



**Executive Committee Meeting
July 26, 2016 ~ 3:30 PM
945 S. Main Street, Salinas, CA 93901**

AGENDA

1. Call to Order – Greg Chilton 3:30
2. Approval of Minutes (1- 3) 3:35
 - May 24, 2016
3. Chair Report – Greg Chilton 3:40
 - Celebration of Philanthropy – October 20, 2016
 - Distinguished Trustee
4. Treasurer's Report – Gail Delorey 3:45
 - June Financials Summary (4-11)
5. Grants and Programs Committee – Patti Hiramoto 3:55
6. Investment Committee – Ken Petersen 4:00
 - Socially Responsible Investments (SRI's) Update
7. Governance Committee – Rick Kennifer 4:05
 - Nominating Committee Update
8. New Funds 4:10
 - James Ray Valentine CRAT
 - Pagnillo Family Fund
 - North County Affiliate Fund
9. Resource Development Committee – Steve McGowan 4:15
 - Development Summary June – (12-13)
10. President/CEO Report – Dan Baldwin 4:20
 - Private Foundation Services
 - King Foundation Update
 - 2016 Pres/CEO goals progress report (14-16)
 - Tom Forbath Promissory Note
11. Executive Session 4:45

Adjourn



Executive Committee Minutes May 24, 2016

Present: Greg Chilton, Gail Delorey, Patti Hiramoto, Rick Kennifer, Steve McGowan, Ken Petersen, and Ken Wright via phone

Staff: Dan Baldwin, Christine Dawson, Diane Nonella and Janet Shing

The meeting of the Executive Committee was called to order by Greg Chilton at 3:35PM on May 24, 2016.

Minutes

On a motion by Gail Delorey, seconded by Patti Hiramoto, the minutes of the March 22, 2016 meeting were accepted as written.

Report of the Chair

Greg Chilton reported on the League of California Community Foundation's annual Board Chair/CEO meeting, which he and Dan Baldwin attended.

Greg noted the following:

- Dan Baldwin did a very good job chairing the meeting
- The CFMC is the only community foundation with a one-year Board Chair term
- We should consider having the Vice Chair attending the meeting along with the Chair
- The attendees were very interested and impressed with our DA co-investment program

Steve McGowan reported on his attendance at the League of California Community Foundation's CF Basics course. Steve suggested we analyze potential threats to the CFMC. Dan Baldwin described two ongoing threats; potential regulatory changes to endowed philanthropy; and, a possible downturn in the market.

Greg next reviewed the Distinguished Trustee process and list of suggestions. The committee discussed the list, and at the end of the discussion, on a motion by Rick Kennifer, seconded by Gail Delorey, agreed on the first, second and third choices to recommend to the board.

Resource Development Committee

Steve McGowan reviewed the April 2016 Resource Development Summary.

Christine Dawson reported we are still tallying the results from the Women's Fund lunch, and expect to have a surplus to transfer to the Women's Fund. Christine also reported the Girls' Health in Girls' Hands Scholarship Fund will be awarding \$30,000 in scholarships in 2016.

Investment Committee

Ken Petersen reported on the May 9, 2016 Investment Committee meeting and the progress on the IPS amendment for the Socially Responsible Investment portfolio.

Treasurer's Report

Gail Delorey reviewed the April 2016 financial statement.

On a motion by Steve McGowan, seconded by Patti Hiramoto, the committee approved the April 2016 financial statement.

Grants and Programs Committee

Patti Hiramoto reviewed the Grants and Programs report.

Patti reminded the committee the Neighborhood Grants Program Awards Ceremony is June 25^h, and to RSVP to Karina Gutierrez.

Action Items:

On a motion by Steve McGowan, seconded by Rick Kennifer, the committee approved awarding 12 grants, totaling \$35,760, for the Neighborhood Grants Program (NGP) grantees.

Patti explained there is \$14,240 remaining in the NGP fund, and requested approval for the funds to be transferred from the NGP to the general endowment for the Spring Community Impact cycle.

On a motion by Rick Kennifer, seconded by Gail Delorey, the committee approved an interfund grant from the NGP to the General Endowment Fund in the amount of \$14,240.

