toys, books, and other supplies to make all children feel special.

As one of their partner organizations, Serenity Inc., Foster Care and Adoption is grateful for the courses, trainings, events, and support groups that Bithiah's has extended to our foster families. They continue to provide a nurturing and supportive space, both onsite and online, to the larger community.

The Bithiah's staff are passionate, trustworthy, and dedicated to engaging with people of all backgrounds and walks of life with openness, compassion, and ease. I recently had the privilege of attending their Fostering Hope Gala and had the chance to hear a young mother speak about her experience with the organization. Her heartfelt thank you for their continuous support, making her feel valued and the positive impact that they have had on her life, created a warm ripple of love around the entire room.

Bithiah's Family Services has bigger vision for trying to give back to as many people as possible. They are a true illustration of giving through serving the community.

Sincerely,

Manisha Braithwaite  
Foster Care Resource Family Administrator  
Serenity, Inc. Foster Care & Adoption  
m.braithwaite@serenitykids.com

# Bithiah's Family Services

## Annual Operational Budget

January - December 2021

	TOTAL
Revenue	
4 Contributed Income	
4010 Individual contribution	43,992.69
4020 Corporate contributions	32,258.03
4140 Gifts in kind	-80.80
4510 Agency (government) grants	15,000.00
Retreat Donation	2,850.00
<b>Total 4 Contributed Income</b>	<b>94,019.92</b>
46400 Other Types of Income	
46430 Miscellaneous Revenue	132.26
<b>Total 46400 Other Types of Income</b>	<b>132.26</b>
47200 Program Income	1,575.00
5 Earned Revenue	
5310 Interest on savings	0.55
<b>Total 5 Earned Revenue</b>	<b>0.55</b>
Gala Donation	2,451.51
Gala Ticket	27,265.00
Sales of Product Revenue	74.65
Services	215.48
Trauma Informed Care Education	-75.83
Uncategorized Revenue	3,134.52
<b>Total Revenue</b>	<b>\$128,793.06</b>
<b>GROSS PROFIT</b>	<b>\$128,793.06</b>
Expenditures	
69800 Uncategorized Expenses	5,196.32
7500 Contract Services	11,047.00
7520 Accounting Fees	1,155.00
<b>Total 7500 Contract Services</b>	<b>12,202.00</b>
8100 Nonpersonnel expenses	393.36
8110 Supplies	1,150.84
8120 Donated materials & supplies	164.26
8140 Postage, shipping, delivery	215.48
8170 Printing & copying	25.96
8180 Books, subscriptions, reference	686.00
Bank Fees	301.00
<b>Total 8100 Nonpersonnel expenses</b>	<b>2,936.90</b>
8200 Facility & equipment expenses	
8210 Rent & parking	10,156.00
8260 Equip rental & maintenance	649.00
<b>Total 8200 Facility &amp; equipment expenses</b>	<b>10,805.00</b>

# Bithiah's Family Services

## Annual Operational Budget

January - December 2021

	TOTAL
8300 Travel & meetings expenses	
8320 Conferences, meetings	284.24
<b>Total 8300 Travel &amp; meetings expenses</b>	<b>284.24</b>
8500 Other expenses	1,069.80
8520 Insurance	703.15
8570 Advertising	29.65
8590 Other costs	100.50
8591 Refund and Bank Fee	4,499.55
Promotional/Gifts- Staff	332.62
<b>Total 8500 Other expenses</b>	<b>6,735.27</b>
Administration	
65000 Operations	
65010 Books, Subscriptions, Reference	560.95
65020 Postage, Mailing Service	25.00
65030 Printing and Copying	72.97
65040 Supplies	389.87
65050 Telephone, Telecommunications	40.34
<b>Total 65000 Operations</b>	<b>1,089.13</b>
65100 Other Types of Expenses	
65120 Insurance - Liability, D and O	1,528.09
<b>Total 65100 Other Types of Expenses</b>	<b>1,528.09</b>
8600 Business Expenses	1,325.00
60920 Business Registration Fees	31.00
<b>Total 8600 Business Expenses</b>	<b>1,356.00</b>
<b>Total Administration</b>	<b>3,973.22</b>
clothes	308.41
Gala	8,326.22
Groceries/Food	702.04
Medical Supplies	31.80
Office Supplies	3,380.66
Payroll Expenses	
Taxes	663.02
Wages	8,667.00
<b>Total Payroll Expenses</b>	<b>9,330.02</b>
Program Expenses	
62800 Facilities and Equipment	
62840 Equip Rental and Maintenance	2,278.42
<b>Total 62800 Facilities and Equipment</b>	<b>2,278.42</b>
Kid Supplies	438.86

# Bithiah's Family Services

Annual Operational Budget

January - December 2021

	TOTAL
Program Services	1,534.76
<b>Total Program Expenses</b>	<b>4,252.04</b>
Refund Gala Ticket	15,100.00
Refund Trauma Informed Care	900.00
Trauma Informed Care Education Program	5,097.64
Retreat	-3,413.30
Retreat Supplies	3,641.84
Training for Foster Parents	140.29
<b>Total Trauma Informed Care Education Program</b>	<b>5,466.47</b>
Uncategorized Expenditure	322.97
<b>Total Expenditures</b>	<b>\$90,253.58</b>
NET OPERATING REVENUE	<b>\$38,539.48</b>
NET REVENUE	<b>\$38,539.48</b>

Short Form

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/Form990EZ](http://www.irs.gov/Form990EZ) for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

Form 990-EZ

Department of the Treasury Internal Revenue Service

**A** For the 2021 calendar year, or tax year beginning , 2021, and ending ,

**B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

**C** BITHIAH'S FAMILY SERVICES  
 12345 N MOUNTAIN AVE SUITE N #208  
 CHINO, CA 91710

**D** Employer identification number  
 47-3251661

**E** Telephone number  
 909-631-8677

**F** Group Exemption Number

**G** Accounting Method:  Cash  Accrual Other (specify) ▶

**H** Check  if the organization is not required to attach Schedule B (Form 990).

**I** Website: ▶ BITHIAHSHOUSE.ORG

**J** Tax-exempt status (check only one) —  501(c)(3)  501(c) ( ) (insert no.)  4947(a)(1) or  527

**K** Form of organization:  Corporation  Trust  Association  Other

**L** Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B)) are \$500,000 or more, file Form 990 instead of Form 990-EZ ▶ \$ 116,138.

**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances** (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I

		1	2	3	4	5a	5b	5c	6a	6b	6c	6d	7a	7b	7c	8	9	10	11	12	13	14	15	16	17	18	19	20	21				
Revenue	1	Contributions, gifts, grants, and similar amounts received															100,985.																
	2	Program service revenue including government fees and contracts																															
	3	Membership dues and assessments																															
	4	Investment income																1.															
	5a	Gross amount from sale of assets other than inventory																															
	5b	Less: cost or other basis and sales expenses																															
	5c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)																															
	6	Gaming and fundraising events:																															
	6a	Gross income from gaming (attach Schedule G if greater than \$15,000)																															
	6b	Gross income from fundraising events (not including \$ 5,390. of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000)									8,326.																						
6c	Less: direct expenses from gaming and fundraising events									8,326.																							
6d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)																																
7a	Gross sales of inventory, less returns and allowances																																
7b	Less: cost of goods sold																																
7c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)																																
8	Other revenue (describe in Schedule O)								SEE SCHEDULE O								6,826.																
9	<b>Total revenue.</b> Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8.																107,812.																
Expenses	10	Grants and similar amounts paid (list in Schedule O)																															
	11	Benefits paid to or for members																															
	12	Salaries, other compensation, and employee benefits																9,330.															
	13	Professional fees and other payments to independent contractors																1,155.															
	14	Occupancy, rent, utilities, and maintenance																															
	15	Printing, publications, postage, and shipping																339.															
	16	Other expenses (describe in Schedule O)								SEE SCHEDULE O								59,789.															
17	<b>Total expenses.</b> Add lines 10 through 16.																70,613.																
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)															37,199.																
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)															19,381.																
	20	Other changes in net assets or fund balances (explain in Schedule O)																															
21	<b>Total net assets or fund balances at end of year.</b> Combine lines 18 through 20.																56,580.																

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

Form 990-EZ (2021)



**Part V Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V. SEE SCH O

	Yes	No
<b>33</b> Did the organization engage in any significant activity not previously reported to the IRS? If 'Yes,' provide a detailed description of each activity in Schedule O.		X
<b>34</b> Were any significant changes made to the organizing or governing documents? If 'Yes,' attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions.		X
<b>35 a</b> Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?		X
<b>b</b> If 'Yes' to line 35a, has the organization filed a Form 990-T for the year? If 'No,' provide an explanation in Schedule O.		
<b>35 c</b> Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If 'Yes,' complete Schedule C, Part III.		X
<b>36</b> Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If 'Yes,' complete applicable parts of Schedule N.		X
<b>37 a</b> Enter amount of political expenditures, direct or indirect, as described in the instructions. <b>37 a</b> 0.		
<b>b</b> Did the organization file Form 1120-POL for this year?		X
<b>38 a</b> Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?		X
<b>b</b> If 'Yes,' complete Schedule L, Part II, and enter the total amount involved. <b>38 b</b> 0.		
<b>39</b> Section 501(c)(7) organizations. Enter:		
<b>a</b> Initiation fees and capital contributions included on line 9. <b>39 a</b> 0.		
<b>b</b> Gross receipts, included on line 9, for public use of club facilities. <b>39 b</b> 0.		
<b>40 a</b> Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 <b>0.</b> ; section 4912 <b>0.</b> ; section 4955 <b>0.</b>		
<b>b</b> Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If 'Yes,' complete Schedule L, Part I.		X
<b>c</b> Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958. <b>0.</b>		
<b>d</b> Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization. <b>0.</b>		
<b>e</b> All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If 'Yes,' complete Form 8886-T.		X
<b>41</b> List the states with which a copy of this return is filed <b>CA</b>		

**42 a** The organization's books are in care of **TREASURER** Telephone no. **909-631-8677**  
 Located at **12345 N MOUNTAIN AVE SUITE N #208 CHINO CA** ZIP + 4 **91710**

	Yes	No
<b>b</b> At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If 'Yes,' enter the name of the foreign country		X
<b>c</b> At any time during the calendar year, did the organization maintain an office outside the United States? If 'Yes,' enter the name of the foreign country		X

See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).

**43** Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 - Check here  N/A and enter the amount of tax-exempt interest received or accrued during the tax year. **43** N/A

	Yes	No
<b>44 a</b> Did the organization maintain any donor advised funds during the year? If 'Yes,' Form 990 must be completed instead of Form 990-EZ.		X
<b>b</b> Did the organization operate one or more hospital facilities during the year? If 'Yes,' Form 990 must be completed instead of Form 990-EZ.		X
<b>c</b> Did the organization receive any payments for indoor tanning services during the year?		X
<b>d</b> If 'Yes' to line 44c, has the organization filed a Form 720 to report these payments? If 'No,' provide an explanation in Schedule O.		
<b>45 a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
<b>b</b> Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions.		X

	Yes	No
46 Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I.		X

**Part VI Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47-49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI

	Yes	No
47 Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II.		X
48 Is the organization a school as described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E.		X
49a Did the organization make any transfers to an exempt non-charitable related organization?		X
b If 'Yes,' was the related organization a section 527 organization?		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter 'None.'

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
NONE				

f Total number of other employees paid over \$100,000

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter 'None.'

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
NONE		

d Total number of other independent contractors each receiving over \$100,000

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A.  Yes  No

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

<b>Sign Here</b>	Signature of officer	Date
	KEITH THOMPSON Type or print name and title	PRESIDENT & ED

<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	PATRICK S. GUZMAN, CPA				P00354029
	Firm's name	GUZMAN & GRAY, CERTIFIED PUBLIC ACCOUNTANTS		Firm's EIN	33-0302407
	Firm's address	4510 E. PACIFIC COAST HIGHWAY, SUITE 270 LONG BEACH, CA 90804		Phone no.	(562) 498-0997

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

BAA

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)	609,344.	762,085.	516,343.	13,823.	100,985.	2,002,580.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						0.
3 The value of services or facilities furnished by a governmental unit to the organization without charge.						0.
4 <b>Total.</b> Add lines 1 through 3.	609,344.	762,085.	516,343.	13,823.	100,985.	2,002,580.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f).						0.
6 <b>Public support.</b> Subtract line 5 from line 4.						2,002,580.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4.	609,344.	762,085.	516,343.	13,823.	100,985.	2,002,580.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources.		6.		1.	1.	8.
9 Net income from unrelated business activities, whether or not the business is regularly carried on.						0.
10 Other income. Do not include gain or loss from the sale of capital assets. (Explain in Part VI.) SEE PART VI	3,026.	2,889.	842.	1,259.	6,826.	14,842.
11 <b>Total support.</b> Add lines 7 through 10.						2,017,430.
12 Gross receipts from related activities, etc. (see instructions)					12	0.
13 <b>First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> ▶ <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

14 Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f))	14	99.26 %
15 Public support percentage from 2020 Schedule A, Part II, line 14.	15	0.00 %
16a <b>33-1/3% support test—2021.</b> If the organization did not check the box on line 13, and line 14 is 33-1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. ▶ <input checked="" type="checkbox"/>		
b <b>33-1/3% support test—2020.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33-1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. ▶ <input type="checkbox"/>		
17a <b>10%-facts-and-circumstances test—2021.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization. ▶ <input type="checkbox"/>		
b <b>10%-facts-and-circumstances test—2020.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization. ▶ <input type="checkbox"/>		
18 <b>Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions. ▶ <input type="checkbox"/>		

**SCHEDULE A**  
(Form 990)

**Public Charity Status and Public Support**

OMB No. 1545-0047

**2021**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

Name of the organization

BITHIAH'S FAMILY SERVICES

Employer identification number

47-3251661

**Part I Reason for Public Charity Status.** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2  A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: \_\_\_\_\_
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8  A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9  An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10  An organization that normally receives (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33-1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
  - f Enter the number of supported organizations .....
  - g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
<b>Total</b>						

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose.						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513.						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge.						
<b>6 Total.</b> Add lines 1 through 5.						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons.						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year.						
<b>c</b> Add lines 7a and 7b.						
<b>8 Public support.</b> (Subtract line 7c from line 6.)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>9</b> Amounts from line 6.						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources.						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
<b>c</b> Add lines 10a and 10b.						
<b>11</b> Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on.						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.)						

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f)).	<b>15</b>	%
<b>16</b> Public support percentage from 2020 Schedule A, Part III, line 15.	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for <b>2021</b> (line 10c, column (f), divided by line 13, column (f)).	<b>17</b>	%
<b>18</b> Investment income percentage from <b>2020</b> Schedule A, Part III, line 17.	<b>18</b>	%

**19a 33-1/3% support tests—2021.** If the organization did not check the box on line 14, and line 15 is more than 33-1/3%, and line 17 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**b 33-1/3% support tests—2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33-1/3%, and line 18 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions.

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If 'No,' describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If 'Yes,' answer lines 3b and 3c below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If 'Yes,' describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If 'Yes,' explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ('foreign supported organization')? <i>If 'Yes' and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If 'Yes,' describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If 'Yes,' answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If 'Yes,' complete Part I of Schedule L (Form 990).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If 'Yes,' complete Part I of Schedule L (Form 990).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If 'Yes,' answer line 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations** (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a	
b A family member of a person described on line 11a above?	11b	
c A 35% controlled entity of a person described on line 11a or 11b above? If 'Yes' to line 11a, 11b, or 11c, provide detail in Part VI.	11c	

**Section B. Type I Supporting Organizations**

	Yes	No
1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? If 'No,' describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.	1	
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If 'Yes,' explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.	2	

**Section C. Type II Supporting Organizations**

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If 'No,' describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).	1	

**Section D. All Type III Supporting Organizations**

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1	
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If 'No,' explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).	2	
3 By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If 'Yes,' describe in Part VI the role the organization's supported organizations played in this regard.	3	

**Section E. Type III Functionally Integrated Supporting Organizations**

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).

a  The organization satisfied the Activities Test. Complete line 2 below.

b  The organization is the parent of each of its supported organizations. Complete line 3 below.

c  The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).

2 Activities Test. Answer lines 2a and 2b below.

	Yes	No
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If 'Yes,' then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.	2a	
b Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If 'Yes,' explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.	2b	

3 Parent of Supported Organizations. Answer lines 3a and 3b below.

a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If 'Yes' or 'No,' provide details in Part VI.	3a	
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If 'Yes,' describe in Part VI the role played by the organization in this regard.	3b	

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

**Section A – Adjusted Net Income**

		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	

**Section B – Minimum Asset Amount**

		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	

**Section C – Distributable Amount**

			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	

7  Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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**Part V** Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D – Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required – provide details in Part VI)	5
6	Other distributions (describe in Part VI). See instructions.	6
7	<b>Total annual distributions.</b> Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	8
9	Distributable amount for 2021 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E – Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2021	(iii) Distributable Amount for 2021
1	Distributable amount for 2021 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required – explain in Part VI). See instructions.		
3	Excess distributions carryover, if any, to 2021		
a	From 2016		
b	From 2017		
c	From 2018		
d	From 2019		
e	From 2020		
f	<b>Total</b> of lines 3a through 3e		
g	Applied to underdistributions of prior years		
h	Applied to 2021 distributable amount		
i	Carryover from 2016 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2021 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2021 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.		
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.		
7	<b>Excess distributions carryover to 2022.</b> Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2017		
b	Excess from 2018		
c	Excess from 2019		
d	Excess from 2020		
e	Excess from 2021		

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**Part VI**

**Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

**PART II, LINE 10 - OTHER INCOME**

NATURE AND SOURCE	2021	2020	2019	2018	2017
MISCELLANEOUS INCOME	\$ 6,826.	\$ 1,259.	\$ 842.	\$ 2,889.	\$ 3,026.
<b>TOTAL</b>	<b>\$ 6,826.</b>	<b>\$ 1,259.</b>	<b>\$ 842.</b>	<b>\$ 2,889.</b>	<b>\$ 3,026.</b>

**SCHEDULE O**  
**(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

OMB No. 1545-0047

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.  
▶ Attach to Form 990 or Form 990-EZ.

