

OPPORTUNITY



IMPACT



VISION

HEALTHY, SAFE, VIBRANT COMMUNITIES

MISSION

IMPACT

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OPPORTUNITY

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2017 Quick Facts

\$47.58 Million in Gifts Received

59 New Funds

Top 100

Community Foundations in

Grantmaking Since 1981

Assets Grew 14.8% to a Record \$267 Million

Approved for Distribution to 641 Grantees

COVER PHOTOS: (I to r) Ventana Wilderness Alliance Frieda Rios, GHGH Scholarship Recipient INTERIOR PHOTO: Chris Burnham

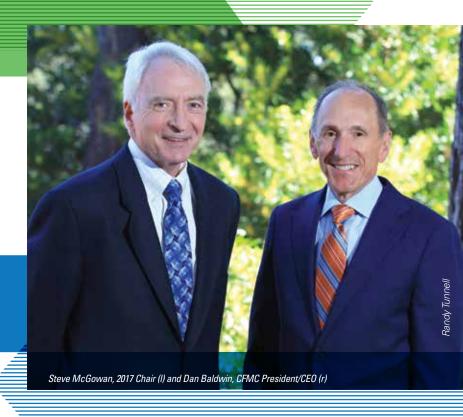
MESSAGE TO THE COMMUNITY

From the Chair & President/CEO

Opportunity and Impact: words that are important to the Community Foundation for Monterey County (CFMC). Whether through grantmaking or the development of new initiatives, we seek opportunities that will make deep impact on our communities. This also takes form in our resource development efforts, as donor advisors or those working on their estate plans seek a strong philanthropic partner who can assist them in finding opportunities for impact. We hope you'll enjoy the inspiring stories described in this report, and agree with us that your community foundation is working hard to make Monterey County stronger.

Growth opportunities can mean many things to a community foundation. New funds, gifts and growing assets, all of which occurred at a record pace in 2017. We recorded nearly \$50 million in gifts, started 59 funds and had year-end assets totaling \$267 million. Our primary portfolio returned 15.4% in 2017, raising fund balances and creating additional opportunities for impact.

The asset numbers are inspiring but the real story lies in the process that generated a record \$16.7 million in grants. This stems from the growing symbiosis between the CFMC and its donor advisors, the best practices applied through our Community Impact grant program, and the fastgrowing level of scholarships we awarded. It feels so long ago, but it was only October 2017 that the Pfeiffer Canyon Bridge reopened, reconnecting Big Sur to tourism and residents. Through a wonderful group of generous donors, the CFMC was able to open and promote the Big Sur Relief Fund, which provided critical support to hospitality workers whose livelihoods were in jeopardy. Separate from grantmaking, we remained very involved in seeking solutions for homelessness, and embarked on a similar path with affordable housing.



A quieter development may prove to be one of our most important in years ahead. The formation of the Siembra Latinos Fund seeks to welcome a more diverse set of participants into philanthropy. Siembra Latinos is utilizing the same structure as our two affiliates – the Northern and Southern Monterey County Foundations – in which an advisory board of knowledgeable leaders oversees the fund's growth and grantmaking. The more people who can engage in philanthropy, the greater the sustainability and impact.

None of this is possible without a dedicated board and staff, here to serve a community committed to philanthropy. It's a big, healthy partnership, and one that will be *Here for Good*.

MU Lawn

Steve McGowan 2017 Board Chair 25

Daniel R. Baldwin President/CEO

"The more people who can engage in philanthropy, the greater the sustainability and impact."

Dan Baldwin, CFMC President/CEO



Resources Create Opportunity.

Opportunity Creates IMPACT.

Impact Attracts Resources.

Impact begins with individuals, families and businesses who partner with the Community Foundation for Monterey County to fulfill their philanthropic vision. Their generosity fuels grants that change lives and communities for the better, making an indelible impact. Sharing these stories causes a ripple effect, attracting more philanthropic resources, creating even more opportunity for good.