On a motion by Rick Kennifer, seconded by Gail Delorey, the committee approved the following donor advised grants, from The David and Lucile Packard Foundation Fund:

- ACTION Council of Monterey County: \$70,000 for the 2016-17 Salinas Youth Initiative
- Alisal Center for the Fine Arts: \$70,000 for Alisal Community Arts Network and Artists Ink
- CHISPA: \$65,000 for 2016-17 Salinas Youth Initiative
- City of Salinas: \$61,000 for 2016-17 Salinas Youth Initiative

Governance Committee

Rick Kennifer reported Bill Sharpe has accepted the invitation to join the board.

The committee has identified a CPA candidate to invite. Dan Baldwin will coordinate with a current board member to arrange a lunch meeting with Greg Chilton, Gail Delorey and Dan to offer the invitation.

New Funds

Dan Baldwin reported the following new funds were established:

- Nicholas M. Pasculli Fund
- Gathering for Women Capital Campaign

Dan also reported electronic approval was received for a new CGA established by John Meeks for the benefit of the Animal Legal Defense Fund.

Dan next reported on the Dr. James Ray Valentine Charitable Remainder Annuity Trust (CRAT), which will require board approval, but is not currently ready for approval. The transaction moved forward more quickly than anticipated, and an appraisal and positive Phase 1 report must be

received prior to accepting the property and creating the CRAT. Approval will be sought when these are received.

President/CEO Report

Dan Baldwin distributed the 2016 League of California Member Profile worksheets.

Dan introduced the idea of providing investment services for Private Foundations. Other community foundations offer the service, and pay the unrelated business income taxes on the fees collected.

Dan informed the committee he will be recommending to the Finance Committee that we establish a CFMC Stewardship Fund with a portion of our operating cash reserve. The fund will be held in the Medium Term Fund portfolio, which will satisfy the minimum investment requirements, for current and future funds.

Dan updated the committee on the current status of the Dan and Lillian King Foundation petition filing.

Having no further business, the meeting was adjourned by Greg Chilton at 5:37, and the committee went immediately in to an executive session.

Next Executive Committee Meeting is:

- **Tuesday, July 26, 2016 in the Salinas office**

Minutes prepared by:

Diane R. Nonella, Director of Finance & HR

Approved by:

Ken Wright, Secretary of the Board of Directors



Here for Good

Community Foundation

for Monterey County

FINANCIAL STATEMENT

For the Six Months Ended June 30, 2016

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
FINANCIAL REPORTS
For the Six Months Ended June 30, 2016**

TABLE OF CONTENTS

Notes to Financial Statements

Statement of Financial Position

Statement of Activities

Comparisons of Actual to Budget - Operating Fund

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Six Months Ended June 30, 2016**

Assets

Total Assets through 6/30/2016 are **\$181,180,369** a **1.17%** decrease since June 2015, and a **.28%** decrease since December 2015.

Operating Fund

Total revenue was \$123,513 less than the budget, and total expenses were \$43,235 less than the budget. The actual net operating deficit is \$64,736 compared to a budgeted surplus of \$15,543.

Note: The Expendable Operating Cash-on-Hand is at 5.3 months, excluding the operating reserve of \$500,000 and the building reserve of \$150,000.

Gifts, Pledges, Bequests, Future Funds Greater than \$25,000, and Grants

Total new contributions for the month were \$845,198, including \$108,129 from the Pebble Beach Company for the Del Monte Forest Conservancy Fund; \$92,000 from the College Futures Foundation to establish the College Futures Foundation Fund; \$50,000 from the Big Sur Land Trust to establish the Big Sur Land Trust Carmel River FREE Stewardship Fund; stock valued at \$124,023 from Peter and Jackie Henning for the Peter and Jackie Henning Fund; \$75,000 from the Monterey Peninsula Foundation for the Girls' Health in Girls' Hands Fund; \$66,000 from an anonymous donor for the Women's Fund Endowment; and \$50,000 each from Canepa Designs, Ross and Lauren Merrill and Jonathan Feiber for the Friends of Laguna Seca Capital Campaign Fund.