**2021**

**Open to Public  
Inspection**

Department of the Treasury  
Internal Revenue Service

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

Name of the organization

Employer identification number

BITHIAH'S FAMILY SERVICES

47-3251661

**FORM 990-EZ, PART I, LINE 8  
OTHER REVENUE**

MISC INCOME .....	\$	6,826.
	<b>TOTAL</b>	<b>\$ 6,826.</b>

**FORM 990-EZ, PART I, LINE 16  
OTHER EXPENSES**

ADVERTISING AND PROMOTION .....	\$	30.
BANK & MERCHANT FEES .....		4,801.
CONTRACT SERVICES .....		11,047.
DUES & SUBSCRIPTIONS .....		717.
EQUIPMENT .....		2,927.
INSURANCE .....		2,231.
MISCELLANEOUS .....		8,741.
PROGRAM EXPENSES .....		10,194.
SUPPLIES .....		8,621.
TELEPHONE .....		40.
TRAVEL .....		10,440.
	<b>TOTAL</b>	<b>\$ 59,789.</b>

**FORM 990-EZ, PART III - ORGANIZATION'S PRIMARY EXEMPT PURPOSE**

BITHIAH'S FAMILY SERVICES PROVIDE SUPPORTIVE SERVICES INCLUDING TRAININGS TO EDUCATORS, FOSTER, ADOPTIVE, KINSHIP AND BIRTH FAMILIES. TRAUMA INFORMED RETREAT AND CONFERENCE FOR FOSTER, ADOPTIVE AND KINSHIP MOMS. SUPPORT GROUPS FOR FOSTER, ADOPTIVE AND KINSHIP PARENTS.

**FORM 990-EZ, PART III, LINE 28 - STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS**

BITHIAH'S FAMILY SERVICES PROVIDE SUPPORTIVE SERVICES INCLUDING TRAININGS TO EDUCATORS, FOSTER, ADOPTIVE, KINSHIP AND BIRTH FAMILIES. TRAUMA INFORMED RETREAT AND CONFERENCE FOR FOSTER, ADOPTIVE AND KINSHIP MOMS. SUPPORT GROUPS FOR FOSTER, ADOPTIVE AND KINSHIP PARENTS.

**FORM 990-EZ, PART V - REGARDING TRANSFERS ASSOCIATED WITH PERSONAL BENEFIT CONTRACTS**

(A) DID THE ORGANIZATION, DURING THE YEAR, RECEIVE ANY FUNDS, DIRECTLY OR INDIRECTLY, TO PAY PREMIUMS ON A PERSONAL BENEFIT CONTRACT?..... NO

(B) DID THE ORGANIZATION, DURING THE YEAR, PAY PREMIUMS, DIRECTLY OR INDIRECTLY, ON A PERSONAL BENEFIT CONTRACT?..... NO

**BITHIAH'S HOUSE**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2018**

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Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to Financial Statements	7 – 10

# *Guzman & Gray*

Certified Public Accountants

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4510 East Pacific Coast Highway, Suite 270  
Long Beach, California 90804

Mark Gray, CPA  
Patrick S. Guzman, CPA

(562) 498-0997 Fax: (562) 597-7359

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Bithiah's House

### **Report on Financial Statements**

We have audited the accompanying financial statements of Bithiah's House (the "Organization") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2018, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

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

### **Auditors' Responsibility**

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

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

## INDEPENDENT AUDITORS' REPORT (Continued)

### **Auditors' Responsibility (Continued)**

An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Bithiah's House as of December 31, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



GUZMAN & GRAY  
Long Beach, CA  
June 28, 2019

BITHIAH'S HOUSE  
STATEMENTS OF FINANCIAL POSITION

AS OF DECEMBER 31, 2018

ASSETS

	<u>Totals</u> <u>2018</u>
CURRENT ASSETS	
Cash	\$ 24,678
Accounts receivable	62,874
Prepaid expenses	5,925
TOTAL CURRENT ASSETS	<u>93,477</u>
PROPERTY AND EQUIPMENT, Net	<u>6,002</u>
TOTAL ASSETS	<u>\$ 99,479</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts payable	\$ 413
Notes payable, current portion	20,680
Accrued payroll and taxes	11,926
Accrued vacation	1,142
TOTAL CURRENT LIABILITIES	<u>\$ 34,161</u>
LONG TERM LIABILITIES	
Notes payable, noncurrent portion	<u>22,803</u>
TOTAL LIABILITIES	<u>56,964</u>
NET ASSETS	
Unrestricted	<u>42,515</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 99,479</u>

See independent auditors' report and notes to the financial statements

BITHIAH'S HOUSE  
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

FOR THE YEAR ENDED DECEMBER 31, 2018

	<u>2018</u>
REVENUE AND SUPPORT	
Contributions	\$ 64,220
Government Contract	697,865
Interest income	6
Other	<u>2,889</u>
TOTAL REVENUE AND SUPPORT	<u>764,980</u>
EXPENSES	
Program services	700,502
Supporting Services:	
Management and general	48,880
Fundraising	
TOTAL EXPENSES	<u>749,382</u>
CHANGE IN NET ASSETS	15,598
NET ASSETS, BEGINNING OF YEAR	<u>26,917</u>
NET ASSETS, END OF YEAR	<u><u>\$ 42,515</u></u>

See independent auditors' report and notes to the financial statements

BITHIAH'S HOUSE  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2018

	Program Services	Supporting Services			Totals
		Management	Fundraising	Total	2018
EXPENSES					
Salaries and wages	\$ 473,457	\$ 24,919	\$ -	\$ 24,919	\$ 498,376
Insurance	54,694			-	54,694
Program supplies	36,243				36,243
Professional fees		5,089		5,089	5,089
Payroll taxes	44,901	2,363		2,363	47,264
Employee training		2,273		2,273	2,273
Depreciation	3,264	363		363	3,627
Utilities	36,397				36,397
Repairs and maintenance	23,177				23,177
Advertising	630				630
Bank and merchant fees		2,183		2,183	2,183
Telephone	2,669	297		297	2,966
Miscellaneous	6,047				6,047
Supplies	16,229	854		854	17,083
Equipment		2,909		2,909	2,909
Dues and subscriptions		1,412		1,412	1,412
Travel, mileage, and parking	2,794				2,794
Postage & shipping		329		329	329
Interest		5,889		5,889	5,889
<b>TOTAL EXPENSES</b>	<b>\$ 700,502</b>	<b>\$ 48,880</b>	<b>\$ -</b>	<b>\$ 48,880</b>	<b>\$ 749,382</b>

See independent auditors' report and notes to the financial statements

BITHIAH'S HOUSE  
STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 2018

	Totals
	2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Change in net assets	\$ 15,598
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	3,627
(Increase) decrease in assets	
Accounts receivable	(7,739)
Other Assets	2,414
Prepaid expenses	(1,308)
Increase (decrease) in liabilities	
Accounts payable	-
Accrued payroll and benefits	3,911
Notes Payable	(52,591)
Net cash from operating activities	(36,089)
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	
Purchase of fixed assets	(318)
Net flows used in investing activities	(318)
 <b>NET INCREASE (DECREASE) IN CASH</b>	(36,407)
 <b>CASH, BEGINNING OF YEAR</b>	61,085
 <b>CASH, END OF YEAR</b>	\$ 24,678
 <b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>	
 <b>INTEREST PAID</b>	\$ 5,889
<b>INCOME TAXES PAID</b>	NONE

See independent auditors' report and notes to the financial statements

BITHIAH'S HOUSE  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018

NOTE 1 – ORGANIZATION

Bithiah's House (or the "Organization") was founded in 2015 and is a short-term residential therapeutic program for infants and toddlers in the foster care system. We specialize in medically-fragile cases and strive to offer a loving home-like environment for each child who comes through our doors. We offer specific care plans and therapeutic services for babies and toddlers ages 0-4. Bithiah's House is an official 501(c)(3) nonprofit with the mission to provide safe, temporary housing and treatment for babies with the goal of transitioning to a family.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

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

New Accounting Pronouncements Implemented this Year

In August 18, 2016, FASB issued ASU 2016-14, Not-for-profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Organization has adjusted the presentation of these statements accordingly. The ASU has been applied retrospectively to all periods presented

Financial Statement Presentation

The accompanying financial statements of the Organization are prepared on the accrual basis of accounting in accordance with accounting principles accepted in the United States of America. Net assets and revenue, gains, and losses are classified based on donor-imposed restrictions. Accordingly, net assets are classified and reported as:

Without Donor Restrictions – Those resources not subject to donor-imposed restrictions. The board of directors has discretionary control over these resources. Designated amounts represent those net assets that the board has set aside for a particular purpose.

With Donor Restrictions – Those resources subject to donor imposed restrictions that will be satisfied by action of the Organization or by the passage of time.

The Organization has elected to present contributions with donor restrictions that are fulfilled in the same period within the net assets without donor restrictions class.

Cash and Cash Equivalents

Bithiah's House has defined cash and cash equivalents as cash held in checking and money market accounts and certificates of deposit with original maturities of less than 90 days.

BITHIAH'S HOUSE  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property and Equipment

Property and equipment are recorded at cost if purchased or at fair market value at the date of donation if donated. Depreciation is computed on the straight-line basis over the estimated useful life of the related asset. Maintenance and repair costs are charged to expense as incurred.

Income Taxes

The Organization is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code ("IRC") and Section 23701(d) of the California Tax Code. Contributions to the Organization are deductible for tax purposes under Section 170(c)(2) of the IRC. The Organization is not a private foundation.

The Organization evaluates uncertain tax positions whereby the effect of the uncertainty would be recorded if the tax positions will, more likely than not, be sustained upon examination. As of December 31, 2018, management does not believe the Organization has any uncertain tax positions requiring accrual or disclosure. The Organization is subject to potential income tax audits on open tax years by any taxing jurisdiction in which it operates. The statute of limitations for federal and California state purposes is generally three and four years, respectively.

Recently Issued Accounting Pronouncements

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842) (ASU 2016-02). The guidance in this ASU supersedes the leasing guidance in Topic 840, Leases. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. The Organization is currently evaluating the impact of the adoption of the new standard on the financial statements.

Expense Allocation

The cost of providing various programs and other activities has been summarized on a functional basis in the statement of activities and the schedule of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual events and results could differ from those assumptions and estimates.

Subsequent Events

Management has evaluated subsequent events through June 28, 2019, the date which the financial statements were available for issue. No events or transactions have occurred during this period that appear to require recognition or disclosure in the financial statements.

BITHIAH'S HOUSE  
 NOTES TO FINANCIAL STATEMENTS  
 DECEMBER 31, 2018

NOTE 3 – PROPERTY AND EQUIPMENT, net

Property and equipment consist of the following:

Vehicles	\$ 11,800
Furniture and Equipment	<u>319</u>
	12,119
Less: Accumulated Depreciation	<u>(6,117)</u>
	<u>\$ 6,002</u>

The depreciation expense for the year ended December 31, 2018 was \$3,627.

NOTE 4 - LONG TERM DEBT

The Organization maintains the following long term debt:

During 2017, Keith and Michelle Thompson made 4 personal loans to the Organization worth a total of \$43,000. Each unsecured loan has an interest rate of 7.75%. The Organization will make 60 monthly payments of \$808 in order to satisfy all debts.

Keith and Michelle Thompson made a \$40,000 personal loan to the Organization in March 2017. The unsecured loan has an interest rate of 7.75% and 60 monthly payments of \$808.

Rex and Nanci White made a \$40,000 personal loan to the Organization in November 2017. The unsecured loan has an interest rate of 7.75% and 48 monthly payments of \$971. Rex and Nanci White forgave \$10,000 and \$17,000 of the principle in December of 2017 and December of 2018 respectively.

Maturities of notes payable for each of the next five years and in the aggregate are as follows:

<u>Years Ending December 31,</u>	
2019	\$ 20,680
2020	14,016
2021	<u>8,787</u>
Total	<u>\$ 43,483</u>

BITHIAH'S HOUSE  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018

NOTE 5 – LIQUIDITY AND AVAILABILITY

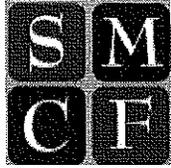
The Organization maintains and manages adequate operating funds per policies set by the board of directors.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

Cash	\$ 24,678
Less cash held with restrictions	<u>0</u>
Total	<u><u>\$ 24,678</u></u>

**SAN MARCOS COMMUNITY FOUNDATION**

**Grant Cover Page**



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

Project Name: CAIR-SD Outreach, Advocacy, & Education in San Marcos	Total # of people served: 600	Amount Requested: \$10,000
Date Submitted: December 28, 2022	Total # of San Marcos residents served: 600	

Non-Profit Organization Name and Address, Website Council on American Islamic Relations – San Diego 7710 Balboa Ave. Ste. 326 San Diego, CA 92111 <a href="https://ca.cair.com/sandiego/">https://ca.cair.com/sandiego/</a>	Contact Person – Name, Title & Phone, email  Tazheen Nizam, Executive Director 858.278.4547 tnizam@cair.com
---	---

**Briefly describe your request for funds (to be expanded upon in narrative for regular grant):**  
 Funds requested will support quarterly (4 events) culturally and linguistically expert outreach, education, and advocacy events for marginalized San Marcos residents with a focus on Muslim residents as well as individual outreach where target population constituents gather (i.e., the local mosque, colleges & universities). Events will include some combination of Know Your Rights workshops, access to vaccinations, partner booths (health, behavioral health, oral health), food distribution, housing specialists, legal specialists, workforce information and connections, and more. CAIR-San Diego expects to make a minimum of 600 individual and group contacts (with some likely duplicated). Funding will support CAIR-San Diego engagement with Cal State San Marcos and Palomar College student cultural organizations such as Muslim Student Coalitions and AAPI Student Coalitions.

**Briefly describe the significance of your request to the San Marcos community:**  
 While the City of San Marcos has a large Muslim population, there is no Muslim community center (such as a mosque) in San Marcos. Outreach, education, and advocacy directed to Muslim San Marcos residents, and open to any marginalized San Marcos resident, will support greater access to health, mental health, and legal services, increased civic engagement and integration into the San Marcos community.

Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit OK 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations OK <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. OK (2020) d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Expected date project will begin/end: 3/1/2023 Date by which funds will be expended: 12/31/2023  Signature of President or Authorized Officer  Name, Title _____ Date _____ TAZHEEN NIZAM, EXECUTIVE DIR
Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): <a href="mailto:cityclerk@san-marcos.net">cityclerk@san-marcos.net</a>	

Title **CAIR-SD - Outreach, Advocacy, & Education in San Marcos** 01/31/2023  
id. 35200934  
by **Tazheen Nizam** in **San Marcos Community Foundation**  
tnizam@cair.com

**Original Submission** 01/31/2023

### General Project Information

Please enter your organization's name and project name. **CAIR-SD - Outreach, Advocacy, & Education in San Marcos**

Are you applying for the Mini Grant or the Regular Grant? **Regular Grant (\$1,500 - \$10,000)**

Project Name **CAIR-SD Outreach, Advocacy, & Education in San Marcos**

Project Start Date **3/1/2023**

Project End Date **12/31/2023**

Date by Which Funds Will Be Expended: **12/31/2023**

Total Number of People Served by this Project **600.0**

Total Number of People Served by this Project in San Marcos Only **600.0**

Grant Amount Requested **10000.0**

### Organization Details

Organization Name **Council on American Islamic Relations - San Diego**

Organization Street Address **7710 Balboa Ave. Ste. 326**

Organization City **San Diego**

Organization State	<b>California</b>
Organization Zip Code	<b>92111</b>
Organization Website	<b><a href="https://lca.cair.com/sandiego/">https://lca.cair.com/sandiego/</a></b>
Organization's EIN	<b>77-0411194</b> <b>0</b> <b>false</b> <b>false</b>

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### Contact Information

Contact First Name	<b>Tazheen</b>
Contact Last Name	<b>Nizam</b>
Contact Title	<b>Executive Director</b>
Contact Phone	<b>+18582784547</b>
Contact Email	<b>tnizam@cair.com</b>

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### Project Details

Briefly describe your request for funds. **Funds requested will support quarterly ( 4 events) culturally and linguistically expert outreach. education, and advocacy events for marginalized San Marcos residents with a focus on Muslim 'residents as well as individual outreach where target population constituents gather (i.e., the local mosque, colleges & universities). Events will include some combination of Know Your Rights workshops, access to vaccinations, partner booths (health, behavioral health, oral health), food distribution, housing specialists, legal specialists, workforce information and connections, and more. CAIR-San Diego expects to make a minimum of 600 individual and group contacts (with some likely duplicated). Funding will support CAIR-San Diego engagement with Cal State San Marcos and Palomar College student cultural organizations such as Muslim Student Coalitions and AAPI Student Coalitions.**

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served. **While the City of San Marcos has a large Muslim population, there is no Muslim community center (such as a mosque) in San Marcos. Outreach, education, and advocacy directed to Muslim San Marcos residents, and open to any marginalized San Marcos resident, will support greater access to health, mental health, and legal services, increased civic engagement and integration into the San Marcos community.**

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

**Question not accessible to applicant.**

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

**Question not accessible to applicant.**

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

**The Council on American Islamic Relations - San Diego Chapter (CAIR-San Diego) is pleased to provide the following information to determine your interest in supporting this organization with a \$10,000 grant. Funding will support important Civic Engagement as well as Outreach & Education programming and events held throughout San Diego County focused on Arab, Middle Eastern, Muslim, and South Asian (AMEMSA) community members and open to all disadvantaged community members.**

#### **Who Are We?**

**CAIR-San Diego was founded in 2007 with a mission to enhance understanding of Islam, protect civil liberties, promote justice, and empower American Muslims; and our vision is to be a leading advocate for justice and mutual understanding. CAIR-San Diego is dedicated to upholding civil rights of immigrant and refugee community members and helping find avenues for them to integrate more fully into American Society. CAIR-San Diego is a reliable resource and partner for the media, public officials, and policymakers. CAIR-San Diego serves AMEMSA, and other communities of diverse ethnicities and languages, especially immigrants, refugees, and people of color, such as the African American and the Latinx communities. The services of CAIR-San Diego are available to everyone, regardless of faith, and are provided in strategic program areas including Civic Engagement, Youth Leadership Development! Outreach & Education, and Advocacy.**

**-Civic Engagement: CAIR-SD is committed to educating and engaging underrepresented communities of concern and increasing**

participation in the process of civic advocacy by the AMEMSA community, Asian American/Pacific Islander (AAPI) and the Southwest Asian and North African (SWANA) communities. This includes a commitment to increased voter registration and education about the election process leading up to voter engagement in the Get Out The Vote (GOTV) process.