This dynamic fulfills our mission, "To inspire philanthropy, and be a catalyst for strengthening communities throughout Monterey County." Thank you to our donors, fellow nonprofit organizations, the professional advisor community, and all our philanthropic partners. You make a future with healthy, safe, vibrant communities possible.

You make a future with healthy, safe, vibrant communities possible.



STRENGTHENING COMMUNITIES \$16.7 Million Granted

Grantmaking is the hallmark of the Community Foundation. In 2017 the CFMC, granted more than \$16.7 million through 1,508 grants to 641 organizations.

The CFMC is increasing accessibility and opportunity for nonprofits in its grantmaking programs by streamlining procedures and simplifying the process. We created programs that broaden nonprofits' ability to apply and the CFMC's ability to support a wider group of organizations. These programs include: Community Impact small grants (up to \$12,000), Opportunity Grants (up to \$10,000), Organizational Development grants (up to \$5,000) and CFMC Donor Advisor Giving Together opportunities.

Grantmaking Impact

- Dozens of youth saw the ocean for the first time thanks to Monterey Bay Aquarium and Ventana Wildlife Society.
- 85 youth received one-on-one mentorship and hands-on arts instruction. The Reaching Across Generations project paired young artists with elder artists at Youth Arts Collective (YAC), an after-school art studio and mentorship program in Monterey.

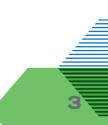
- The Monterey County Rape Crisis Center provided child abuse prevention education to more than 10,000 elementary school students resulting in safer conditions for many children.
- More than 1,000 people, cut off by the Pfeiffer Canyon Bridge to the north and mudslide to the south, received support through the Big Sur Relief Fund.
- 1,345 children received free dental screenings from Salud Para La Gente. 57 received basic preventive and restorative dental care and treatment and 648 were referred for further treatment, leading to better dental health.
- 59 seniors provided tutoring support to 167 pre-school and elementary-aged children in Monterey County. Thanks to the Foster Grandparent program of the Seniors Council of Santa Cruz and San Benito Counties', nearly all students improved their language, literacy, logic and math skills.
- Gathering for Women served weekly meals to 310 homeless women and provided referrals and resources, healthcare, behavioral health, clothing/hygiene products and enrichment activities in Monterey.

- Dorothy's Place enrolled 128 homeless people in Monterey County's coordinated assessment for shelter, many of whom received ongoing case management to help transition to housing and other supportive services.
- 128 people with a dual diagnosis of mental illness and alcohol/drug addiction benefited from the remodeled Bridge House residential and day rehabilitation programs through Interim, Inc.

Partnering with Funders

The CFMC appreciates the continuing collaboration with funding partners. Grants from the College Futures Foundation, Claire Gianinni Fund, Monterey Peninsula Foundation, Nancy Buck Ransom Foundation, and the David and Lucile Packard Foundation enhanced CFMC programs and initiatives.

See page 28 for more grant details or visit **www.cfmco.org/RecentGrants.**





"More than once our instructors have stood on the beach with a teenager who had never walked in the sand - despite being born and raised in Monterey County, or spoken with a previous camper who was still excited, years later, about the one time they spent the night in Big Sur with our summer camp."

- Alena Porte, Ventana Wildlife Society's Education and Outreach Manager



GRANTEE STORIES Beyond the Numbers

Community Impact grants make a difference throughout Monterey County. Program areas address: Children & Youth, Health & Human Services, Community Development, Art & Historic Preservation and Environment & Animal Wellfare. Here are some stories beyond the numbers.

CHILDREN & YOUTH Girls Inc. of the Central Coast

Girls Inc. of the Central Coast wants to inspire girls to be strong, smart and bold, to respect themselves and the world around them. This message is spread through programs that serve elementary, middle and high school students, challenging them to develop their leadership skills while giving them exposure to life outside



their communities. The program takes place in 28 sites throughout Monterey County and reaches more than 1,000 girls each year.

The organization received a \$30,000 grant to support girls in Greenfield, King City and Soledad through the ECHO, Girls in Will Power/Won't Power and Friendly PEERsuasion Programs. The goals are to counter economic insecurity, high school dropout rates, teen pregnancy, substance abuse and gang participation. More than 300 girls have a chance to focus on leadership development, goal setting, decision-making, advocacy, avoiding risky behaviors, and pursuing a college education.