Grants to agencies for the month totaling \$357,310 were approved and recorded.

Interfund activity for the month totaled \$66,240

Contribution/Bequest Receivables

We recorded a contribution receivable in the amount of \$588,000, from the College Futures Foundation to be paid in 2017 and 2018, for the College Futures Foundation program.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Six Months Ended June 30, 2016 and June 30, 2015

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL June 30, 2016</u>	<u>TOTAL June 30, 2015</u>
ASSETS							
Cash:							
Cash & Cash Equivalents	1,730,759	1,184,846	199,815	3,954,293	0	7,069,713	7,068,957
Investments - Long Term Fund Portfolio	0	0	121,557,775	28,806,268	0	150,364,043	147,545,454
Investments - Medium Term Fund Portfolio	500,000	0	0	30,280	0	530,280	0
Separately Invested Funds	0	0	0	23,736	0	23,736	71,765
Total Cash & Investments	2,230,759	1,184,846	121,757,590	32,814,576	0	157,987,771	154,686,175
Accounts Receivable:							
Admin Fees & Misc Receivables	0	0	0	0	0	0	0
Pledges & Contributions Receivable	0	0	4,000	12,750	613,000	629,750	16,750
Note Receivable	0	0	181,413	0	0	181,413	185,672
Bequests & Remainder Interest	0	0	0	0	300,418	300,418	3,773,143
Due from OPER	0	0	1,383,005	0	0	1,383,005	1,426,549
Investment in an LLC	0	0	23,903	0	0	23,903	38,781
Charitable Remainder Trusts	0	0	0	0	18,610,974	18,610,974	21,260,564
Charitable Gift Annuities	0	0	0	0	330,003	330,003	208,373
Total Accounts Receivable	0	0	1,592,321	12,750	19,854,395	21,459,466	26,909,832
Other Assets:							
Prepaid Expenses	264	0	0	0	0	264	2,045
Property-Net of Depreciation	1,732,869	0	0	0	0	1,732,869	1,736,360
Total Other Assets	1,733,132	0	0	0	0	1,733,132	1,738,405
TOTAL ASSETS	3,963,891	1,184,846	123,349,911	32,827,326	19,854,395	181,180,369	183,334,413

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Six Months Ended June 30, 2016 and June 30, 2015

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL June 30, 2016</u>	<u>TOTAL June 30, 2015</u>
LIABILITIES & NET ASSETS							
Liabilities:							
Grants Payable	0	18,953	242,600	139,100	0	400,653	868,833
Administrative Fees Payable	0	0	0	0	0	0	0
Contingent Liabilities	0	0	0	0	11,485,737	11,485,737	13,180,126
Funds held as Agency Endowments	0	0	3,892,099	0	0	3,892,099	4,141,296
Funds held as Stewardship Funds	0	0	0	12,277,600	0	12,277,600	9,680,534
Payroll, Misc. and Accts Payable	1,468,054	982	0	12,500	0	1,481,536	1,501,876
Total Liabilities	1,468,054	19,935	4,134,699	12,429,200	11,485,737	29,537,625	29,372,665
Net Assets:							
Net Assets-Beginning Balance	2,560,574	966,173	117,179,184	20,791,536	9,083,321	150,580,788	149,710,128
Change in Net Assets - Current Year	(64,737)	198,737	2,036,028	(393,410)	(714,663)	1,061,956	4,251,620
Total Net Assets	2,495,837	1,164,911	119,215,212	20,398,126	8,368,658	151,642,744	153,961,748
TOTAL LIABILITIES & NET ASSETS	3,963,891	1,184,846	123,349,911	32,827,326	19,854,395	181,180,369	183,334,413

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Six Months Ended June 30, 2016 and June 30, 2015