**-Youth Empowerment:** CAIR-SD provides Youth Leadership Development workshops, hosts interns to meet education requirements, and provides opportunities to connect with professionals and elected offices. In 2021 our Interns learned and worked on redistricting. This past Summer CAIR-SD interns were empowered to go back to school and start cultural clubs on campus that allowed them to shine in their own identities and welcome others that were facing similar issues on campus.

**-Outreach & Education:** CAIR-San Diego hosts culturally and linguistically expert outreach and education events throughout San Diego County that include Know Your Rights workshops, access to vaccinations, partner booths (health, behavioral health, oral health), food distribution, housing specialists, legal specialists, workforce information and connections, and more.

**-Advocacy:** CAIR-San Diego is part of the County Board of Supervisors, Afghan Resettlement Task Force. Through the Task Force CAIR-SD advocates for expanded housing, CalWORKs, Food Stamps, schooling allowances and accommodations, language access, and transportation. CAIR-SD advocates for the County and City budget to ensure funding allocation for issues affecting communities of concern through our partnership in Invest in San Diego Families and City Budget Alliance.

**Need:** Despite the diversity within the Muslim community, its members still experience shared trauma as the targets of hate. While California is home to the largest overall Muslim population in the country, it also houses 72 active hate groups with approximately a dozen operating in San Diego County. The rise in hate crimes and incidents against AAPI and AMEMSA individuals, and the high rates of bullying of students from these communities negatively impact the livelihood and well-being of San Diego's Muslim families and is of urgent concern. San Diego County is a major resettlement area, resettling a total of 3,359 individuals between August 2021 and April 2022. As newcomers settle into the San Diego community, they need comprehensive information and support. They need help navigating employment as they are eligible; assistance with TPS and Asylum applications; Bystander Training, and they need basic information about rights and responsibilities as well as access to health, social services, and other resources.

**What Do We Do?** CAIRSD hosts Outreach, Education and Advocacy events with different focuses depending on the needs of the community. For example, some events may focus on employment or healthcare, while others focus on legal information, rights (Know Your Rights presentations), and/or civic participation. Still others may focus on meeting basic needs for food, housing, and supplies. Finally, some events will be held collaboratively with numerous partners providing comprehensive information, resources, and support, including ensuring that eligible voters are registered, and understand their civic responsibilities. Since 2021, CAIR-SD has helped many individuals apply for Humanitarian Parole, has provided Know Your Rights workshops in Pushto and Farsi to inform incoming refugees of their rights and common U.S./CA laws, and has partnered with local groups to provide ESL books and materials. Recently, CAIR-SD provided Cultural Competency training to the San Diego Family Justice Center on working with the Muslim Community, and in June, CAIR-SD advocated with the U.S. Congress for the Afghan Refugee Resettlement Act that allows newly arrived refugees to apply for Lawful Permanent Resident status (Green Card) instead of temporary Asylee status. Volunteers support transportation, accompaniment to appointments, application assistance for eligible benefits, clothing and food drives, and more.

**How Will We Use Your Funds?** CAIR-SD will use \$10,000 to support staffing and supplies for community Civic Engagement and Outreach & Education events supporting communities of concern within twelve months of grant award. CAIR-SD would be proud to consider the San Marcos Community Foundation a partner in welcoming and settling Newcomers and supporting marginalized communities in San Marcos. Please do not hesitate to reach out to me directly at (858) 278-4547 or at [tnizam@cair.com](mailto:tnizam@cair.com) if you would like any additional information. Thank you for your kind consideration of our proposal.

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Please upload any community letters or media in support of this project.

[Narrative.pdf](#)

**Question not accessible to applicant.**

---

Please upload the annual operating budget for your organization.

[Organization\\_budget.pdf](#)

---

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[Audited\\_financials.pdf](#)

---

Please attach the first two pages of your Federal 990.

[990.pdf](#)

---

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[ED\\_signature.pdf](#)

---

### **Funding**

---

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

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Project Budget Total **10000.0**

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Is this a Challenge or Matching Grant? **No**

---

Could this be a  
Challenge or  
Matching Grant?

---

**No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

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Please provide a  
brief narrative for  
your budget and  
funding sources for  
this project. If you  
don't receive your full  
grant request, will  
you still be able to  
run the project?

---

**Question not accessible to applicant.**

**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)

Community Organizer: 5 hrs/week x 45 weeks x \$27.50/hr	\$6,187.50
Administrative Assistant: 1.5 hrs/week x 45 weeks x \$25/hr	\$1,687.50
Venue Costs (estimated)	\$500
Printing (educational and promotional materials)	\$1,000
Supplies (educational and event)	\$625
	\$
	\$
	\$
	\$
	\$
	\$
	\$

**Total budget for this PROJECT:** **\$10,000**

**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.**

**None, request will fully fund 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) _____	** _____

**CAIR San Diego  
Budget 2022**

**Revenue**

Banquet	\$	136,000
Restricted	\$	131,000
Unrestricted	\$	160,000
<b>Total Revenue</b>	<b>\$</b>	<b>427,000</b>

**Expenses**

Payroll	\$	237,700
Affiliates	\$	13,265
Insurance	\$	8,000
Marketing/Promotion	\$	12,000
Programs - Banquet	\$	40,000
Programs - Civil Rights	\$	13,000
Programs - Government	\$	2,000
Programs - Outreach & Education	\$	5,000
Programs - Youth Development	\$	5,000
Training	\$	4,000
Legal	\$	38,500
Bank Charges	\$	5,100
Contract Services	\$	14,600
General Administration	\$	15,200
Technology	\$	5,900
Telecommunications	\$	5,400
Travel & Meetings (Parking; Meals; Mileage)	\$	300
<b>Total Expenses</b>	<b>\$</b>	<b>424,965</b>

**Council on American Islamic Relations  
2022**

**California Board of Directors**

---

**Amana Siddiqi, Chair**

Kismet Events, Owner

**Asaad Traina**

UCLA, Physician, Internal Medicine

**Fawad Shaiq, Vice Chair**

United Nations Development Program,  
Construction Management

**Hafeez, A. Mohammad**

Intel, Senior Design Engineer

**Ihab Badr, Secretary**

Apple, Head of Corporate and Global Systems  
Division

**Haitham Abul-Haija**

Intel, Engineer

**Eyas Abdeen, Treasurer**

Investment and Corporate Finance Consultant

**Khydeeya Alam Javid**

Advancement Project CA, Director of  
Government Relations

**Housam Ayloush**

CAIR, Chief Executive Officer

**Michelle Lee**

Northstar School, Director of Programs and  
Community Development

**Adib Mahdi**

King Mahdi Builders, Inc., President/CEO

**Mustanir Makhdoom**

Qualcomm, Project Manager

**Amira Yousef**

UC Irvine, Assistant Director of Public Policy  
Program

**Rania Elbanna**

Elbanna Factory Distributors, Inc., Agent

**Sara Mostafavi**

The Law Office of Sara M. Mostafavi, Attorney

**San Diego Board of Directors**

---

**Adib Mahdi, President**

King Mahdi Builders, Inc., President/CEO

**Ammar Qadan**

Senior Vice President Government Affairs and  
Market Access, Cepheid

**Ahmed Salem, Vice President**

Sharp Healthcare, Critical Care Medicine,

**Asma Khan**

Orascom, Human Resources Representative

**Mustanir Makhdoom, Treasurer**

Qualcomm, Project Manager

**Fatma Zohra**

SEKISUI Diagnostics, LLC. Research &  
Development Manager

**Saima Nasim**

National Conflict Resolution Center, Conflict  
Management Specialist

Form **990**

## Return of Organization Exempt From Income Tax

OMB No. 1545-0047

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

**2021**

Department of the Treasury  
Internal Revenue Service

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

Open to Public Inspection

<b>A</b> For the <b>2021</b> calendar year, or tax year beginning and ending	
<b>B</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	<b>C</b> Name of organization <b>COUNCIL ON AMERICAN-ISLAMIC RELATIONS, CALIFORNIA</b> Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite <b>2180 WEST CRESCENT AVENUE</b> City or town, state or province, country, and ZIP or foreign postal code <b>ANAHEIM, CA 92801-3842</b> <b>F</b> Name and address of principal officer: <b>AMANA SIDDIQI</b> <b>SAME AS C ABOVE</b>
<b>D</b> Employer identification number <b>77-0411194</b>	
<b>E</b> Telephone number <b>714-776-1847</b>	
<b>G</b> Gross receipts \$ <b>7,812,630.</b>	
<b>H(a)</b> Is this a group return for subordinates? ..... <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
<b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
If "No," attach a list. See instructions	
<b>H(c)</b> Group exemption number ▶	
<b>I</b> 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	
<b>J</b> Website: ▶ <b>CA.CAIR.COM</b>	
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶	
<b>L</b> Year of formation: <b>1995</b> <b>M</b> State of legal domicile: <b>CA</b>	

Part I Summary																									
<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: <b>CAIR-CA ENHANCES THE UNDERSTANDING OF ISLAM, PROTECTS CIVIL RIGHTS, PROMOTES JUSTICE AND</b> <b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets. <b>3</b> Number of voting members of the governing body (Part VI, line 1a) ..... <b>3</b> <span style="float:right"><b>14</b></span> <b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) ..... <b>4</b> <span style="float:right"><b>13</b></span> <b>5</b> Total number of individuals employed in calendar year 2021 (Part V, line 2a) ..... <b>5</b> <span style="float:right"><b>108</b></span> <b>6</b> Total number of volunteers (estimate if necessary) ..... <b>6</b> <span style="float:right"><b>144</b></span> <b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 ..... <b>7a</b> <span style="float:right"><b>0.</b></span> <b>7b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11 ..... <b>7b</b> <span style="float:right"><b>0.</b></span>																								
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<b>Part II Signature Block</b>																
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.																
<b>Sign Here</b>	Signature of officer _____ Date _____ <b>EYAS ABDEEN, BOARD TREASURER</b> Type or print name and title															
<b>Paid Preparer Use Only</b>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Print/Type preparer's name <b>REGINA L. PRINCE, CPA</b></td> <td>Preparer's signature _____</td> <td>Date _____</td> <td>Check if self-employed <input type="checkbox"/></td> <td>PTIN <b>P00576936</b></td> </tr> <tr> <td>Firm's name ▶ <b>VASQUEZ + COMPANY LLP</b></td> <td colspan="2">Firm's EIN ▶ <b>33-0700332</b></td> <td colspan="2"></td> </tr> <tr> <td>Firm's address ▶ <b>655 N. CENTRAL AVE., STE 1550 GLENDALE, CA 91203</b></td> <td colspan="4">Phone no. <b>213-873-1700</b></td> </tr> </table>	Print/Type preparer's name <b>REGINA L. PRINCE, CPA</b>	Preparer's signature _____	Date _____	Check if self-employed <input type="checkbox"/>	PTIN <b>P00576936</b>	Firm's name ▶ <b>VASQUEZ + COMPANY LLP</b>	Firm's EIN ▶ <b>33-0700332</b>				Firm's address ▶ <b>655 N. CENTRAL AVE., STE 1550 GLENDALE, CA 91203</b>	Phone no. <b>213-873-1700</b>			
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May the IRS discuss this return with the preparer shown above? See instructions .....  Yes  No

**Part III Statement of Program Service Accomplishments**

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

1 Briefly describe the organization's mission:  
**CAIR-CA ENHANCES THE UNDERSTANDING OF ISLAM, PROTECTS CIVIL RIGHTS,  
PROMOTES JUSTICE AND EMPOWERS AMERICAN MUSLIMS.**

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 \$ 3,429,813. including grants of \$ ) (Revenue \$ )  
**HANDLED 652 CIVIL RIGHTS CASES INCLUDING WORKPLACE DISCRIMINATION, FBI ABUSES, TRAVEL RESTRICTIONS AND HATE CRIMES. WHILE FOCUSING PRIMARILY ON AMERICAN MUSLIMS, CAIR-CA HAS ESTABLISHED A REPUTATION AS AN ADVOCATE FOR ANY GROUP OR INDIVIDUAL WHOSE CIVIL RIGHTS ARE IN JEOPARDY AND FOR PARTNERING WITH LOCAL MINORITY AND LEGAL AID ORGANIZATIONS. WE WORK WITH MANY PARTNERS TO PROVIDE PROGRAMS AND LEGAL SERVICES TO THE MUSLIM COMMUNITY.**

**HANDLED 1,338 IMMIGRANTS' RIGHTS CASES INCLUDING ASYLUM, LEGAL PERMANENT RESIDENCY, CITIZENSHIP OR REUNIFICATION WITH FAMILIES AS WELL AS VICTIMS OF HUMAN TRAFFICKING, SERIOUS CRIMES AND DOMESTIC VIOLENCE. CAIR-CA HELPED CLIENTS ACHIEVE INDEPENDENCE, SECURITY AND THE**

4b (Code: ) (Expenses \$ 428,727. including grants of \$ ) (Revenue \$ )  
**ENGAGED WITH ELECTED OFFICIALS TO ADVOCATE FOR CIVIL AND HUMAN RIGHTS LEGISLATION BEHALF OF THE AMERICAN MUSLIM COMMUNITY. CAIR-CA DEVELOPED CAMPAIGNS TO MOBILIZE THE MUSLIM COMMUNITY, AND FACILITATED AWARENESS AROUND ISSUES RELEVANT TO CAIR-CA'S POLICY AGENDA AND ADVOCACY THROUGH STATE AND LOCAL EFFORTS AND AT OUR ANNUAL MUSLIM DAY AT THE CAPITOL.**

4c (Code: ) (Expenses \$ 428,726. including grants of \$ ) (Revenue \$ )  
**CONDUCTED 176 EDUCATIONAL WORKSHOPS AND PRESENTATIONS AND HELD 736 COMMUNITY OUTREACH EVENTS. CAIR-CA ORGANIZED EDUCATIONAL, SENSITIVITY AND DIVERSITY WORKSHOPS AND TRAINING SEMINARS FOR EMPLOYERS, EDUCATORS, AND ORGANIZATIONS TO PRESENT ACCURATE INFORMATION ABOUT ISLAM AND MUSLIMS AND OFFERS SUGGESTIONS FOR RELIGIOUS ACCOMMODATION. CAIR - CA STRIVES TO EDUCATE OTHERS ABOUT ISLAM WHILE BUILDING STRONG RELATIONSHIPS WITH OTHER FAITH COMMUNITIES AND ALLIED ORGANIZATIONS.**

**CONDUCTED 171 MEDIA PARTICIPATION WITH LOCAL AND NATIONAL MEDIA TO ENSURE AN ACCURATE PORTRAYAL OF ISLAM AND MUSLIMS IS PRESENTED TO THE AMERICAN PUBLIC. CAIR-CA MONITORS LOCAL, NATIONAL AND INTERNATIONAL MEDIA IN PART, TO CHALLENGE NEGATIVE STEREOTYPES, BUT ALSO TO APPLAUD**

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

4e Total program service expenses **4,287,266.**



**Council on American-Islamic Relations**

**Council on American-Islamic Relations, California and Subsidiary**  
**Audited Consolidated Financial Statements**  
*As of and for the Years Ended December 31, 2021 and 2020*  
*with Independent Auditor's Report*

**Council on American-Islamic Relations, California and Subsidiary**  
**Audited Consolidated Financial Statements**  
***As of and for the Years Ended December 31, 2021 and 2020***  
***with Independent Auditor's Report***

**Council on American-Islamic Relations, California and Subsidiary  
Table of Contents**

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<b>INDEPENDENT AUDITOR'S REPORT</b>	1
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Consolidated Statements of Financial Position	3
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Year ended December 31, 2021	4
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655 N. Central Avenue  
Suite 1550  
Glendale, CA 91203

[www.vasquez.cpa](http://www.vasquez.cpa)

213-873-1700  
OFFICE

LOS ANGELES  
SAN DIEGO  
IRVINE  
SACRAMENTO  
FRESNO  
PHOENIX  
LAS VEGAS  
MANILA, PH

## Independent Auditor's Report

**To the Board of Directors  
Council on American-Islamic Relations, California**

### Opinion

We have audited the consolidated financial statements of Council on American-Islamic Relations, California (CAIR-CA) and Subsidiary (collectively, the Organization), a not-for-profit organization, which comprise the consolidated statements of financial position as of December 31, 2021 and 2020, the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of December 31, 2021 and 2020, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.



## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

**Glendale, California  
October 15, 2022**

**Council on American-Islamic Relations, California and Subsidiary  
Consolidated Statements of Financial Position**

---

	December 31	
	2021	2020
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 7,465,593	\$ 6,714,104
Investments	4,746,626	3,053,121
Accounts receivable	1,305,592	770,212
Prepaid expenses and deposits	28,176	54,279
<b>Total current assets</b>	<b>13,545,987</b>	10,591,716
Investment in a limited liability company	50,000	50,000
Property and equipment, net	2,277,117	1,128,889
<b>Total assets</b>	<b>\$ 15,873,104</b>	\$ 11,770,605
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 457,543	\$ 328,325
Accrued vacation	144,699	151,488
Accrued payroll and payroll taxes	75,876	63,587
Tenant deposits	12,363	5,600
Refundable advance	145,333	-
Loans payable	730,000	-
<b>Total liabilities</b>	<b>1,565,814</b>	549,000
<b>Net assets</b>		
Without donor restrictions	13,240,667	10,134,456
With donor restrictions	1,066,623	1,087,149
<b>Total net assets</b>	<b>14,307,290</b>	11,221,605
<b>Total liabilities and net assets</b>	<b>\$ 15,873,104</b>	\$ 11,770,605

*See notes to consolidated financial statements.*

**Council on American-Islamic Relations, California and Subsidiary**  
**Consolidated Statement of Activities**  
**Year ended December 31, 2021**

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>Revenues and support</b>			
Contributions and grants	\$ 3,883,390	\$ 2,017,111	\$ 5,900,501
Paycheck Protection Program (PPP) grant	802,057	-	802,057
Special events revenue, net of cost of direct benefits to donors of \$50,061	953,361	-	953,361
Rental income	71,739	-	71,739
In-kind contribution	78,763	-	78,763
Other income	31,408	-	31,408
Net assets released from restrictions	<u>2,037,637</u>	<u>(2,037,637)</u>	<u>-</u>
<b>Total revenues and support</b>	<u>7,858,355</u>	<u>(20,526)</u>	<u>7,837,829</u>
<b>Expenses</b>			
Program services	4,213,678	-	4,213,678
Management and general	734,964	-	734,964
Fundraising	712,220	-	712,220
Asset management	162,207	-	162,207
<b>Total expenses</b>	<u>5,823,069</u>	<u>-</u>	<u>5,823,069</u>
<b>Change in net assets before income from investments</b>	2,035,286	(20,526)	2,014,760
Realized/unrealized gain on investments, net	<u>1,070,925</u>	<u>-</u>	<u>1,070,925</u>
<b>Change in net assets</b>	3,106,211	(20,526)	3,085,685
<b>Net assets at beginning of year</b>	<u>10,134,456</u>	<u>1,087,149</u>	<u>11,221,605</u>
<b>Net assets at end of year</b>	<u>\$ 13,240,667</u>	<u>\$ 1,066,623</u>	<u>\$ 14,307,290</u>

*See notes to consolidated financial statements.*

**Council on American-Islamic Relations, California and Subsidiary  
Consolidated Statement of Activities  
Year ended December 31, 2020**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>Revenues and support</b>			
Contributions and grants	\$ 2,315,072	\$ 3,218,675	\$ 5,533,747
Paycheck Protection Program (PPP) grant	617,241	-	617,241
Special events revenue, net of cost of direct benefits to donors of \$53,641	501,530	-	501,530
Rental income	50,129	-	50,129
In-kind contribution	57,734	-	57,734
Other income	31,074	-	31,074
Net assets released from restrictions	<u>3,528,440</u>	<u>(3,528,440)</u>	<u>-</u>
<b>Total revenues and support</b>	<u>7,101,220</u>	<u>(309,765)</u>	<u>6,791,455</u>
<b>Expenses</b>			
Program services	4,489,338	-	4,489,338
Management and general	775,441	-	775,441
Fundraising	728,799	-	728,799
Asset management	132,071	-	132,071
<b>Total expenses</b>	<u>6,125,649</u>	<u>-</u>	<u>6,125,649</u>
<b>Change in net assets before income from investments</b>			
	975,571	(309,765)	665,806
Realized/unrealized gain on investments, net	<u>674,305</u>	<u>-</u>	<u>674,305</u>
<b>Change in net assets</b>	1,649,876	(309,765)	1,340,111
<b>Net assets at beginning of year</b>	<u>8,484,580</u>	<u>1,396,914</u>	<u>9,881,494</u>
<b>Net assets at end of year</b>	<u>\$ 10,134,456</u>	<u>\$ 1,087,149</u>	<u>\$ 11,221,605</u>

*See notes to consolidated financial statements.*

**Council on American-Islamic Relations, California and Subsidiary**  
**Consolidated Statement of Functional Expenses**  
**Year ended December 31, 2021**

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Asset Management</u>	<u>Total</u>
Salaries	\$ 2,814,181	\$ 402,026	\$ 438,574	\$ -	\$ 3,654,781
Employee benefits	567,264	81,038	88,405	-	736,707
Outreach	198,451	-	14,285	-	212,736
Professional services	25,680	122,989	43,289	9,607	201,565
Payment to affiliates	171,969	-	-	-	171,969
Technology	100,852	14,407	15,717	-	130,976
Rent	102,575	10,131	13,930	-	126,636
Depreciation	32,766	3,236	4,450	85,530	125,982
Marketing	73,103	-	12,901	-	86,004
Unfulfilled pledges	-	73,588	-	-	73,588
Merchant fees	-	-	62,044	-	62,044
Telecommunications	45,996	6,571	7,168	-	59,735
Supplies	32,567	4,071	4,071	-	40,709
Building maintenance and repairs	-	-	-	30,819	30,819
Insurance	12,968	11,371	-	5,133	29,472
Utilities	8,418	831	1,143	6,067	16,459
Travel, mileage and meetings	13,109	-	1,457	-	14,566
Property taxes	-	-	-	11,796	11,796
Memberships, licenses and subscriptions	5,674	1,891	1,891	145	9,601
Postage	4,944	353	1,766	-	7,063
Association dues	-	-	-	6,597	6,597
Miscellaneous	-	-	-	5,757	5,757
Printing and publications	3,161	226	1,129	-	4,516
Bank charges	-	2,235	-	56	2,291
Interest	-	-	-	700	700
	<u>\$ 4,213,678</u>	<u>\$ 734,964</u>	<u>\$ 712,220</u>	<u>\$ 162,207</u>	<u>\$ 5,823,069</u>

*See notes to consolidated financial statements.*

**Council on American-Islamic Relations, California and Subsidiary**  
**Consolidated Statement of Functional Expenses**  
**Year ended December 31, 2020**

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Asset Management</u>	<u>Total</u>
Salaries	\$ 2,692,030	\$ 466,608	\$ 430,715	\$ -	\$ 3,589,353
Employee benefits	532,628	92,320	85,219	-	710,167
Outreach	592,757	-	31,198	-	623,955
Professional services	42,740	84,337	36,546	8,209	171,832
Payment to affiliates	154,087	-	-	-	154,087
Marketing	106,122	-	35,374	-	141,496
Rent	103,908	10,015	11,267	-	125,190
Technology	89,538	15,520	14,326	-	119,384
Depreciation	34,916	3,365	3,786	67,713	109,780
Unfulfilled pledges	-	72,740	-	-	72,740
Telecommunications	50,026	8,671	8,004	-	66,701
Merchant fees	-	-	59,921	-	59,921
Insurance	10,960	9,832	-	12,881	33,673
Travel, mileage and meetings	27,416	3,225	1,613	-	32,254
Supplies	21,155	2,821	4,231	-	28,207
Property taxes	-	189	-	21,939	22,128
Utilities	7,920	772	869	5,755	15,316
Memberships, licenses and subscriptions	6,381	2,127	2,127	138	10,773
Building maintenance and repairs	-	-	-	7,121	7,121
Printing and publications	4,649	332	1,660	-	6,641
Postage	4,173	298	1,490	-	5,961
Association dues	-	-	-	5,937	5,937
Property insurance	4,180	403	453	-	5,036
Contribution	3,752	-	-	-	3,752
Janitorial	-	-	-	2,331	2,331
Bank charges	-	1,866	-	47	1,913
	<u>\$ 4,489,338</u>	<u>\$ 775,441</u>	<u>\$ 728,799</u>	<u>\$ 132,071</u>	<u>\$ 6,125,649</u>

*See notes to consolidated financial statements.*

**Council on American-Islamic Relations, California and Subsidiary  
Consolidated Statements of Cash Flows**

	Years ended December 31	
	2021	2020
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 3,085,685	\$ 1,340,111
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	125,982	109,780
Unfulfilled pledges	73,588	72,740
Non-cash stock contributions	(78,763)	(57,734)
Net realized/unrealized gain on investments	(1,070,925)	(674,305)
Changes in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(608,968)	(39,252)
Prepaid expenses and deposits	26,103	(29,479)
Increase (decrease) in:		
Accounts payable and accrued expenses	129,218	17,333
Accrued vacation	(6,789)	51,137
Accrued payroll and payroll taxes	12,289	19,166
Tenant deposits	6,763	-
Refundable advance	145,333	-
<b>Net cash provided by operating activities</b>	<b>1,839,516</b>	<b>809,497</b>
<b>Cash flows from investing activities</b>		
Purchase of investments	(543,817)	(13,547)
Purchase of property and equipment	(544,210)	(91,553)
<b>Cash used in investing activities</b>	<b>(1,088,027)</b>	<b>(105,100)</b>
<b>Net increase in cash and cash equivalents</b>	<b>751,489</b>	<b>704,397</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>6,714,104</b>	<b>6,009,707</b>
<b>Cash and cash equivalents at end of year</b>	<b>\$ 7,465,593</b>	<b>\$ 6,714,104</b>
<b>Supplemental information:</b>		
Property and equipment acquired through loan	<b>\$ 730,000</b>	<b>-</b>

*See notes to consolidated financial statements.*

**NOTE 1      DESCRIPTION OF ORGANIZATION**

Council on American-Islamic Relations, California (CAIR-CA) was incorporated in the State of California on September 15, 1995. CAIR-CA enhances the understanding of Islam and encourages dialogue to promote an accurate image of Muslims. CAIR-CA protects civil liberties and empowers American Muslims to have the freedom of worship and expression. CAIR-CA builds coalition that promote justice and mutual understanding with interfaith groups and allied organizations who share and support the CAIR-CA's work. CAIR-CA ensures the rights of all Americans are protected through their programs and services and the rights of American Muslims are upheld to the same constitutional standards as that of any other American.

CAIR-CA formed CAIR-CA Title Holding Corporation (Subsidiary) on November 28, 2001, a 501(c)(2) nonprofit organization. Its purpose is to control and oversee the operations and/or investments of any property or assets belonging to CAIR-CA. The Subsidiary is responsible for collecting rental income, paying bills and property maintenance.

**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Principles of Consolidation**

The accompanying consolidated financial statements include the accounts of CAIR-CA and CAIR-CA Title Holding Corporation (collectively, the Organization). CAIR-CA has a controlling interest. All significant intercompany transactions have been eliminated in the consolidation.

**Basis of Accounting**

The accounts are maintained on the accrual basis of accounting for financial reporting purposes, which recognizes income for the period earned and expenses when incurred, regardless of the timing of payments.

**Cash and Cash Equivalents**

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of three (3) months or less at the time of purchase.

**Investments**

Investments are stated at fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants at the measurement date. The estimated fair value of investments is based on quoted market prices, except for alternative investments for which quoted market prices are not available. Unrealized gains or losses on investments resulting from fair value fluctuations are recorded in the consolidated statements of activities in the period that such fluctuations occur.

Purchases and sales are recorded on a trade or contract date basis.

**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Investment in a Limited Liability Company**

The investment in a limited liability company is accounted for using the cost method. At December 31, 2021 and 2020, the Organization owns 1.67% interest in Shura Foundation, LLC.

**Fair Value Measurement**

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 820, *Fair Value Measurement*, establishes a fair value hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are those that market participants would use in pricing the asset or liability based on market data obtained from sources independent of the Organization. Unobservable inputs, if any, reflects the Organization's assumption about the inputs market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. Assets and liabilities are measured at fair value using a three-level fair value hierarchy that ranks the quality and reliability of the information used to measure fair value. The three levels of inputs used to measure fair value are as follows:

- Level 1:* Quoted prices are available in active markets for identical assets or liabilities as of the reporting date.
- Level 2:* Pricing inputs are other than quoted prices in active markets included in Level 1, which are either directly or indirectly observable as of the reporting date.
- Level 3:* Pricing inputs include significant inputs that are generally unobservable from objective sources. These inputs may be used with internally developed methodologies that result in management's best estimate of fair value.

An asset's or liability's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. All assets and liabilities for which the fair value measurement is based on significant unobservable inputs or instruments which trade infrequently, and therefore, have little or no price transparency, are classified as Level 3.

The Organization's financial assets and liabilities include primarily cash and cash equivalents, investments, receivables, accounts payable and accrued liabilities. Because of the short-term nature of cash, receivables, accounts payable and accrued liabilities, the carrying amounts of these assets and liabilities approximate their fair values. The fair value of the Organization's investments is described in Note 4.

**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Property and Equipment**

Property and equipment are recorded at cost or, if donated, at estimated fair value at the date of donation. The costs of additions and betterments are capitalized, while expenditures for maintenance and repairs are charged to expense as incurred. The Organization generally capitalizes an asset if the estimated useful life of the asset exceeds one year and the cost exceeds \$1,000.

Upon disposal of depreciable property, the appropriate property accounts are reduced by the related costs and accumulated depreciation. The resulting gains and losses are reflected in the consolidated statements of activities.

Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives. The estimated service life of the assets for depreciation purposes may be different than their actual economic useful lives. Fully depreciated assets are retained in the accounts until their retirement.

	Estimated Useful Life	Depreciation Method
Office equipment	3 - 5 years	Straight-line
Furniture and equipment	7 -10 years	Straight-line
Building	27.5 - 39 years	Straight-line
Building improvements	5 -15 years	Straight-line

**Financial Statement Presentation**

The Organization recognizes contributions, including unconditional promises to give, as revenue in the period received. Contributions and net assets are classified on the existence or absence of donor-imposed restrictions. The net assets of the Organization and changes therein are classified and reported as follows:

*Net assets without donor restrictions* – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization’s management and board of directors.

*Net assets with donor restrictions* - Net assets subject to stipulations imposed by donors or grantors. Some donor restrictions are temporary in nature; those restrictions that will be met either by actions of the Organization and/or passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the consolidated statements of activities. Donor-restricted contributions whose restrictions are met within the same reporting period as received are reported as contributions without donor restrictions in the accompanying consolidated financial statements.

**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Promises to Give (Pledges Receivable)**

Unconditional promises to give are reported at net realizable value if, at the time the promise is made, payment is expected to be received in one year or less. Unconditional promises that are expected to be collected in more than one year are reported at fair value initially and at present value in subsequent periods. The Organization has a policy to write-off pledges receivable that are uncollected for more than 2 years.

Unconditional promises to give are measured using present value techniques that consider historical trends of collection, the donor's overall creditworthiness, the Organization's policies concerning enforcement of promises to give, and market interest rate assumptions. The interest element resulting from amortization of the discount for the time value of money, computed using the effective interest rate method, is reported as contribution revenue.

Conditional promises to give, that contains a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. As of December 31, 2021, contributions of approximately \$163,500 was not recognized in the consolidated statements of activities because the condition on which they depend was not yet met. No similar conditional promises to give existed of December 31, 2020.

**Contributions**

Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received or promised. Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. All donor-restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Conditional contributions received are recorded as refundable advance and will be recognized as revenues when the conditions are substantially met. As of December 31, 2021 and 2020, conditional contributions received in advance amounted to \$145,333 and \$0, respectively.

**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Grants and contracts**

Revenue from cost-reimbursable grants and contracts is recorded to the extent of expenses incurred applicable to the grant or contract. Any difference between expenses incurred and the total funds received (not to exceed the grant or contract maximum) is recorded as a receivable or an advance, whichever is applicable. Revenue from other grants are recognized on an accrual basis as earned according to the provisions of the grant.

**Donations in- Kind**

Contributions of donated noncash assets are recorded at fair value in the period received.

Donated services are recognized if the service requires specialized skills and is provided by individuals possessing the skills and the service would otherwise need to be purchased.

**Functional Allocation of Expenses**

The costs of providing program services and supporting activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among program and supporting activities benefited. Expenses that can be identified with a specific program are allocated directly to the function benefited.

The expenses that are allocated include salaries and employee benefits, technology and telecommunications, which are allocated based on time and effort, and rent, building maintenance and repairs, depreciation, janitorial, and utilities, allocated based on occupancy rate. Such allocations are determined by management on an equitable basis.

**Use of Estimates**

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Significant estimates include determination of allowance for bad debts and estimated useful lives of assets used in depreciation. Actual results could differ from those estimates.

**New Accounting Pronouncements Not Yet Adopted**

In February 2016, FASB issued Accounting Standard Update (ASU) 2016-02, *Leases, Topic 842*. This accounting standard requires organizations that lease assets to recognize a right-of use asset and a liability, initially measured at the present value of the lease payments, in its balance sheet. Lessor accounting is largely unchanged from that applied under current U.S. GAAP. This ASU will also require additional disclosure about the amount, timing, and uncertainty of cash flows arising from leases. This ASU is effective for fiscal years beginning after December 15, 2021. The Organization has not yet adopted this ASU and does not expect a significant impact on the Organization's consolidated financial statements upon its adoption.

**Council on American-Islamic Relations, California and Subsidiary**  
**Notes to Consolidated Financial Statements**  
**Years ended December 31, 2021 and 2020**

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**NOTE 2      SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**New Accounting Pronouncements Not Yet Adopted (Continued)**

In September 2020, FASB issued *ASU 2020-07, Not-For-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This ASU addresses presentation and disclosure requirements for not-for-profit entities for contributed nonfinancial assets. The ASU is effective for annual periods beginning after June 15, 2021, and interim periods within annual periods beginning after June 15, 2022. The Organization has not yet adopted this ASU and does not expect a significant impact on the Organization's consolidated financial statements upon its adoption.

In January 2020, FASB issued *ASU 2020-01, Investments – Equity Securities (Topic 321), Investments – Equity Method and Joint Ventures (Topic 323), and Derivatives and Hedging (Topic 815) – Clarifying the Interactions between Topic 321, Topic 323, and Topic 815 (a consensus of the Emerging Issues Task Force)*. This ASU clarifies certain interactions between ASC 321, ASC 323 and ASC 815. The ASU is effective for annual periods beginning after December 15, 2021. The Organization has not yet adopted this ASU and does not expect a significant impact on the Organization's consolidated financial statements upon its adoption.

**NOTE 3      AVAILABILITY OF FINANCIAL ASSETS AND LIQUIDITY**

The following represents the Organization's financial assets at December 31, 2021 and 2020:

	<b>2021</b>	<b>2020</b>
<b>Financial Assets at year end:</b>		
Cash and cash equivalents	<b>\$ 7,465,593</b>	\$ 6,714,104
Investments	<b>4,746,626</b>	3,053,121
Accounts receivable	<b>1,305,592</b>	770,212
Total financial assets	<b>13,517,811</b>	10,537,437
Less amounts not available to be used within one year:		
Net assets with donor restriction	<b>1,066,623</b>	1,087,149
Less net assets with purpose restrictions to be met in less than a year	<b>(1,066,623)</b>	(1,087,149)
	<b>-</b>	-
Financial assets available to meet general expenditures over the next twelve months	<b>\$ 13,517,811</b>	\$ 10,537,437

The Organization strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures of approximately \$1,500,000. Financial assets in excess of daily cash requirements are invested in money market funds, equities and other short-term investments.