ENVIRONMENT Ventana Wildlife Society

From whale watching, monitoring California condors and exploring tide pools in Big Sur, to scrambling in caves in Pinnacles National Park, hundreds of Monterey County youth have experienced local wildlife and open spaces.



"Connecting youth to nature helps to create an emotional bond. For many adults, a life-

long love of nature started because they were afforded the opportunity to experience it," said Alena Porte, Ventana Wildlife Society's Education and Outreach Manager.

The organization received \$25,000 to support its environmental education programs that not only expose children to nature, but include critical thinking, problem-solving, art and journaling to capture their experiences.

Ventana Wildlife Society partners with organizations such as Salinas PAL, Marina Youth Center, Monterey County Office of Education, Rancho Cielo and Cesar Chavez Library to reach youth that might not have access to outdoor education and natural science. This year the organization expects to reach 1,600 youth, with more than half from underserved communities attending at no cost.

ART, CULTURE & HISTORIC PRESERVATION Art in Action

Art in Action engages teachers and students in creating art. The nonprofit works to provide teachers with curriculum and innovative ways to teach art, and provides students with inspiring connections to art.

\$12K for After-School and Summer Arts program

"A lack of funding, training, or commitment should not be a roadblock to turning our belief in educational equity through art into reality for ALL kids," said Mara Grimes, Art in Action's Development Manager. A \$12,000 grant supported after-school and summer art lessons at 10 Monterey Peninsula Unified School District schools, benefiting 680 students and 18 teachers.

COMMUNITY DEVELOPMENT Loaves, Fishes & Computers

While technology brings the world closer, there is a divide between those that have computers and those that don't. Salinas-based Loaves, Fishes & Computers (LFC) is bridging that divide by getting computers into the homes of low-income families and individuals. It provides refurbished, ready-to-use computers to help people look for jobs, advance their careers, go to school and use technology to improve their lives.



A \$22,000 grant provided funding to train 200 volunteers to refurbish and reuse computers, and gave free and low-cost access to technology and training to senior citizens, students, and disabled people throughout Monterey County. "Since 2009, we provided over 3,150 computers to individuals and families, assisting thousands of people to acquire the technology and skills that are critical in today's economy," said Christian Mendelsohn, Executive Director.

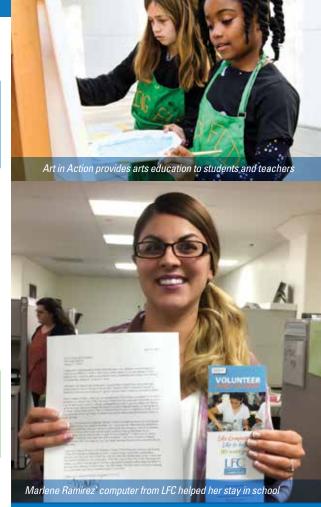
HEALTH & HUMAN SERVICES YWCA Monterey County

Leaving an abusive home can be the most difficult and bravest decision a person in crisis will ever make. Since 1982 the YWCA Monterey County has operated Monterey County's longest-running confidentially located emergency shelter, providing a safe place for families to heal. A \$25,000 grant supported a



housing case manager for the YWCA's Safe House program, to assist victims of domestic violence find permanent shelter and much needed resources.

Each year, the program serves an average of 20 families, 87% of whom are low income. Safe House clients undergo an eight-week program that offers them three meals a day, case management, life skills workshops, transportation, counseling, legal advocacy and support navigating the social services network and judicial system. Once the program is completed, clients often need support in transitioning back into a normal and independent life, free from violence. That's the role of the transitional case manager, who is tasked with helping clients find housing, employment, childcare and other necessities to begin rebuilding their lives.



"I walked out that same day with a computer. I had never owned a computer before in my life! From that day on, I no longer had that obstacle and continued with my education."