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL June 30, 2016</u>	<u>TOTAL June 30, 2015</u>
SUPPORT AND REVENUE:							
Contributions	3,835	317,000	395,740	2,789,891	588,000	4,094,467	4,859,834
Interfund Gifts	41,389	0	63,912	465,728	0	571,029	544,732
Pledge Payments Received	0	0	25,000	200,000	0	225,000	559,332
Future Contributions-A/R-Pledge-Bequests-CRT	0	0	0	0	34,740	34,740	0
Contributions Received via Bequest	28,868	0	1,283,984	0	0	1,312,852	3,660,396
In Kind Contributions	0	0	0	0	0	0	0
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	225,654	225,654	0
Gain/Loss on Sale of Property	0	0	0	0	0	0	0
Interest & Dividend Income	6,622	221	1,195,247	275,932	0	1,478,022	1,174,279
Administrative Fees	1,104,403	0	0	0	0	1,104,403	1,208,974
Fees from Special Projects	39,218	0	0	0	0	39,218	27,667
Workshop and Contract Service Income	12,141	0	0	0	0	12,141	29,101
Misc Income/Returned Grants	36,707	0	0	0	0	36,707	40,866
Total Support and Revenue	1,273,184	317,221	2,963,883	3,731,552	848,394	9,134,234	12,105,180
EXPENSES:							
Operating Expenses and Distributions:							
Salaries & Benefits	912,803	9,943	0	0	0	922,746	868,050
Administrative Costs	234,098	84,606	0	15,640	0	334,344	329,278
Occupancy Costs	93,183	0	0	0	0	93,183	91,283
Development Expenses	95,179	10,953	0	0	0	106,132	118,434
Board & Committee Expenses	2,658	0	0	0	0	2,658	1,670
In Kind Expenses	0	0	0	0	0	0	0
Total Operating Expenses	1,337,920	105,503	0	15,640	0	1,459,063	1,408,715

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Six Months Ended June 30, 2016 and June 30, 2015

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL June 30, 2016</u>	<u>TOTAL June 30, 2015</u>
Grants and Grant Related Expenses:							
Grants	0	12,981	1,311,318	5,032,373	0	6,356,672	4,355,310
Interfund Grants	0	0	200,229	370,800	0	571,029	544,732
Pledge Payments Paid	0	0	0	0	225,000	225,000	559,332
Bequests Payments/Transfers	0	0	0	0	1,321,866	1,321,866	460,434
Other Expenses	0	0	0	60,669	0	60,669	767
Other Payments/Transfers	0	0	983,420	(983,420)	0	0	0
Grant Related Expenses	0	0	0	0	0	0	0
Administrative Fees	0	0	873,388	214,825	16,191	1,104,403	1,208,974
Fees to Managers	0	0	66,365	15,011	0	81,376	72,077
Total Grants and Grant Related Expenses	0	12,981	3,434,720	4,710,258	1,563,057	9,721,016	7,201,626
Total Expenses and Grants	1,337,920	118,484	3,434,720	4,725,898	1,563,057	11,180,079	8,610,341
Excess of Revenues (Expenses)							
Before Gains on Investments & Transfers	(64,737)	198,737	(470,837)	(994,346)	(714,663)	(2,045,845)	3,494,840
GAINS(LOSS) ON INVESTMENTS:							
Realized-Gain (Loss)	0	0	(1,701,085)	(389,044)	0	(2,090,129)	8,500
Unrealized-Gain(Loss)	0	0	4,207,950	989,980	0	5,197,929	748,281
Total Gain/(Loss) on Investments	0	0	2,506,865	600,936	0	3,107,801	756,781
Change in Net Assets	(64,737)	198,737	2,036,028	(393,410)	(714,663)	1,061,956	4,251,620
Net Assets Beginning of Year	2,560,574	966,173	117,179,184	20,791,536	9,083,321	150,580,788	149,710,128
Net Assets, End of Period	2,495,837	1,164,911	119,215,212	20,398,126	8,368,658	151,642,744	153,961,748

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
Combined Operating Fund Budget vs. Actual
For the Six Months Ended June 30, 2016 and June 30, 2015