**Council on American-Islamic Relations, California and Subsidiary**  
**Notes to Consolidated Financial Statements**  
**Years ended December 31, 2021 and 2020**

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**NOTE 4 INVESTMENTS**

Investments consist primarily of mutual funds and stocks carried at fair value. The fair value of these investments has been measured on a recurring basis using quoted prices for identical assets in active markets.

The alternative investments consist of non-traded Real Estate Investment Trusts (REITs) and are valued based on program management's unconfirmed estimate of net assets.

The following table summarizes the valuation of the Organization's investments as of December 31, 2021 and 2020 in accordance with the ASC 820 fair value hierarchy:

<u>Investment Category</u>	<u>Fair Value Hierarchy</u>	<u>2021</u>	<u>2020</u>
Mutual fund	Level 1	\$ 3,288,384	\$ 2,556,237
Stocks	Level 1	1,124,012	496,884
Alternative Investments	Level 3	<u>334,230</u>	-
		<u>\$ 4,746,626</u>	<u>\$ 3,053,121</u>

There were no Level 2 investments during 2021 and 2020.

**NOTE 5 INVESTMENT IN A LIMITED LIABILITY COMPANY**

In 2018, CAIR-CA contributed \$50,000 for a 1.67% interest in Shura Foundation, LLC, and accounts for the investment using the cost method. Shura Foundation, LLC was formed and organized in October 2018 and owns a rental real estate building in Orange County, California.

**NOTE 6 ACCOUNTS RECEIVABLE**

At December 31, accounts receivable consists of:

	<u>2021</u>	<u>2020</u>
Grants receivable	\$ 639,540	\$ 629,022
Pledges receivable	262,052	141,190
Insurance receivable	<u>404,000</u>	-
	<u>\$ 1,305,592</u>	<u>\$ 770,212</u>

As of December 31, 2021 and 2020, management believes that no allowance for bad debts is necessary for these receivables.

**Council on American-Islamic Relations, California and Subsidiary**  
**Notes to Consolidated Financial Statements**  
**Years ended December 31, 2021 and 2020**

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**NOTE 7      PROPERTY AND EQUIPMENT**

At December 31, property and equipment consist of the following:

	2021	2020
Land	\$ 367,522	\$ 164,522
Land improvement	4,300	4,300
Building	2,166,221	1,150,471
Building improvements	480,845	466,224
Furniture and equipment	280,650	239,811
Total	3,299,538	2,025,328
Less: Accumulated depreciation	(1,022,421)	(896,439)
	\$ 2,277,117	\$ 1,128,889

Depreciation expense for the years ended December 31, 2021 and 2020 were \$125,982 and \$109,780, respectively.

**NOTE 8      LOANS PAYABLE**

In December 2021, the Organization obtained a loan of \$730,000 from a private individual, at 5% interest per annum; interest payable monthly and the principal balance due on December 1, 2022. The loan is secured by a deed of trust on a real estate property.

**NOTE 9      PAYCHECK PROTECTION PROGRAM LOAN**

In April 2020 and February 2021, the Organization received loan proceeds in the amount of \$617,241 and \$802,057, respectively, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief and Economic Security Act (the CARES Act). The PPP terms and conditions provide that the loan and accrued interest are forgivable after twenty-four weeks as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the forgiveness period. The unforgiven portion is payable over two years at an interest rate of not more than 1%, with a deferral of payments for the first six months.

In accordance with FASB ASC 958-605, *Not-for-Profit Entities – Revenue*, the Organization accounted the PPP loan proceeds as conditional contributions and recognized a refundable advance. The Organization believes that it has substantially met the condition when it spent the funds for eligible expenses within the same year of receipt, accordingly, it derecognized the recorded financial liability and recorded revenue in 2020 and 2021.

The two (2) PPP loans were forgiven in June and August 2021.

**Council on American-Islamic Relations, California and Subsidiary**  
**Notes to Consolidated Financial Statements**  
**Years ended December 31, 2021 and 2020**

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**NOTE 10      NET ASSETS WITH DONOR RESTRICTIONS**

At December 31, net assets with donor restrictions consist of the following:

	<b>2021</b>	<b>2020</b>
<i>Subject to specified purpose:</i>		
Outreach	\$ 141,270	\$ 5,979
Zakat	78,315	45,799
Civil rights	47,928	127,176
Youth leadership	16,585	18,706
Government	8,638	26,728
Immigration rights	2,500	15,833
	<b>295,236</b>	<b>240,221</b>
<i>Subject to passage of time:</i>		
Outreach	271,040	413,130
Immigration rights	289,264	271,298
Government	158,750	40,000
Civil rights	50,333	-
Legal	2,000	122,500
	<b>771,387</b>	<b>846,928</b>
	<b>\$ 1,066,623</b>	<b>\$ 1,087,149</b>

**NOTE 11      FEDERAL AND STATE INCOME TAXES**

**Income Taxes**

CAIR-CA and Subsidiary are exempt from federal and state income taxes under the provisions of Section 501(c) (3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code.

The Organization has evaluated its tax positions and the certainty as to whether those positions will be sustained in the event of any audit by taxing authorities at the federal and state levels. The primary tax positions evaluated relate to CAIR-CA and Subsidiary's continued qualification as a tax-exempt organization and whether there is unrelated business continued qualification as a tax-exempt organization and whether there are unrelated business income activities that would be taxable. Management has determined that all income tax positions will more likely than not be sustained upon potential audit or examination; therefore, no disclosures of uncertain income tax positions are required.

CAIR-CA and Subsidiary are subject to routine audits by taxing jurisdictions; however, there are no audits for any tax periods in progress. Management believes it is no longer subject to income tax examinations for years prior to 2017.

**NOTE 12      RETIREMENT PLAN**

Effective January 1, 2010, the Organization established a defined contribution employee voluntary retirement plan (SIMPLE IRA). Under the plan, the Organization contributes an amount not to exceed 3% of the employee's compensation. However, the Organization may elect to limit its match to a smaller percentage, but not less than 1%. This election may not be made in more than two (2) out of every five (5) calendar years. For the years ended December 31, 2021 and 2020, retirement plan expenses were \$74,471 and \$55,133, respectively.

**NOTE 13      CONCENTRATION OF CREDIT RISK**

The Organization maintains its cash accounts with certain banks and financial institutions. Federal Deposit Insurance Corporation (FDIC) deposit insurance is \$250,000 per depositor through December 31, 2021. The Organization's cash accounts with certain banks exceeded the FDIC's insured limit by \$2,807,778 and \$1,990,335 as of December 31, 2021 and 2020, respectively. The Organization believes it mitigates this risk by monitoring the financial stability of institutions holding material cash balances.

**NOTE 14      COMMITMENTS AND CONTINGENCIES**

**Operating Lease**

The Organization is leasing office spaces under various operating lease agreements. Future minimum lease payments under these leases amounted to \$33,564.

For the years ended December 31, 2021 and 2020, rent expense under the above operating leases and the month-to-month leases for other office spaces amounted to \$126,636 and \$125,190, respectively.

**NOTE 15      IMPACT OF CORONAVIRUS ON THE ORGANIZATION'S OPERATIONS**

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, and quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate it have had and are expected to continue to have an adverse impact on the economies of many countries including the geographical area where the Organization operates. It is unknown how long this condition will last and what the complete financial effect will be to the Organization. Management believes that financial impact, if any, has not materially affected December 31, 2021 consolidated financial statements.

**NOTE 16      SUBSEQUENT EVENTS**

The Organization has evaluated events or transactions that occurred subsequent to December 31, 2021 through October 15, 2022, the date the accompanying consolidated financial statements were available to be issued, for potential recognition or disclosure in the financial statements and determined no subsequent events require disclosure or adjustment to the accompanying consolidated financial statements.



[www.vasquez.cpa](http://www.vasquez.cpa)

Vasquez & Company LLP has over 50 years of experience in performing audit, accounting & consulting services for all types of nonprofit organizations, for-profit companies, governmental entities and publicly traded companies. Vasquez is a member of the RSM US Alliance. RSM US Alliance provides its members with access to resources of RSM US LLP. RSM US Alliance member firms are separate and independent businesses and legal entities that are responsible for their own acts and omissions, and each are separate and independent from RSM US LLP. RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax, and consulting firms. Members of RSM US Alliance have access to RSM International resources through RSM US LLP but are not member firms of RSM International. Visit [rsmus.com/about-us](http://rsmus.com/about-us) for more information regarding RSM US LLP and RSM International. The RSM™ logo is used under license by RSM US LLP. RSM US Alliance products and services are proprietary to RSM US LLP.



## Entity Status Letter

Date: 12/28/2022

ESL ID: 7307257729

### Why You Received This Letter

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

Entity ID:

Entity Name: COUNCIL ON AMERICAN-ISLAMIC RELATIONS, CALIFORNIA

- 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.
- 5. The entity was administratively dissolved/cancelled on \_\_\_\_\_ through the Franchise Tax Board Administrative Dissolution process.

### Important Information

- This information does not necessarily reflect the entity's current legal or administrative status with any other agency of the state of California or other governmental agency or body.
- If the entity's powers, rights, and privileges were suspended or forfeited at any time in the past, or if the entity did business in California at a time when it was not qualified or not registered to do business in California, this information does not reflect the status or voidability of contracts made by the entity in California during the period the entity was suspended or forfeited (R&TC Sections 23304.1, 23304.5, 23305a, 23305.1).
- The entity certificate of revivor may have a time limitation or may limit the functions the revived entity can perform, or both (R&TC Section 23305b).

### Connect With Us

Web: [ftb.ca.gov](http://ftb.ca.gov)  
Phone: 800-852-5711 from 7 a.m. to 5 p.m. weekdays, except state holidays  
916-845-6500 from outside the United States

California

Relay Service: 711 or 800-735-2929 (For persons with hearing or speech impairments)

CINCINNATI OH 45999-0038

In reply refer to: 0248267569  
May 22, 2018 LTR 4168C 0  
77-0411194 000000 00  
00016541  
BODC: TE

COUNCIL ON AMERICAN-ISLAMIC  
RELATIONS CALIFORNIA  
% EYAS ABDEEN  
2180 W CRESCENT AVE STE F  
ANAHEIM CA 92801

Employer ID number: 77-0411194  
Form 990 required: YES

Dear Taxpayer:

We're responding to your request dated May 11, 2018, about your tax-exempt status.

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

We also show 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 you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

0248267569  
May 22, 2018 LTR 4168C 0  
77-0411194 000000 00  
00016542

COUNCIL ON AMERICAN-ISLAMIC  
RELATIONS CALIFORNIA  
% EYAS ABDEEN  
2180 W CRESCENT AVE STE F  
ANAHEIM CA 92801

local time, Monday through Friday (Alaska and Hawaii follow Pacific  
time).

Thank you for your cooperation.

Sincerely yours,



Kim A. Billups, Operations Manager  
Accounts Management Operations 1



December 28, 2022

San Marcos Community Foundation  
c/o City of San Marcos  
1 Civic Center Drive  
San Marcos, CA 92069  
Email: [cityclerk@san-marcos.net](mailto:cityclerk@san-marcos.net)

Dear Foundation Director,

The Council on American Islamic Relations – San Diego Chapter (CAIR-San Diego) is pleased to provide the following information to determine your interest in supporting this organization with a \$10,000 grant. Funding will support important Civic Engagement as well as Outreach & Education programming and events held throughout San Diego County focused on Arab, Middle Eastern, Muslim, and South Asian (AMEMSA) community members and open to all disadvantaged community members.

**Who Are We?** CAIR-San Diego was founded in 2007 with a mission to enhance understanding of Islam, protect civil liberties, promote justice, and empower American Muslims; and our vision is to be a leading advocate for justice and mutual understanding. CAIR-San Diego is dedicated to upholding civil rights of immigrant and refugee community members and helping find avenues for them to integrate more fully into American Society. CAIR-San Diego is a reliable resource and partner for the media, public officials, and policymakers. CAIR-San Diego serves AMEMSA, and other communities of diverse ethnicities and languages, especially immigrants, refugees, and people of color, such as the African American and the Latinx communities. The services of CAIR-San Diego are available to everyone, regardless of faith, and are provided in strategic program areas including Civic Engagement, Youth Leadership Development, Outreach & Education, and Advocacy.

- **Civic Engagement:** CAIR-SD is committed to educating and engaging underrepresented communities of concern and increasing participation in the process of civic advocacy by the AMEMSA community, Asian American/Pacific Islander (AAPI) and the Southwest Asian and North African (SWANA) communities. This includes a commitment to increased voter registration and education about the election process leading up to voter engagement in the Get Out The Vote (GOTV) process.
- **Youth Empowerment:** CAIR-SD provides Youth Leadership Development workshops, hosts interns to meet education requirements, and provides opportunities to connect with professionals and elected offices. In 2021 our Interns learned and worked on redistricting. This past Summer CAIR-SD interns were empowered to go back to school and start cultural clubs on campus that allowed them to shine in their own identities and welcome others that were facing similar issues on campus.
- **Outreach & Education:** CAIR-San Diego hosts culturally and linguistically expert outreach and education events throughout San Diego County that include Know Your Rights workshops, access to vaccinations, partner booths (health, behavioral health, oral health), food distribution, housing specialists, legal specialists, workforce information and connections, and more.
- **Advocacy:** CAIR-San Diego is part of the County Board of Supervisors, Afghan Resettlement Task Force. Through the Task Force CAIR-SD advocates for expanded housing, CalWORKs, Food Stamps, schooling allowances and accommodations, language access, and transportation. CAIR-SD advocates for the County and City budget to ensure funding allocation for issues affecting communities of concern through our partnership in Invest in San Diego Families and City Budget Alliance.

WASHINGTON D.C.

ALABAMA • ARIZONA • CALIFORNIA • CONNECTICUT • FLORIDA • GEORGIA • ILLINOIS • KANSAS • KENTUCKY • MASSACHUSETTS • MICHIGAN • MINNESOTA • MISSOURI • NEW JERSEY • NEW YORK • OHIO • PENNSYLVANIA • TEXAS • WASHINGTON

**Need:** Despite the diversity within the Muslim community, its members still experience shared trauma as the targets of hate. While California is home to the largest overall Muslim population in the country, it also houses 72 active hate groups with approximately a dozen operating in San Diego County. The rise in hate crimes and incidents against AAPI and AMEMSA individuals, and the high rates of bullying of students from these communities negatively impact the livelihood and well-being of San Diego's Muslim families and is of urgent concern.

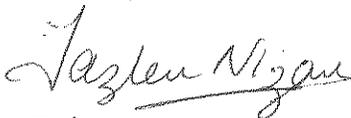
San Diego County is a major resettlement area, resettling a total of 3,359 individuals between August 2021 and April 2022. As Newcomers settle into the San Diego community, they need comprehensive information and support. They need help navigating employment as they are eligible; assistance with TPS and Asylum applications; Bystander Training, and they need basic information about rights and responsibilities as well as access to health, social services, and other resources.

**What Do We Do?** CAIRSD hosts Outreach, Education and Advocacy events with different focuses depending on the needs of the community. For example, some events may focus on employment or healthcare, while others focus on legal information, rights (Know Your Rights presentations), and/or civic participation. Still others may focus on meeting basic needs for food, housing, and supplies. Finally, some events will be held collaboratively with numerous partners providing comprehensive information, resources, and support, including ensuring that eligible voters are registered, and understand their civic responsibilities. Since 2021, CAIR-SD has helped many individuals apply for Humanitarian Parole, has provided Know Your Rights workshops in Pushto and Farsi to inform incoming refugees of their rights and common U.S./CA laws, and has partnered with local groups to provide ESL books and materials. Recently, CAIR-SD provided Cultural Competency training to the San Diego Family Justice Center on working with the Muslim Community, and in June, CAIR-SD advocated with the U.S. Congress for the Afghan Refugee Resettlement Act that allows newly arrived refugees to apply for Lawful Permanent Resident status (Green Card) instead of temporary Asylee status. Volunteers support transportation, accompaniment to appointments, application assistance for eligible benefits, clothing and food drives, and more.

**How Will We Use Your Funds?** CAIR-SD will use \$10,000 to support staffing and supplies for community Civic Engagement and Outreach & Education events supporting communities of concern within twelve months of grant award.

CAIR-SD would be proud to consider the San Marcos Community Foundation a partner in welcoming and settling Newcomers and supporting marginalized communities in San Marcos. Please do not hesitate to reach out to me directly at (858) 278-4547 or at [tnizam@cair.com](mailto:tnizam@cair.com) if you would like any additional information. Thank you for your kind consideration of our proposal.