Marlene Ramirez,
 former student, now social worker,
 received a computer from LFC



SCHOLARSHIPS: **INVESTING** In Potential through

Education



Diego Jimenez North Monterey County High School - UC Davis



Greenfield High School - UC Santa Barbara



Maria Zuniga Soledad High School - UC Davis







"Growing up I believed that going to a university would be out of my reach because of my family income, so I only dreamed about it. With this scholarship, my dream became a reality."

- Alejandro Estrada-Esparza

\$750,000 Awarded



Jose Gonzalez-Herrera Soledad High School - UC Santa Barbara



Cristal Calderon Soledad High School - UC Davis



Maria Camargo Alisal High School - UC Davis



Janely Chavez-Melendez Gonzales High School - CSU Northridge





Adrian Gutierrez Soledad High School - UC Davis



"You made my pathway to success clearer, and when I walk across that stage in the fall, I'll remember you. I'm immensely grateful."

- Adriana Jazmin Vargas Medoza





King City High School - UC Riverside

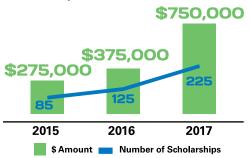


King City High School - Hartnell College

SCHOLARSHIPS: Creating Opportunity

A college education represents the gateway to opportunity. With the continued support of our donors, 2017 was another record year for scholarships. We awarded over \$750,000 to 225 students through 48 scholarship programs, this is double the dollar amount and a 79% increase in the number of students from 2016. The CFMC manages \$7.8 million dedicated to awarding scholarships to Monterey County students. These dollars represent a recognition by our community that access to affordable, high quality education for everyone is critical to ensuring a bright future.

Scholarship Growth



Strategic Need-Based Scholarships



Many of our donors are adopting a new approach to supporting students. The focus is on identifying groups with the largest

college attainment gaps, connecting scholarships with student support services, ensuring students apply for and receive public financial aid, and meeting financial need. Statewide studies suggest that this method can have a significant impact on increasing college-going and degree completion for lowincome students.

For those wishing to create opportunities for young people, scholarship funds are one of the most effective and fulfilling ways to give. Scholarship funds can be customized to your areas of interest. You can also give to College Futures Monterey County (below), investing in strategic need-based scholarships that improve access to education and leverage your support.

COLLEGE FUTURES MONTEREY COUNTY



2017 was the first full year of College
Futures Monterey County, a new effort to
increase the rate of college completion. Over
600 students from seven high schools in
Castroville, Salinas, Salinas Valley and Seaside
attended a series of workshops covering
topics like college applications, financial
literacy, financial aid applications, choosing a
college, and academic success strategies.

209 students completed all three workshops required to apply for a scholarship. With support from College Futures Foundation and several generous donors, we awarded \$260,000 to 65 low-income, underrepresented students. Ninety-two percent of the recipients are the first in their family to attend college, and 71% attend a four-year university.

Scholarships & Support

These students will continue to receive support through our partnership with CSUMB's college outreach programs and will be eligible to renew their scholarships for the 2018-19 school year. Students in similar programs throughout California graduate at much higher rates than their peers who do not receive advising and scholarship support.

There are three ways to invest in College Futures Monterey County:

- You can establish a named scholarship fund within the program and receive updates on the students who receive scholarships from your fund.
- You can make an annual or one-time gift to support scholarships through the program.
- You can work with us to leave a gift in your will or estate.

All these gifts help deserving students realize their full potential.

www.cfmco.org/CollegeFutures



SCHOLARSHIP FUNDS: A CUSTOMIZED APPROACH

Here are three examples of how the CFMC partners with donors to customize their approach.

In its first year, The Rotary Club of Monterey Martin/Hurd Scholarship awarded \$30,000 to six students from Monterey, Seaside, and Marina high schools. Our staff worked with the club's committee to collect and review applications, select recipients, and invite students to a recognition event.

Joel and Dena Gambord established the Joel and Dena Gambord Nursing Scholarship to support Bachelor of Science in Nursing students at CSU Monterey Bay. The Gambords recognized the need for more well-trained, culturally competent local nurses. Thanks to their commitment, in 2017 the fund awarded \$85,000 to 11 nursing students.