	Year-To-Date			YTD Actual 6/30/2015
	Actual	Budget	Variance	
REVENUE				
Contributions - Foundations	0	18,750	(18,750)	52,500
Contributions - Indiv/Corp	3,835	27,000	(23,165)	15,346
Contributions - Interfund	41,389	35,539	5,850	37,190
Contributions - New Pledges	0	0	0	0
Pledge Payments Received	0	0	0	0
Bequests Received	28,868	31,000	(2,132)	15,209
In Kind Contributions	0	0	0	0
Admin & Special Project Fees	1,143,622	1,232,798	(89,176)	1,236,641
Workshops/Contracts	12,141	9,810	2,331	29,101
Miscellaneous Income	36,707	35,800	907	33,990
Interest and Dividends	6,622	6,000	622	5,999
Realized Gains/(Losses)	0	0	0	0
Total Revenue	1,273,184	1,396,697	(123,513)	1,425,975
EXPENSE				
Personnel				
Salaries and Wages	707,071	732,898	(25,827)	650,485
Payroll Taxes	61,348	54,037	7,311	56,829
Insurance and Other Benefits	144,384	150,229	(5,845)	127,786
Sub-total	912,803	937,164	(24,361)	835,100
Administrative				
Supplies	11,845	12,125	(280)	13,755
Equip / Computer Maintenance	65,351	65,386	(35)	52,282
Bank Charges	2,302	2,100	202	1,793
Printing	3,843	5,350	(1,507)	7,183
Postage / Freight	7,400	8,738	(1,338)	5,931
Dues/Subscriptions	15,232	15,096	136	23,366
Services (legal, acct, consult)	61,343	58,810	2,533	76,740
D&O Insurance	4,358	4,500	(142)	4,010
Telecommunications	8,560	8,673	(113)	7,619
Conferences & Training	9,148	8,884	264	16,533
Miscellaneous	225	178	47	5,951
Depreciation	44,490	44,490	0	45,990
Sub-total	234,097	234,330	(233)	261,154
Facilities				
Property / Liability Insurance	11,156	8,700	2,456	8,458
Maintenance / Repairs	2,732	6,810	(4,078)	3,266
Janitorial & Landscaping	11,100	9,750	1,350	11,134
Rent	23,356	24,631	(1,275)	21,618
Mortgage, Interest & Property Taxes	27,926	27,926	0	28,770
Utilities	16,912	16,748	164	18,037
Sub-total	93,183	94,565	(1,382)	91,283
Development, Program & Staff				
Donor Development	49,643	52,650	(3,007)	49,337
In Kind Expenses	0	0	0	0
Advertising & Promotion	15,937	19,569	(3,632)	4,931
Mileage, Meals & Meetings	3,978	5,982	(2,004)	3,663
Workshops	17,443	25,098	(7,655)	16,781
Annual Meetings	214	214	0	0
Annual Report	4,675	5,000	(325)	0
Staff Recognition Expenses	3,288	3,874	(586)	3,401
Board & Committee Expenses	2,658	2,708	(50)	1,670
Sub-total	97,837	115,095	(17,258)	79,785
Total Expenses	1,337,920	1,381,154	(43,235)	1,267,321
Net Income / (Loss)	(64,736)	15,543	(80,279)	158,654



**Resource Development Summary
June-16**

Current Activity Report Number of Meetings/Contacts June 2016								
Month	Professional Advisor	Prospects	Current Fund Holders	Presentations	Events	Newsletters Crescendo eBlasts		
January	4	11	6	1	*See below	11	*See below	4
February	7	20	11	3	*See below	5	*See below	6
March	8	29	7	1	*See below	4	*See below	6
April	7	15	4	4	See below	11	*See below	6
May	3	12	5	0		6	*See below	6
June	9	15	9	3	*See below	6	*See below	6
July								
August								
September								
October								
November								
December								
Total Activity	38	102	42	12		43		34
January Events: Rotary Reception, Staff Retreat, Arts Council: Champion of the Arts, NCPG San Francisco, Monterey Bay Business Hall of Fame, Roe V Wade, IMPOWER Luncheon, Noteware, Bright Futures Core Conveners, SMFC meeting-King City, CHISPA Annual Celebration, AFP Board Meeting, Palma High School								
February Events: Carmel Realty/ AT&T Pro Am event, Successful Thinkers, Chinatown Strategies Convening, VNA Investment Committee, Cal GRIP, CHOMP Luncheon, McGives Check Ceremony, Salinas Valley Chamber Awards								
March Events: CFMC Legacy Luncheon, Real Cost/ Packard Foundation, Chinatown Strategies Convening, Jazz Festival, AFP Board Meeting								
April Events: Disaster Resiliency Summit, Natividad Hero's Award, College Futures Foundation Convening, MPC dedication, Bright Futures Leadership Forum, MBEP Regional Economic Summit, Chip Hooper Memorial, Panetta Institute, Chinatown Convening, Ciao Cioppino Dinner, AFP, Church of the Forest Board, Donor Education Event								
May Events: Women's Fund Luncheon, Panetta Institute, AFP Board, North County Affiliate Fund Dinner, Community Homeless Solutions Event								
June Events: Merienda BBQ, CFMC Past Chairs Lunch, Funders Lunch, NGP Awards Ceremony, CPE Forum, Sigma Chi, AFP Summer Summit, United Way								
*On-going: Salinas & Monterey Rotary Clubs								
Planned Gifts								
New Legacy Society Members for the Month:						0		
Expectancy Additions Year to Date:								
Legacy Society Members to Date:						201		
Total Expectancies to Date:						\$166,417,316		