Sincerely,



Tazheen Nizam  
Executive Director

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



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

Project Name: Equal Access to Music Education in San Marcos Date Submitted: 1/4/23	Total # of people served: 700 Total # of San Marcos residents served: 700	Amount Requested: \$5,000
Non-Profit Organization Name and Address, Website Classics 4 Kids 3740 Fourth Ave San Diego, CA 92103 www.classics4kids.org	Contact Person – Name, Title & Phone, email Kelly Makley Communications & Development Coordinator (619) 231-2311 kmakley@classics4kids.org	
<p><u>Briefly</u> describe your request for funds (to be expanded upon in narrative for regular grant):</p> <p>Classics 4 Kids (C4K) will provide access to our innovative educational orchestra concerts by funding 10 school buses to bring students from Title 1 elementary schools in San Marcos on field trips to downtown San Diego’s Balboa Theatre. Approximately 700 elementary students can benefit from this project, and they can select from any of the programs in our 2023-2024 season.</p>		
<p><u>Briefly</u> describe the significance of your request to the San Marcos community:</p> <p>Your funding can improve educational issues and the health and well-being of elementary students from San Marcos Unified School District elementary schools by enabling access to live music education. Teachers are trying to manage learning loss and keep their students engaged, particularly in areas of high poverty. Additionally, music education programs are critically underfunded due to budget cuts, further widening the academic achievement gap during the pandemic. 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>		
Please attach the following items. <b>Both Mini-Grant &amp; Regular:</b> 1. Budget for request (use SMCF Budget Worksheet) 2. Annual Operating budget for the organization or unit 3. Federal & State Tax ID numbers 4. Board of Directors listing with affiliations <b>5. Regular Grants Only:</b> a. 1-2 page narrative b. First 2 pages of Federal 990 c. Most recent year-end Statement or Audit including any management letters associated with Audit. d. Signature of President or Authorized Officer on Application e. Optional: letters of support	Expected date project will begin/end: May 1, 2023 Date by which funds will be expended: June 1, 2024  Signature of President or Authorized Officer   <hr style="width: 100%;"/> <div style="display: flex; justify-content: space-between;"> <span>Name, Title</span> <span>1/4/23</span> </div> <hr style="width: 100%;"/> <div style="display: flex; justify-content: space-between;"> <span>Date</span> </div>	
Submit Via Mail, In Person or Via Email to: San Marcos Community Foundation c/o City of San Marcos 1 Civic Center Drive San Marcos, CA 92069 Email (PDF Format): <a href="mailto:cityclerk@san-marcos.net">cityclerk@san-marcos.net</a>		

Title **Classics 4 Kids - Equal Access to Music Education in San Marcos** 01/18/2023  
id. 34970352  
by **Kelly Makley** in **San Marcos Community Foundation**  
kmakley@classics4kids.org

**Original Submission** 01/18/2023

### General Project Information

Please enter your organization's name and project name. **Classics 4 Kids - Equal Access to Music Education in San Marcos**

Are you applying for the Mini Grant or the Regular Grant? **Regular Grant (\$1,500 - \$10,000)**

Project Name **Equal Access to Music Education in San Marcos**

Project Start Date **5/1/2023**

Project End Date **6/1/2024**

Date by Which Funds Will Be Expended: **6/1/2024**

Total Number of People Served by this Project **700.0**

Total Number of People Served by this Project in San Marcos Only **700.0**

Grant Amount Requested **5000.0**

### Organization Details

Organization Name **Classics 4 Kids**

Organization Street Address **3740 Fourth Avenue**

Organization City	<b>San Diego</b>
Organization State	<b>California</b>
Organization Zip Code	<b>92103</b>
Organization Website	<b>www.classics4kids.org</b>
Organization's EIN	<b>33-0706949</b> <b>0</b> <b>false</b> <b>false</b>

### **Contact Information**

Contact First Name	<b>Kelly</b>
Contact Last Name	<b>Makley</b>
Contact Title	<b>Communications &amp; Development Coordinator</b>
Contact Phone	<b>+16192312311</b>
Contact Email	<b>kmakley@classics4kids.org</b>

### **Project Details**

Briefly describe your request for funds. **Classics 4 Kids (C4K) will provide access to our innovative educational orchestra concerts by funding 10 school buses to bring students from Title 1 elementary schools in San Marcos on field trips to downtown San Diego's Balboa Theatre. Approximately 700 elementary students can benefit from this project, and they can select from any of the programs in our 2023-2024 season.**

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served. **Your funding can improve educational issues and the health and well-being of elementary students from San Marcos Unified School District elementary schools by enabling access to live music education. Teachers are trying to manage learning loss and keep their students engaged, particularly in areas of high poverty. Additionally, music education programs are critically underfunded due to budget cuts, further widening the academic achievement gap during the pandemic. 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.**

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

**Question not accessible to applicant.**

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

**Question not accessible to applicant.**

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

**OVERVIEW: Classics 4 Kids has been serving San Diego County students since its inception in 1994. Our mission is to inspire children through the experience of music, generating creativity, academic success and cultural understanding.**

**Classics 4 Kids is dedicated to addressing educational inequities by educating students and our diverse communities through music. We provide critical music education for grades of TK to 6 through professional orchestra concerts designed for elementary students. The Classics Philharmonic Orchestra features 26 professional musicians with Conductor Dana Zimbric.**

**We incorporate science, physics, literacy and math as well as represent equity, diversity and inclusion in all of our programs. These connections deepen understanding through meaningful, engaged learning. We provide lesson plans and evaluate outcomes with post-discussion and teacher feedback. We have a robust Docent Program with volunteers trained in music education. They support foundational skills in the classrooms they visit with engaging, firsthand previews of upcoming concerts.**

**During our 2021/2022 season, Classics 4 Kids served over 52,000 students, teachers and families. 33,000 of those qualified as attending Title 1, low-income schools. We are grateful for previous funding from the San Marcos Community Foundation in 2022, which enabled us to provide free programming for 338 students within the San Marcos Unified School District, 135 of which were from Title 1 schools.**

**The population in need of support is expanding and we seek funding to continue our outreach to elementary schools in the San Marcos Unified School District.**

**NEED:** San Marcos schools and teachers are continuing to struggle with learning changes and challenges due to COVID-19 restrictions. Teachers are trying to combat learning loss and engage their students, particularly in areas of high poverty. Additionally, music education programs are critically underfunded due to budget cuts, further widening the academic achievement gap.

**SOLUTION:** Research shows that learning music can help disadvantaged students thrive due to educational, cognitive, social, emotional, and physical benefits. Music education programs are linked to greater academic performance, which correlates to boosted self-esteem and creativity. Neurobiologist Nina Kraus found that tapping into the brain's potential for music learning supports overall learning, and is most critical for underserved students. Furthermore, music is an integral component of the CA Art Standards' recommendations for elementary curriculum.

Social and Emotional learning is an important concept we design into our programming to impact our participants' well-being. This is the process of developing and using social and emotional skills to cope with feelings, set goals, make decisions, and feel empathy for others. Studies show that people with strong social-emotional skills are better equipped to manage daily challenges, build positive relationships, and make informed decisions. These skillsets are especially important to build among students in Title 1 elementary schools who are facing daily struggles living at or below the poverty level.

**PROJECT DESCRIPTION:** We aim to improve the academic experience of approximately 700 students in Title 1 San Marcos Unified School District elementary schools in 2023 and 2024. This grant will provide 10 bus scholarships to enable access to our innovative orchestra concerts at the Balboa Theatre (downtown San Diego). All concerts feature the 26-member Classics Philharmonic Orchestra, Conductor Dana Zimbric, and guest artists/educators. Participating students will receive a deeply subsidized ticket price of \$7 each, compared to the actual cost of \$25 each. Teachers are admitted free, and can select from the following 4 performances:

- **Nature's Music (May 18th & 19th, 2023):** local animal biology, the physics of their sounds, and the importance of preserving their habitat and sustaining our environment through storytelling, music, and science.
- **The Conductor's Spellbook (November 7th & 9th, 2023):** a child's adventure as they learn to control the orchestra through magic. Leadership is inspired through audience participation, with Spanish/English narration.
- **Music Connects Us - Afro/Cuban Rhythms (March 7th & 8th, 2024):** an exploration of percussive rhythms to help the audience identify emotions and discover connections across cultures.
- **STEAM Concert – Topic To Be Determined (May 16th & 17th, 2024):** this concert will integrate a topic in Science, Technology, Engineering or Math through a partnership with an educational nonprofit to maximize learning through arts integration.

**OUTCOMES:** We believe that our innovative and effective curriculum helps build a foundation for creative, thoughtful citizens who will shape our region's future audiences, workforce, government and community. Anticipated outcomes for San Marco's community include:

1. Increase participation by economically disadvantaged Title 1 students who would otherwise not have this opportunity due to budget cuts and low-income barriers.

2. Expand students' music knowledge and appreciation, science topics and cultural awareness.
3. Diversify and further our reach in schools across San Marcos.
4. Incorporate Social and Emotional Learning (SEL) strategies within our programs to help students feel connected, "seen," and understood.
5. Produce music by Black, Indigenous, People of Color (BIPOC), and female classical composers on every program. These outcomes are measured in the following ways:
  1. Reports back from our partner school on how many low-income students participated
  2. Participants (teachers and students) feedback compiled by C4K
  3. How many musicians and guest artists hired to support local and talented professionals

---

Please upload any community letters or media in support of this project.

[Letter\\_of\\_Support\\_-\\_Classics\\_4\\_Kids.pdf](#)

---

Please upload the annual operating budget for your organization.

[FY\\_23\\_Budget\\_-\\_Classics\\_4Kids.pdf](#)

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Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[Profit\\_Loss\\_-\\_Classics\\_4\\_Kids.pdf](#)

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Please attach the first two pages of your Federal 990.

[990\\_-\\_Classics\\_For\\_Kids.pdf](#)

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Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[ED\\_Signature\\_-\\_Classics\\_4\\_Kids.pdf](#)

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### Funding

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Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

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Project Budget Total **5000.0**

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Is this a Challenge or Matching Grant? **No**

---

Could this be a Challenge or Matching Grant? **No**

---

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

---

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

---

**Answer pending**



## **Executive Board**

### **Dr. Angela Wang, MD, Chair**

Director – Outpatient Pulmonary, UC San Diego Healthcare

### **Kathleen Lincoln, Secretary**

Senior Manager – Special Programs, Viasat Inc.

### **Jake Moelter, Treasurer**

Vice President – Finance, Support.com

### **Brian Marshall, Board Member**

Retired Superintendent La Mesa-Spring Valley Schools

### **Gaston Guerrero, Board Member**

President & CEO – Mercantile Capital Advisors, LLC

### **Elyse Nguyen, Board Member**

Auditor, Qualcomm Inc.

### **Susan Roth, Board Member**

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

### **Nirmala Kripanarayanan, Board Member**

Principal and Consultant, Concorde Consulting Group

### **Melissa Marin, Board Member**

Director of Retirement Plan Services, MWM Retirement Solutions

**Karen Childress-Evans, Ed. D.**  
7780 Eastridge Dr., La Mesa. CA 91941  
619.206.1835 dr.kcevans@gmail.com

April 5, 2021

To Whom It May Concern:

It is with great pleasure that I recommend Classics 4 Kids (C4K) to receive your much-needed support. I have worked with this unique organization since 2004, first as Director of Visual and Performing Arts (VAPA) for San Diego Unified School District, and over the last several years as an Arts and Music Consultant and Advocate in East San Diego County.

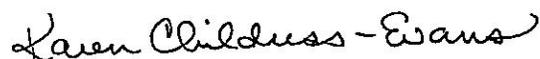
Dana Zimbric has brought together the talent of the Classics Philharmonic Orchestra with reputable music and arts educators to create one of the most popular music education programs in San Diego County. Her expertise, knowledge and charisma grabs the audience and keeps them entranced throughout the entire performance. Some of her narration and explanations remind me a bit of the old Young People's Concerts with Leonard Bernstein.

Prior to attending a concert, children and teachers are trained by docent volunteers through visual and audio slide shows and activities about the history and background of the music; including stories about the composers, musical and instrumental vocabulary, explanations about the orchestra and listening samples of the music they are about to hear. This is so that the children will have already "made friends" with the music before they are even seated in the auditorium.

I have been an educator of and an advocate for arts and music in the schools for over 50 years. As Director of VAPA for over ten years in the second largest school district in the state of California, I have come in contact with many community arts organizations and I personally rate C4K at the very top for elementary school children. Their programs are informative, engaging, follow the State Music Guideline Standards for Music, and give performances children will remember for a lifetime.

Generous grants such as yours allow C4K to continue to provide top quality musical adventures and enrichment for our children regardless of wealth, something our school districts are not financially able to do. Resources are limited. That is why we must combine our efforts to support outstanding community arts organizations such as this. Just one visit to a C4K concert to see the joy and amazement on the faces of the children will show you why I support C4K and their continued success for the students of San Diego County. I hope you will join me to help fund this valuable program and keep orchestral music alive for our students.

Sincerely,



Karen Childress-Evans, Ed.D.  
Arts and Music Consultant  
Professional Musician



(9/1/22-8/31/23)	
<b>REVENUE</b>	
Corporate Grants, Foundation Grants and Sponsorships	\$123,000
Individual Donations and Fundraisers	\$92,000
Government Funding	\$81,832
Board Contribution	\$4,000
Professional Development	\$1,000
Student Concert subsidized tickets	\$60,000
Low-Income School Bus Scholarships	\$15,000
In-School Workshops & Residency	\$3,200
<b>Total Income</b>	<b>\$380,032</b>
<b>EXPENSES</b>	
Administrative	\$74,880
Program Staff	\$95,083
Equal Access to Concerts for Low-Income Students	\$124,400
Equal Access Bus Scholarships for Low-Income Schools	\$15,000
Equal Access to In-School Assembly Musicians	\$12,000
Therapeutic Music at Rady Hospital & Ronald McDonald House	\$200
State and Federal Payroll Taxes	\$14,000
Professional Services - Bookkeeper & CPA	\$2,800
Development Expenses and Government Grant Writer	\$16,000
Public Relations and Marketing	\$1,500
Office Rent and Storage	\$6,840
Outlook Email and Phone	\$1,608
Zoom	\$149
Website/ IT Maintenance	\$400
Office Supplies	\$1,000
BenefitsHealth Insurance and Retirement For Staff	\$7,400
General Liability, Property, Accident, D&O, and Workers Comp	\$4,700
Cal Nonprofit Membership and HR Membership	\$634
Professional Development	\$1,000
<b>Total Expenses</b>	<b>\$379,594</b>
	<b>\$438</b>

\*\* PLEASE NOTE 1 FULL-TIME EMPLOYEE AND 3 PART-TIME EMPLOYEES.

# CLASSICS FOR KIDS, INC.

## Profit and Loss

September 2021 - August 2022

	TOTAL	
	SEP 2021 - AUG 2022	SEP 2020 - AUG 2021 (PY)
<b>Income</b>		
<b>FUNDRAISING INCOME - GRANTS</b>		
Board Dues		3,250.00
Fundraising & Private Donations	103,026.90	72,365.67
Government Grants	80,842.80	64,041.70
Grants	121,805.06	136,540.60
<b>Total FUNDRAISING INCOME - GRANTS</b>	<b>305,674.76</b>	<b>276,197.97</b>
<b>PROGRAM INCOME</b>		
In School Workshops	2,816.77	
Income from Student Concerts	14,982.77	660.00
School Bus fund for Concerts	234.00	
<b>Total PROGRAM INCOME</b>	<b>18,033.54</b>	<b>660.00</b>
<b>Total Income</b>	<b>\$323,708.30</b>	<b>\$276,857.97</b>
<b>GROSS PROFIT</b>	<b>\$323,708.30</b>	<b>\$276,857.97</b>
<b>Expenses</b>		
<b>ADMINISTRATION COSTS</b>		
Bank Service Charges	58.23	5.09
Business License and Fees	475.92	182.54
Computer and Internet	1,599.84	1,583.52
Dues and Subscriptions	853.30	1,345.18
Facility		
Rent	3,600.00	800.00
Storage	1,530.00	2,210.00
Utilities		
Telephone	302.57	583.13
<b>Total Utilities</b>	<b>302.57</b>	<b>583.13</b>
<b>Total Facility</b>	<b>5,432.57</b>	<b>3,593.13</b>
<b>Insurance</b>		
D & O	1,788.00	1,648.00
General Liability	1,328.77	1,310.84
Life	942.31	
Medical	5,169.96	6,081.47
Workers Comp	1,799.00	1,037.00
<b>Total Insurance</b>	<b>11,028.04</b>	<b>10,077.31</b>
<b>Legal/accounting/admin services</b>		
Accounting/Bookkeeping	3,025.00	2,950.00
Legal		0.00
Retirement plan	1,922.44	
<b>Total Legal/accounting/admin services</b>	<b>4,947.44</b>	<b>2,950.00</b>

# CLASSICS FOR KIDS, INC.

## Profit and Loss

September 2021 - August 2022

	TOTAL	
	SEP 2021 - AUG 2022	SEP 2020 - AUG 2021 (PY)
Marketing	3,283.20	1,902.00
Meeting; Conferences	1,416.24	998.33
Office Expense		
Printing and Postage	600.17	1,014.36
Small Equipment	2,358.78	757.47
Supplies	693.98	221.91
<b>Total Office Expense</b>	<b>3,652.93</b>	<b>1,993.74</b>
Payroll Expenses		3,507.00
Payroll service Fees	194.25	343.00
Taxes - Payroll	8,111.92	12,265.16
Wages - Admin	14,725.50	53,590.50
Wages - Director	60,405.00	101,492.34
<b>Total Payroll Expenses</b>	<b>83,436.67</b>	<b>171,198.00</b>
Travel	514.62	152.63
<b>Total ADMINISTRATION COSTS</b>	<b>116,699.00</b>	<b>195,981.47</b>
CLASSIC FOR KIDS PROGRAM COSTS		
Bus/transportation/parking cost	10,785.58	3.71
Musicians		
In-School Workshop	337.50	
<b>Total Musicians</b>	<b>337.50</b>	
Payroll Expense - Program Admin		
Payroll Taxes - Program Admin	6,558.40	
Wages - Program Admin	88,872.75	
<b>Total Payroll Expense - Program Admin</b>	<b>95,431.15</b>	
Performers/Guest Artists	1,624.72	5,671.85
Non-Payroll Artists	24,740.95	
Payroll Taxes - Artists	1,979.52	
Wages - Artists	26,845.67	
<b>Total Performers/Guest Artists</b>	<b>55,190.86</b>	<b>5,671.85</b>
Program Expenses & Supplies	2,932.20	10,286.85
Security for Event	851.00	
Theater Costs	18,474.04	3,200.00
<b>Total CLASSIC FOR KIDS PROGRAM COSTS</b>	<b>184,002.33</b>	<b>19,162.41</b>
Depreciation		2,922.00
FUNDRAISING COSTS		
Benefit Concert Costs	10,444.66	890.31
Fundraising Expenses	6,042.94	626.69
Grant Writer	6,000.00	6,000.00