New Funds Created 2016		
Type of Fund	Number of Funds	Establishing Gift
Donor Advised		
Bright Futures Fund	1	\$ 20,000.00
Chip Hooper Foundation	1	\$ 100.00
Nicholas M. Pasculli Fund	1	\$ 1,250.00
Lehman Family Fund	1	\$ 24,405.00
Barbara Paul and Tom Lafaille Fund	1	\$ 100,000.00
Agency/Stewardship		
Big Sur Land Trust Carmel River FREE Stewardship Fund	1	\$ 50,000.00
CHISPA Stewardship Fund		\$ 100,000.00
Friends of Laguna Seca Capital Campaign	1	\$ 50,000.00
Gathering for Women Capital Campaign Fund	1	
Salinas Valley Memorial Hospital Foundation Stewardship Fund	1	\$ 1,000,000.00
Scholarship		
Bonnie Hutcheon Scholarship Fund	1	\$ 5,789.52
CHISPA Scholarship Fund	1	\$ 10,000.00
Church Brothers-True Leaf Farms Scholarship Fund	1	\$ 100,000.00
College Futures Foundation Fund	1	\$ -
Jack Van Zander Cal Alumni Memorial Scholarship Fund	1	
GHGH Scholarship Fund	1	
Hugo and Dolores Tottino Family Scholarship Fund	1	\$ 98,128.80
General Endowment		
Evelyn Torres Fund	1	\$ 395,128.43
Field of Interest		
Shirley I. Thackara Fund	1	\$ 115,617.46
Designated Fund		
King City Recreation Commission Forden Park Playground Fund	1	\$ 890.00
New Funds Created Total:	20	\$ 2,071,309.21

Total Contributions		
Year 2016 - YTD	\$	4,345,847
Year 2015 - YTD	\$	8,059,796

2016 Goals

The passage of the new Strategic Plan was an important milestone in 2015, and sets the stage for our work for the next several years. Having stated that, it will be important to thoughtfully move forward into new areas; goals should either be organic and aligned to organizational development or a response to an identified need, whether internal or external. No goals for the sake of having goals. Happy to discuss anything on the list below, or add things the board feels I've missed.

Following is what 2016 looks like to me, as I sit at my computer in mid-November. The bold shorthand after each goal refers to the segment of the Strategic Plan with which it aligns.

1. Homelessness, Chinatown in particular. Real progress is being made. I've been very consistent in telling everyone our role is facilitator and convener. This means being the driver. Word is spreading that the CFMC is involved, and this has gotten people's attention, a real complement to our progress. The goal is to facilitate a unified vision with homeless services providers, City, County, businesses, and the donor community for Chinatown. At some point, this may involve the CFMC reaching out to its donor advisors, and helping obtain other funding. It may also include the creation of a Fund for Chinatown, so donors will have a trusted receptacle for gifts. **CL Significant progress has been made, though it isn't easy. Three large convenings have been held, and a fourth is scheduled for August 4. A Chinatown subcommittee was formed (Laurel sits on this). The City of Salinas and the County are now actively working together. The City is hiring a consultant to update the Chinatown Redevelopment Plan, and they have agreed to infuse a human service component, allowing the nonprofit providers to participate. This plan will have all the relevant constituencies at the table. This is significant. Everything I've described is because of the involvement of the CFMC.**

2. Continue working with other major funders who have programming in East Salinas to generate a "map" that will reveal redundancies and gaps. **CI While I instigated this process, we're currently not leading it. I reached out to Miguel Salinas of the Packard Foundation, who agreed to lead it, but it has gotten somewhat co-opted by Building Healthy Communities. Laurel has been involved. I'm not overly confident this will turn out in the manner I hoped. Thankfully this information exists in other sources.**

3. Continue the disaster planning work. The CFMC and United Way have agreed to lead a process of convening nonprofits that provide critical human services or are expected to be quick responders in disasters. We will also continue to work with the County's emergency response office to solidify our place at the table. **CL CFMC has been very involved in County disaster preparedness. I spoke at disaster summit. Julie is in the inner circle of planning. CNE presented a workshop in preparedness for nonprofits. Next step is to convene nonprofits who provide essential services and discuss how we'll coordinate activities in the event of a disaster.**

4. A new Strategic Plan goal is "Educate the public about philanthropy." While we've always felt this is an offshoot of our work, we want to begin thinking about this with intentionality. This will take the form of initiating a series of donor education programs that will cover areas such as emerging issues,

planned giving/tax law, and investment. My experience with this type of program is that it takes a while to gain momentum. **PL We held our first donor education workshop in April. Had good attendance. Others will be scheduled in the future. We've also started a professional advisor council, which will also help with wider education, as these professionals are on the front lines of philanthropy communications with their clients.**

5. We have completed the internal structuring that will allow us to embark on a Latino Philanthropy Initiative. This will be a methodical process that must be thoughtfully undertaken. However, my expectation is that the structure will be created that will inform expectations and next steps. This responds directly to the new SP directive to "engage a more diverse donor base." **PL Underway. Aurelio has done research, and he and Christine are working together on a plan. The three of us have met and discussed timing and progress.**

6. Roll out a small organization capacity building program. This would be a Futer program for smaller organizations, overseen by the CNE. **CI Program is funded and rolled out.**

7. I realize this goal seems evergreen, but we stay committed to the concept of affiliate funds. We will work to establish funds in Big Sur, North County and Salinas Valley. **PL North County fund underway.**

8. Integrate the new Communications Associate into the larger communications plan. While this may seem minor in the larger scope of the CFMC, this position formally establishes our commitment to social media. We have, of course, deployed social media, but we want to do so in a much more organized way that is incorporated into larger communications goals. **OE Board saw the presentation at the June board meeting. We've made huge strides in our social media presence.**

Other work that is ongoing or may not be ready to rise to the level of a goal:

- Begin the conversation on starting an SRI for the portfolio. This would probably take the form of simply utilizing an existing SRI fund, and make it available to our donors. **Should be approved at the August investment committee meeting and present to the board in August.**
- Start exploring Impacting Investing opportunities. SP: Utilize assets for community impact beyond grantmaking. **Yet to begin. Serious research will occur in second half of 2016.**
- We've had one Professional Advisor Council meeting. It went very well. We've actually had specific follow up from some in attendance. Need to develop content for the 2016 meetings (2) that will make the meetings interesting and valuable for the attendees. **Next meeting is July 27.**
- The finance office is now fully staffed. As our organization continues to grow and become more complex, this office must also grow in its ability to be a strategic force for the CFMC. **Pleased to report this is going very well. This has been a struggle but we're in our best situation to date.**

- Continue to solidify relationships with our donor advisors. I'm very pleased with how this has developed over the past two/three years. The impact of this work is not only in the numbers (growth of DAF grants), but in the way our donor advisors are co-investing with CFMC priorities. ***Held a donor education session that was attended by several donor advisors. Meeting with fund holders is ongoing.***
- Represent the CFMC again as chair of the League of California Community Foundations. It is hard to point to direct linkages and benefits to the CFMC, but overall my role with the League has elevated our stature within the field. ***Six months to go!***