# CLASSICS FOR KIDS, INC.

## Profit and Loss

September 2021 - August 2022

	TOTAL	
	SEP 2021 - AUG 2022	SEP 2020 - AUG 2021 (PY)
Software costs		7,572.00
<b>Total FUNDRAISING COSTS</b>	<b>22,487.60</b>	<b>15,089.00</b>
Payroll Expenses		
Company Contributions		
Health Insurance	0.00	
<b>Total Company Contributions</b>	<b>0.00</b>	
<b>Total Payroll Expenses</b>	<b>0.00</b>	
Telephone	61.16	
<b>Total Expenses</b>	<b>\$323,250.09</b>	<b>\$233,154.88</b>
NET OPERATING INCOME	<b>\$458.21</b>	<b>\$43,703.09</b>
Other Income		
Interest Income	169.40	145.94
Non Taxable Other Income - PPP		70,774.00
Rebate	0.46	
<b>Total Other Income</b>	<b>\$169.86</b>	<b>\$70,919.94</b>
Other Expenses		
COVID Costs	1,481.51	
Loss on Asset		89.16
<b>Total Other Expenses</b>	<b>\$1,481.51</b>	<b>\$89.16</b>
NET OTHER INCOME	<b>\$ -1,311.65</b>	<b>\$70,830.78</b>
NET INCOME	<b>\$ -853.44</b>	<b>\$114,533.87</b>

Form **990**

**Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

**2020**

Department of the Treasury  
Internal Revenue Service

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

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

Open to Public Inspection

Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**A** For the 2020 calendar year, or tax year beginning **SEP 1, 2020** and ending **AUG 31, 2021**

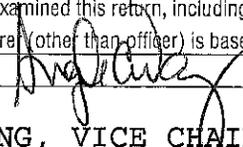
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>CLASSICS FOR KIDS, INC.</b>		<b>D</b> Employer identification number <b>33-0706949</b>
	Doing business as		<b>E</b> Telephone number <b>619-231-2311</b>
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	<b>G</b> Gross receipts \$ <b>250,920.</b>
	3740 FOURTH AVENUE		<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
City or town, state or province, country, and ZIP or foreign postal code <b>SAN DIEGO, CA 92103</b>		<b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions	
<b>F</b> Name and address of principal officer: <b>KIRAN SHELAT</b> <b>SAME AS C ABOVE</b>		<b>H(c)</b> Group exemption number ▶	
<b>I</b> 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			
<b>J</b> Website: ▶ <b>WWW.CLASSICS4KIDS.ORG</b>			
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		<b>L</b> Year of formation: <b>1994</b> <b>M</b> State of legal domicile: <b>CA</b>	

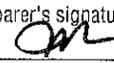
**Part I Summary**

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: <b>CLASSICS 4 KIDS PROVIDES EDUCATIONAL PROFESSIONAL ORCHESTRA CONCERTS, INTERACTIVE WORKSHOPS</b>		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	<b>9</b>
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	<b>9</b>
	<b>5</b> Total number of individuals employed in calendar year 2020 (Part V, line 2a)	<b>5</b>	<b>9</b>
	<b>6</b> Total number of volunteers (estimate if necessary)	<b>6</b>	<b>100</b>
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	<b>0.</b>
<b>b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11	<b>7b</b>	<b>0.</b>	
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h)	Prior Year <b>259,408.</b>	Current Year <b>249,044.</b>
	<b>9</b> Program service revenue (Part VIII, line 2g)	<b>84,359.</b>	<b>660.</b>
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)	<b>176.</b>	<b>8.</b>
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	<b>0.</b>	<b>0.</b>
	<b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	<b>343,943.</b>	<b>249,712.</b>
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)	<b>0.</b>	<b>0.</b>
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)	<b>0.</b>	<b>0.</b>
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	<b>174,330.</b>	<b>177,974.</b>
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)	<b>0.</b>	<b>0.</b>
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>35,489.</b>		
	<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	<b>162,197.</b>	<b>55,181.</b>
	<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	<b>336,527.</b>	<b>233,155.</b>
<b>19</b> Revenue less expenses. Subtract line 18 from line 12	<b>7,416.</b>	<b>16,557.</b>	
<b>Net Assets or Fund Balances</b>	<b>20</b> Total assets (Part X, line 16)	Beginning of Current Year <b>164,543.</b>	End of Year <b>243,091.</b>
	<b>21</b> Total liabilities (Part X, line 26)	<b>39,960.</b>	<b>39,410.</b>
	<b>22</b> Net assets or fund balances. Subtract line 21 from line 20	<b>124,583.</b>	<b>203,681.</b>

**Part II Signature Block**

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

<b>Sign Here</b>	Signature of officer 	Date <b>3/18/2022</b>
	<b>DR. ANGELA WANG, VICE CHAIR</b> Type or print name and title	

<b>Paid Preparer Use Only</b>	Print/Type preparer's name <b>JEANNE M. MANN, CPA</b>	Preparer's signature 	Date <b>3/11/22</b>	Check <input type="checkbox"/> if self-employed	PTIN <b>P00229468</b>
	Firm's name ▶ <b>MANN &amp; ASSOCIATES, APC</b>	Firm's EIN ▶ <b>46-4553740</b>	Phone no. <b>619-222-5900</b>		
Firm's address ▶ <b>2535 TRUXTUN ROAD, STE 207 SAN DIEGO, CA 92106</b>					

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission:
INSPIRING CHILDREN THROUGH THE EXPERIENCE OF MUSIC, GENERATING CREATIVITY, ACADEMIC SUCCESS AND CULTURAL UNDERSTANDING. CLASSICS FOR KIDS PROGRAMS ARE OPEN TO ALL STUDENTS, TEACHERS, AND FAMILIES REGARDLESS OF SOCIO-ECONOMIC STATUS ALTHOUGH WE PRIORITIZE OUTREACH TO

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? [X] 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 \$ 173,728. including grants of \$ ) (Revenue \$ 571.)
CLASSICS FOR KIDS PROVIDES EDUCATIONAL, PROFESSIONAL ORCHESTRA CONCERTS, INTERACTIVE IN-SCHOOL WORKSHOPS, "HEARTSTRINGS" PROGRAMS AT LOCAL HOSPITALS AND ONLINE PROGRAMS. LAST YEAR, WE SERVED ALMOST 17,000 STUDENTS, TEACHERS AND FAMILIES. OF THOSE STUDENTS, 75% WERE FROM LOW-INCOME SCHOOLS.

1) PROFESSIONAL ORCHESTRA CONCERTS AT THE BALBOA THEATRE - EACH SEASON, CLASSICS FOR KIDS PERFORMS 12 PROFESSIONAL ORCHESTRA CONCERTS IN 3 UNIQUELY THEMED, CULTURALLY DIVERSE SERIES AT THE HISTORIC BALBOA THEATRE. EACH PARTICIPATING CLASS RECEIVES A FREE DOCENT VISIT AND AUDIO CD, AS WELL AS DETAILED LESSON PLANS. DUE TO COVID-19, CLASSICS FOR KIDS PIVOTED TO ONLINE FREE PROGRAMS.

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

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

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

4e Total program service expenses 173,728.

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



## Entity Status Letter

Date:

ESL ID:

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

Entity ID:

Entity Name:

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

The above information does not necessarily reflect:

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

### Connect With Us

Web: [ftb.ca.gov](http://ftb.ca.gov)

Phone: 800.852.5711 from 7 a.m. to 5 p.m. weekdays, except state holidays  
916.845.6500 from outside the United States

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



STATE OF CALIFORNIA

**FRANCHISE TAX BOARD**

P.O. BOX 1286  
RANCHO CORDOVA, CA. 95741-1286

March 21, 1997

In reply refer to  
755:G :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

March 21, 1997  
CLASSICS FOR KIDS, INC.  
Entity ID 1901613  
Page 2

annual accounting period.

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

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

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

J AMAYA  
EXEMPT ORGANIZATIONS  
PROCESSING SERVICE BUREAU  
Telephone (916) 845-6644

EO :  
cc: TIMOTHY J FITZPATRICK



# The Elizabeth Hospice

January 11, 2023

Mr. Phillip Scollick  
City Clerk/Business Process Director  
City of San Marcos  
1 Civic Center Drive  
San Marcos, CA 92069

Dear Mr. Scollick,

Thank you for the honor of submitting an application to the San Marcos Community Foundation for support of our comprehensive Grief Services that are open to anyone who is grieving and do not require a hospice affiliation. On average, these services impact the lives of more than 6,000 adults and children each year.

For more than twenty-four years, the City of San Marcos has partnered with The Elizabeth Hospice in caring for people faced with the challenges of advanced serious illnesses. Your partnership has helped ensure they receive comfort, support and high-quality healthcare throughout these challenges. We are deeply grateful for your partnership in our care of the community.

Please feel free to reach out to me at [Jean.Loo-Russo@ehospice](mailto:Jean.Loo-Russo@ehospice) or contact our Grants Officer, Vatei Campbell, at [Vatei.Campbell@ehospice.org](mailto:Vatei.Campbell@ehospice.org) if you have any questions or require additional information.

Sincerely,

Jean Loo-Russo  
Chief Philanthropy Officer

[www.elizabethhospice.org](http://www.elizabethhospice.org)

Title	<b>The Elizabeth Hospice - Grief Support Services for Children and Adults in the Community Who Are Grieving</b>	01/11/2023
	by <b>Vatei Campbell</b> in <b>San Marcos Community Foundation</b>	id. 34844290
	vatei.campbell@ehospice.org	

## Original Submission 01/11/2023

### General Project Information

Please enter your organization's name and project name. **The Elizabeth Hospice - Grief Support Services for Children and Adults in the Community Who Are Grieving**

Are you applying for the Mini Grant or the Regular Grant? **Regular Grant (\$1,500 - \$10,000)**

Project Name **Grief Support Services**

Project Start Date **7/1/2022**

Project End Date **6/30/2023**

Date by Which Funds Will Be Expended: **6/30/2023**

Total Number of People Served by this Project **5996.0**

Total Number of People Served by this Project in San Marcos Only **274.0**

Grant Amount Requested **10000.0**

### Organization Details

Organization Name **The Elizabeth Hospice**

Organization Street Address **500 La Terraza Blvd., Ste. 130**

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Organization City **Escondido**

---

Organization State **CA**

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Organization Zip Code **92025**

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Organization Website **www.elizabethhospice.org**

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Organization's EIN **95-3275679**  
**200**  
**The Elizabeth Hospice, Inc.**  
**61ab66d1-26dc-42d7-81e9-b8ef1ea9fea4**  
**500 La Terraza Blvd., Ste. 130**  
**Escondido**  
**CA**  
**92025**  
**This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list.**  
**true**  
**false**  
**12/12/2022 12:00:00 AM**  
**1/9/2023 12:00:00 AM**  
**501(c)(3) Public Charity**  
**A public charity (50% deductibility limitation).**  
**Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi)**  
**12/12/2022 12:00:00 AM**  
**1979**  
**01**

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#### **Contact Information**

Contact First Name **Vatei**

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Contact Last Name **Campbell**

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Contact Title **Grants Officer**

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Contact Phone **+17607963723**

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Contact Email **vatei.campbell@ehospice.org**

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#### **Project Details**

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Briefly describe your request for funds.

**A San Marcos Community Foundation grant will help to ensure that all community members, including the underserved, have access to grief support services at little or no charge. A hospice patient affiliation is not required. Services include individual and group counseling, educational workshops, outreach programs, community events and specialized programs for children and families. Services can also be found in K-12 school districts throughout the county, including San Marcos Unified School District. We also serve as a free community resource after a crisis or tragedy occurs. California State University, San Marcos, routinely invites our counselors to serve as guest lecturers in their nursing and masters of social work programs and on the subject of grief and as mentors for their student-led grief support groups.**

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Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

**Grief is a normal response after the death of someone significant in one's life. For some, grief impacts the ability to function in daily life. Counseling, support groups and bereavement education can help people work through their grief by teaching them healthy ways to cope so they can find joy in their lives again. As a community-based nonprofit, The Elizabeth Hospice welcomes everyone in the community needing our hospice or bereavement services. People who are grieving the death of someone dear to them can rely on us for bereavement support regardless of their ability to pay or how or when their loved one died. A patient affiliation is not required to receive any of our bereavement services. During the last fiscal year ending June 30, 2022, The Elizabeth Hospice Grief Support Services provided individual or group counseling via Zoom, phone and in person to 1,024 adults and 437 children. More than 4,535 individuals received grief support and resource materials, including 169 people from San Marcos. Approximately 63 percent of our clients were from the community at large.**

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Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

**We have MOUs with 20 K-12 public school districts in San Diego and Southwest Riverside Counties, including SMUSD to provide grief support to their students and training and resources to their staff.**

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Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

**We have received 16 grants from SMCF since 1999. In 2022, a \$1,500 grant helped us provide counseling, group support and other resources to 6,000+ children and adults, including 274 from San Marcos.**

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

## **MISSION AND HISTORY**

**As a local, independent non-profit hospice, The Elizabeth Hospice is focused on caring for adults and children impacted by the challenges of advanced life-limiting illnesses. Our mission is to enhance the quality of life for those nearing the end of life's final journey and for those who grieve. Since 1978, we have been a trusted resource experienced in providing this care to the community. We help patients live fully and comfortably by providing high-quality medical care and emotional support. And, for people who are grieving the death of a significant person in their life, we guide them back to emotional well-being. We have regional offices in Escondido, Carlsbad, Mission Valley and Temecula. The Escondido and Mission Valley facilities also house our children's bereavement centers, providing grief services at no charge to children, ages 3 to 17, and their families.**

## **COMMUNITY NEED**

**The need for grief support is immediate and ongoing. There is no time limit on how long or when a person should grieve. Grief can affect a person's mental and physical well-being and consequently impact the community around them. We welcome anyone who needs support anytime during their grief journey, including those without a hospice patient affiliation.**

## **PROGRAM**

**Our counselors and trained volunteers are a resource for grief counseling, emotional support and bereavement education. They help those who are grieving navigate through grief and teach them healthy coping skills so they can feel joy in their lives again. Services include individual and group counseling, educational workshops, outreach programs, community events and comprehensive grief services for children and their families. We also offer crisis support after a tragedy occurs in the community. Most services are free of charge or available for a nominal fee. Many of our grief support services transitioned to an online format during the pandemic. Today, many of our programs have resumed meeting in person. Some services remain available by video or teleconference. A grant from the San Marcos Community Foundation helps ensure that any person needing grief support in our community can access our services regardless of their ability to pay, type of illness or death experienced. This includes accidents and self-inflicted injuries.**

## **POPULATION SERVED**

**During the last fiscal year ending June 30, 2022, The Elizabeth Hospice Grief Support Services provided individual or group counseling via Zoom, phone and in person to 1,024 adults and 437 children. More than 4,535 individuals, including 169 people from San Marcos, received grief support and resource materials. Approximately 63 percent of our clients were from the community at large. Our children's bereavement programs are the most comprehensive suite of services available for children in San Diego County and Southwest Riverside County. The majority of the children participating in these programs do not have a hospice affiliation. The Elizabeth Hospice Grief Support Services programs include the following: On-campus student grief support groups in 20 school districts, including San Marcos Unified. In total, 156 students participated in groups on 15 school campuses in the region during the 2021- 22 academic year. Bereavement training for school professionals; 227 school counselors, teachers and administrators participated in seven workshops last year. Peer support groups at our two children's bereavement centers in Escondido and Mission Valley. These groups transitioned from virtual sessions back to in-person gatherings in Fall 2022. Parents and guardians are also provided with support group opportunities and resources to support their children. Our virtual peer support group program supported 77 children and 24 adults in Fiscal Year 2021-22. Camp Spero Grief Camp returned to in-person sessions in Summer 2022. Sessions met virtually the previous two summers, supporting 129 children during that period. Before the pandemic, over 200 children participated in two sessions of Camp Spero annually. A total of 96 children participated in two three-day/two-night camp sessions last summer. In addition, our interdisciplinary team of physicians, nurses, home health aides, social workers, chaplains, counselors and volunteers provided physical care and bereavement support to 2,476 hospice and palliative care patients throughout San Diego County and Southwest Riverside County. Eighty-eight percent of these patients were ages 61 or older. We also provided care to 28 uninsured or underinsured patients for a total of \$179,612 in charitable care, equivalent to 804 days of service.**

## **SAN MARCOS COMMUNITY HIGHLIGHTS**

**(July 1, 2021-June 30, 2022) 105 hospice patients. 24 individuals from San Marcos provided volunteer services. 26 volunteers provided 244 hours of support to 12 patients and loved ones through bereavement calls, counseling sessions, patient visits, alternative therapies, and other services. 26 children and 35 adults received counseling or participated in our virtual support groups. 169 individuals received calls and/or resource materials following the loss of a loved one. 23 students participated in on-campus support groups at Mission Hills High School, San Marcos Middle School and San Marcos High School. Crisis support was provided to 33 individuals at San Elijo Middle School following the unexpected death of a student, and bereavement resources were provided to San Marcos High School after the accidental death of a student and the passing of a former school administrator. Continued serving as guest lecturer on the subject of grief education at California State University, San Marcos.**

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Please upload any community letters or media in support of this project.

[Frank\\_and\\_Sue.pdf](#)

[TEH\\_Childrens\\_Bereavement\\_Program\\_Flyer-2022.pdf](#)

[2023-TEH\\_Support\\_Groups-January.pdf](#)

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Please upload the annual operating budget for your organization.

[FY2023\\_TEH\\_Operational\\_Budget-7.28.22.pdf](#)

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Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[FY2022\\_Elizabeth\\_Hospice\\_-\\_2022\\_AFS\\_FINAL.pdf](#)

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Please attach the first two pages of your Federal 990.

[TEH\\_2021\\_990\\_PDCPgs\\_1\\_2-6.30.22\\_FINAL.pdf](#)

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Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[SMCF\\_2022-23\\_Application\\_Cover\\_Letter.pdf](#)

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### Funding

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Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

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Project Budget Total **839873.0**

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Is this a Challenge or Matching Grant? **No**

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Could this be a Challenge or Matching Grant? **Yes**

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Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

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Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

**We will allocate funds from our gen ops budget to support the Grief Support Services budget as needed. Proceeds from the annual golf classic and auction benefit the children's bereavement program.**

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# The Elizabeth Hospice

Grief Support Groups provide an opportunity to learn from others who are grieving the loss of a loved one. Led by professionally trained counselors and volunteer facilitators, they are a safe, non-judgmental place for families and individuals to find comfort while learning coping skills. Currently all support groups are conducted online via Zoom. There is no charge to attend. All California residents are welcome. To find out more information, call 833.349.2054.

## Support Groups – January 2023

### General Grief and Loss Groups for Adults

**General Grief and Loss**  
*Thursdays, 10:30-12:00 p.m.*

### Specialty Support Groups for Adults

**Partner/Spouse Loss Group**  
*Tuesdays, 6:00-7:30 pm (limited space)*  
*Thursdays, 11:30-1:00 pm*

**Partner/Spouse Loss Group: Early Grief**  
*Wednesdays, 3:30-5:00 pm (limited space)*

**Parent Loss Group**  
*1<sup>st</sup> and 3<sup>rd</sup> Wednesdays, 6:00-7:30 p.m.*  
*(limited space)*  
*2<sup>nd</sup> and 4<sup>th</sup> Thursdays, 6:00-7:30 p.m.*

**Young Grievers Support Group**  
*Start date to be announced*

**Child Loss Group**  
*2<sup>nd</sup> and 4<sup>th</sup> Wednesdays, 6:00-7:00 p.m.*  
*1<sup>st</sup> and 3<sup>rd</sup> Mondays, 6:00-7:30 p.m.*

**Journey Through Grief Book Club**  
*Every other Monday, 5:30-6:30 p.m.*  
***New start date is January 10***

**Caregiver Support Group**  
*Tuesdays, 11:00-12:00 p.m.*

**Parenting After Loss**  
*Tuesdays, 12:00-1:00 pm*

### Children/Teen Peer-Based Grief Support Groups

Contact the Children's Bereavement Program Team for more information at [childrensbereavement@ehospice.org](mailto:childrensbereavement@ehospice.org) or 760-223-7337.

**Littles (ages 3- 6)**  
**Elementary (ages 6-12)**  
**Middles (ages 11-13)**  
**Teens (ages 13-17)**

**School-Based Children's Support Groups are available** at elementary, middle, and high school campuses throughout San Diego County and Southwest Riverside County upon request.



# No child should grieve alone.

**Caring for community members is a key element of our mission at The Elizabeth Hospice.** Highly trained, compassionate professionals and volunteers in our Children's Bereavement Program support children through their grief and loss. Services are *free of charge* and *open to everyone* in San Diego County and Southwest Riverside County.



## Children's Grief Support Groups

Bimonthly, 90-minute, evening sessions  
Concurrent parent/guardian groups  
Escondido and Mission Valley locations  
Ages 3 to 17



## Camp Spero

Grief-related activities  
Traditional camp fun  
Newcomer and Alumni camps  
Ages 7 to 17



## School-Based Grief Support Groups

8-week, onsite program  
20 school districts  
Preschool to Grade 12



## Community Grief Education & Support

Crisis intervention for students and faculty  
Grief and loss training for professionals  
Speaking engagements

For more information, email [childrensbereavement@ehospice.org](mailto:childrensbereavement@ehospice.org) or call 760-223-7337.



The Elizabeth Hospice  
[elizabethhospice.org](http://elizabethhospice.org) | 800.797.2050



# The Elizabeth Hospice

## FRANK AND SUE

Frank and Sue had the type of relationship most people only dream about. “We connected on every level. We shared the same dreams and goals,” said Frank. “We showed up for each other and had each other’s back. All of these things caused our souls to become intertwined.”

They fell in love in high school and married, Sue was 18 years old and Frank was 19. Some friends and family members thought they were crazy to make this type of commitment at such a young age. But these people were clearly wrong. Frank and Sue’s love-filled marriage lasted 50 years, during which time they raised two wonderful children and were extremely close to their two grandsons. Life wasn’t always idyllic. Sue’s parents were brutally murdered in their own home. Dealing with this tragedy, though, made the bond between Frank and Sue even stronger.

When Sue received the diagnosis of brain cancer, Frank accompanied her on the roller coaster ride of emotions, hoping for the type of brain tumor that was treatable but ultimately learning that Sue’s prognosis was terminal. He engaged The Elizabeth Hospice for end-of-life care. He, his daughter Vanessa and son Frankie focused their attention on looking after Sue along with the hospice care team

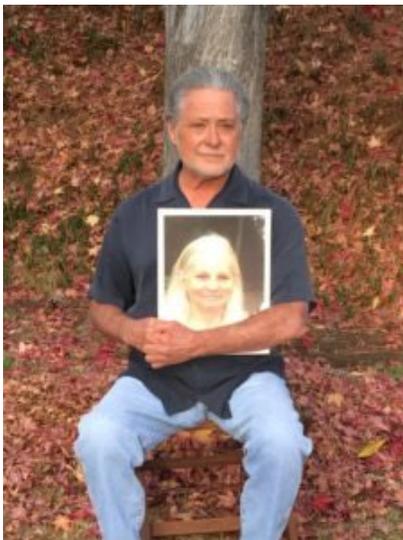
After Sue’s passing, the things that Frank loved – cooking, playing the guitar, listening to music, watching the sunset – became difficult for him to enjoy. “I was stuck. My inner clock stopped working while the whole world’s clock kept ticking,” he said.

Noticing how grief was impacting Frank’s health, his physician recommended that he seek grief counseling.

“All of the counselors at The Elizabeth Hospice are understanding, compassionate and patient,” said Frank. “They recognize that everyone grieves at their own pace. One of my counselors, Caitlin, determined that my grief was ‘complicated’ and introduced me to Liane Fry, Bereavement Manager for The Elizabeth Hospice.”

Losing a spouse is life-changing. “For some, the feelings of loss are debilitating and even with time there is little adaptation to the loss. Often there are obstacles preventing the natural grieving process to progress. This is known as ‘complicated grief,’ and we can provide a specific treatment to resolve this,” said Liane Fry.

Frank underwent a comprehensive counseling program that included homework exercises. “My counselor never gave me more than I could do and always gave me just enough of a nudge. She rescued me from my despair,” declared Frank.



In addition to individual counseling sessions, Frank began attending a spousal support group with The Elizabeth Hospice. “I’m surrounded by others who understand what I’m feeling and I never fail to learn from them. For me, group is a life boat, a place for travelers who are waiting to get back to a life filled with meaning and purpose.”

Frank is now focused on appreciating the 50 years that he had with Sue instead of being constantly consumed with the sadness of losing her. He encourages others who have lost a loved one to treat their grief and psychic wounds as they would their physical ailments. “We see doctors for check-ups, visit Urgent Care for non-life-threatening illnesses, and end up in the Intensive Care Unit of a hospital when we have a severe illness. Complicated grief sometimes requires intensive care. My counselor recognized that my unaddressed grief from the murder of Sue’s parents added to the grief I was experiencing from losing my soulmate.”

“Little by little, I am becoming unstuck,” continued Frank. “Along with the love and support of my family and friends, I credit my counselor and The Elizabeth Hospice with saving my life.”

Provide an itemized list of expenses for this project. Please ensure the totals are correct.

Item	Cost
<i>Salaries and Benefits</i>	\$355,709.00
Facilities (Escondido, Carlsbad, Mission Valley & Temecula Offices)	277026
Continuing Education & Training	1402
Functions & Events	\$9,085.00
Counseling Materials & Supplies	\$5,138.00
Volunteer Outreach, Recruitment & Training	\$4,000.00
Postage	\$2,333.00
Telecommunications	\$6,860.00
Travel & Mileage	\$18,000.00
Camp Spero Children's Grief Camps (2 three-day/two-night sessions)	\$100,000.00
Children's Program - School Grief Support Services (materials and supplies)	\$18,800.00
Children's Program - Peer Support Groups & Workshops (materials and supplies)	\$41,520.00
<b>Total budget for this PROJECT:</b>	839873



# The Elizabeth Hospice

## FY2022-23 Operational Budget

(July 1, 2022-June 30, 2023)

	<b>Operational Total</b>
ADC	517
Net Revenue	36,020,088
Direct Labor	17,305,002
Patient-Related	4,261,342
<b>Total</b>	<b><u>21,566,344</u></b>
Contribution Margin	<b>14,453,744</b>
Indirect Expenses	14,450,765
<b>Net Operational Income</b>	<b><u>2,979</u></b>
Development Income	2,500,000
Development Expenses	(1,251,604)
<b>Net</b>	<b><u>1,248,396</u></b>
Other Programs (Fellowship, ESMS Net)	(155,088)
Special Bereavement Svcs (Community Bereavement, Children's Bereavement)	(812,340)
Investment & Interest Income	155,291
<b>Net Income</b>	<b>Net Income <u>439,238</u></b>

FY2021-22 REVENUE	Source Name	Amount	C / CD / P
Additional Funding Source 1	Individual Donors >= \$1,000	24470	C
Additional Funding Source 2	Grants	60000	C
Additional Funding Source 3	Sponsorships	55500	C
Additional Funding Source 4	Special Events*	98407	C
Additional Funding Source 5	Grants - FY2023 to date	58000	C
Additional Funding Source 6	Grants - FY2023 pending	35000	P
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9	*Sponsorship revenue is		
Additional Funding Source 10	included in the events revenue		

PUBLIC DISCLOSURE COPY

Form **990**

**Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

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

**2021**

Department of the Treasury  
Internal Revenue Service

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

**Open to Public Inspection**

**A** For the **2021** calendar year, or tax year beginning 07/01, 2021, and ending 06/30, 20 **22**

**B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

**C** Name of organization THE ELIZABETH HOSPICE, INC.  
 Doing business as \_\_\_\_\_  
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
500 LA TERRAZA BLVD 130  
 City or town, state or province, country, and ZIP or foreign postal code  
ESCONDIDO, CA 92025-3876

**D** Employer identification number 95-3275679

**E** Telephone number (760) 737-2050

**F** Name and address of principal officer: SARAH MCSPADDEN  
SAME AS C ABOVE

**G** Gross receipts \$ 52,871,036

**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: ▶ ELIZABETHHOSPICE.ORG

**H(c)** Group exemption number ▶ \_\_\_\_\_

**K** Form of organization:  Corporation  Trust  Association  Other ▶ \_\_\_\_\_

**L** Year of formation: 1978

**M** State of legal domicile: CA

Part I Summary			
Activities & Governance	<b>1</b>	Briefly describe the organization's mission or most significant activities: <u>TO ENHANCE THE QUALITY OF LIFE FOR THOSE NEARING THE END OF LIFE'S JOURNEY AND FOR THOSE WHO GRIEVE THROUGH RESPONSIVE MEDICAL, EMOTIONAL, AND SPIRITUAL SUPPORT.</u>	
	<b>2</b>	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	<b>3</b>	Number of voting members of the governing body (Part VI, line 1a)	<b>3</b> <u>14</u>
	<b>4</b>	Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b> <u>13</u>
	<b>5</b>	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	<b>5</b> <u>213</u>
	<b>6</b>	Total number of volunteers (estimate if necessary)	<b>6</b> <u>213</u>
	<b>7a</b>	Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b> <u>16,888</u>
<b>b</b>	Net unrelated business taxable income from Form 990-T, Part I, line 11	<b>7b</b> <u>0</u>	
Revenue	<b>8</b>	Contributions and grants (Part VIII, line 1h)	Prior Year <u>3,358,496</u> Current Year <u>1,829,901</u>
	<b>9</b>	Program service revenue (Part VIII, line 2g)	<u>40,435,175</u> <u>38,006,947</u>
	<b>10</b>	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	<u>1,987,943</u> <u>933,009</u>
	<b>11</b>	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	<u>331,593</u> <u>383,888</u>
	<b>12</b>	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	<u>46,113,207</u> <u>41,153,745</u>
Expenses	<b>13</b>	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	<u>0</u>
	<b>14</b>	Benefits paid to or for members (Part IX, column (A), line 4)	
	<b>15</b>	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	<u>27,348,779</u> <u>27,097,214</u>
	<b>16a</b>	Professional fundraising fees (Part IX, column (A), line 11e)	<u>0</u> <u>0</u>
	<b>b</b>	Total fundraising expenses (Part IX, column (D), line 25) ▶ <u>1,051,101</u>	
	<b>17</b>	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	<u>11,045,371</u> <u>10,992,368</u>
<b>18</b>	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	<u>38,394,150</u> <u>38,089,582</u>	
<b>19</b>	Revenue less expenses. Subtract line 18 from line 12	<u>7,719,057</u> <u>3,064,163</u>	
Net Assets or Fund Balances	<b>20</b>	Total assets (Part X, line 16)	Beginning of Current Year <u>45,799,118</u> End of Year <u>44,445,077</u>
	<b>21</b>	Total liabilities (Part X, line 26)	<u>6,470,240</u> <u>6,140,463</u>
	<b>22</b>	Net assets or fund balances. Subtract line 21 from line 20	<u>39,328,878</u> <u>38,304,614</u>

**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 \_\_\_\_\_  
SARAH MCSPADDEN, PRESIDENT & CEO  
 Type or print name and title

**Paid Preparer Use Only**

Print/Type preparer's name DIANE KIRMACI Preparer's signature Diane Kirmaci Date 11/9/22 Check  if self-employed PTIN P01578407  
 Firm's name ▶ CROWE LLP Firm's EIN ▶ 35-0921680  
 Firm's address ▶ 575 MARKET STREET, SUITE 3300, SAN FRANCISCO, CA 94105-5829 Phone no. (415) 576-1100

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

**Part III Statement of Program Service Accomplishments**

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

**1** Briefly describe the organization's mission:  
TO ENHANCE THE QUALITY OF LIFE FOR THOSE NEARING THE END OF LIFE'S JOURNEY AND FOR THOSE WHO GRIEVE.

**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 \$ 29,590,294 including grants of \$ ) (Revenue \$ 38,334,845 )  
FOR MORE THAN 44 YEARS, THE ELIZABETH HOSPICE, HAS BEEN RECOGNIZED AS A PIONEER IN THE HOSPICE MOVEMENT. WE ARE AN EXPERIENCED AND TRUSTED COMMUNITY RESOURCE THAT PROVIDES HIGH-QUALITY CARE AND SUPPORT FOR THOSE FACING THE CHALLENGES BROUGHT ON BY ADVANCED SERIOUS ILLNESSES. OUR SERVICES FOR BOTH CHILDREN AND ADULTS INCLUDE HOSPICE CARE FOR THOSE WITH A PROGNOSIS OF SIX MONTHS OR LESS; PALLIATIVE CARE FOR THOSE LIVING WITH A CHRONIC ADVANCED SERIOUS ILLNESS WHO ARE NOT HOSPICE ELIGIBLE; AND, COMPREHENSIVE GRIEF SUPPORT FOR PATIENTS, FAMILY AND THE GENERAL COMMUNITY. SINCE 1978, WE HAVE TOUCHED THE LIVES OF MORE THAN 115,000 PEOPLE IN SAN DIEGO COUNTY AND SOUTHWEST RIVERSIDE COUNTY. THE ELIZABETH HOSPICE IS AN INDEPENDENT, NONPROFIT ORGANIZATION THAT RELIES ON CHARITABLE CONTRIBUTIONS TO ENSURE THAT SERVICES ARE AVAILABLE TO ALL WHO NEED THEM, REGARDLESS OF INSURANCE COVERAGE OR THEIR ABILITY TO PAY. ALL DONATIONS SUPPORT OUR LOCAL PROGRAMS INCLUDING THE GRIEF SUPPORT PROGRAMS WHICH ARE OPEN TO ALL IN THE COMMUNITY AND DO NOT REQUIRE A HOSPICE AFFILIATION.

**4b** (Code: ) (Expenses \$ 294,215 including grants of \$ ) (Revenue \$ )  
CHILDREN'S GRIEF SUPPORT; THIS PROGRAM IS A SPECIALIZED CHILDREN'S BEREAVEMENT PROGRAM. IT IS UNIQUE IN SAN DIEGO COUNTY. OUR TRAINED COUNSELORS AND FACILITATORS ARE A COMMUNITY RESOURCE FOR ALL GRIEVING CHILDREN (3 TO 17 YEARS OLD) AND THEIR CAREGIVERS THERE IS NO COST TO PARTICIPATE. A HOSPICE AFFILIATION IS NOT REQUIRED. THERE ARE FIVE COMPONENTS TO THE PROGRAM: INDIVIDUAL COUNSELING; PEER GROUPS CONDUCTED AT OUR CHILDREN'S CENTERS; SCHOOL-BASED ON-CAMPUS SUPPORT IN 20 SCHOOL DISTRICTS (8-WEEK STUDENT PEER GROUPS AND TRAINING FOR SCHOOL STAFF ON HOW TO SUPPORT GRIEVING STUDENT); CRISIS CARE TO ORGANIZATIONS AND SCHOOLS WHEN THERE IS A COMMUNITY TRAGEDY; AND, TWO ANNUAL GRIEF CAMPS.

**4c** (Code: ) (Expenses \$ 260,722 including grants of \$ ) (Revenue \$ 47,725 )  
THE ELIZABETH HOSPICE OFFERS COMPREHENSIVE GRIEF COUNSELING FOR ALL AGES. THESE SERVICES ARE OPEN TO ALL IN THE COMMUNITY REGARDLESS OF HOW THEIR LOVED ONE DIED. IT DOES NOT REQUIRE A PATIENT AFFILIATION TO ACCESS SERVICES. INDIVIDUAL COUNSELING AND GROUP SUPPORT ARE AVAILABLE AT OUR FACILITIES IN TEMECULA, MISSION VALLEY, CARLSBAD AND ESCONDIDO. SUPPORT GROUPS INCLUDE GENERAL GRIEF SUPPORT, SPOUSAL LOSS, CHILD LOSS, INFANT LOSS AND PARENT LOSS AS WELL AS A COMPREHENSIVE PROGRAM TO ADDRESS CHILDREN'S GRIEF.

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

**4e** Total program service expenses **30,145,231**

**SMCF Resolution No. 2022-29**

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

**-- WINTER QUARTER 2023--**

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

**WHEREAS**, a total of five (5) proposals were received by the Community Foundation prior to the grant submittal deadline established for the 2023 Winter Quarter; and

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

**REQUESTING ORGANIZATION**

**GRANT AWARD**

Classics For Kids

A Step Beyond

Bithiah's Family Services

Council on American Islamic Relations-San Diego

The Elizabeth Hospice

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

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

**PASSED, APPROVED AND ADOPTED** by the San Marcos Community Foundation Board of Directors, at a regular meeting thereof, this 21st day of February, 2023, by the following roll call vote:

AYES: BOARD MEMBERS:  
NOES: BOARD MEMBERS:  
ABSENT: BOARD MEMBERS:

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

**ATTEST:**

\_\_\_\_\_  
Phillip Scollick, Secretary