Rob and Julie Drezner, with support from several family members, established the **Drezner** Family Scholarship. It benefits students at Hartnell College and Monterey Peninsula College who are transferring to a four-year college or university and are committed to service to others. We worked with the Drezners to review applications, schedule and conduct student interviews, and award scholarships to three students.

www.cfmco.org/Scholarships

Northern Monterey County Foundation Surpassed

\$300,000 in Gifts and Pledges

Southern Monterey County Foundation Granted Over

Nonprofit Organizations



NEIGHBORS HELPING NEIGHBORS Affiliate Funds

When concerned and engaged residents look to make their communities a better place, an opportunity is created. When these people come together to raise funds for both immediate grantmaking and to build an endowment for future good, you have impact.

This is what happens when an affiliate fund is formed. Local community members come together to form an advisory board for a foundation to serve a specific geographic region in Monterey County. The CFMC handles all administrative details, while the advisory board raises funds and recommends grants in their region.

Northern Monterey County Foundation

2017 saw the first grants made by the Northern Monterey County Foundation (NMCF), which serves the communities of Aromas, Bolsa Knolls, Boronda, Castroville, Elkhorn, Las Lomas, Moss Landing, Oak Hills, Pajaro, Prunedale, Royal Oaks and Santa Rita. Ten nonprofits received support to continue and expand their important work in North County.

Started in 2016, the NMCF has already surpassed \$300,000 in gifts and pledges from nearly two dozen individuals, families and businesses. This success is a testament to the willingness of North County residents to come together to make their communities safer, stronger and more vibrant. To learn more or contribute, visit www.cfmco.org/NMCF.

"We now have a way to build an endowment to benefit future needs, while making immediate grants to organizations providing services for current issues in our area."

- Don Chapin NMCF Advisory Board Chair

Southern Monterey County Foundation

The future of philanthropy is something people in South County care about. That's why the Southern Monterey County Foundation (SMCF), the affiliate fund that serves King City and points south, was formed in 2013. In four years of grantmaking, the SMCF has granted over \$72,000 to 23 organizations, providing much needed programs in South County communities. At the same time, an endowment is being built—nearly \$120,000 to date—that will provide funding for future generations.

The SMCF has been supported by nearly 40 South County residents and businesses, most of whom have joined the SMCF Founding Family by pledging \$5,000 over the first five years. All donations are split between immediate grantmaking and endowment building. This model allows the SMCF to make a difference now, while investing in the future. To learn more or give, visit www.cfmco.org/SMCF.



GROWING & GIVING Siembra Latinos Fund

One of the best ways to create impact is to harness the power of community. The Siembra Latinos Fund (SLF) was created in 2017 by a group of Latino leaders to grow the power of philanthropy for Monterey County Latinos.

Siembra means "to sow" and the goal of the SLF is to grow opportunities for Latino residents by inspiring philanthropy and cultivating healthy, safe and engaged Latino communities.

More than \$50,000 was contributed in the fund's first year. The advisory board developed grant guidelines, and \$20,000 will be granted in 2018 in the areas of Arts and Culture, Community Development, Education, Health, Human Services and Safety.

Grants will support programs that help Latino children and youth reach their full potential, improve the physical and mental health of individuals and families, enhance environments, build community and economic security, broaden and deepen participation in artistic experiences and help with basic needs for vulnerable individuals. To contribute, or for more information, please visit **www.cfmco.org/SLF**.

The Siembra Latinos Fund is one of ten members of the National Latino Funds Alliance.





\$20,000

will be granted in 2018 in the areas of Arts and Culture, Community Development, Education, Health, Human Services and Safety.

"We are proud to be on the forefront of Latino philanthropy and help sow the seeds for a strong and vibrant Latino community."

- Blanca E. Zarazua, Esq., Siembra Latinos Fund Advisory Board Chair





BIG SUR RELIEF FUND AIDS LOCALS

"Just when we were wondering, 'How are we going to make it?', we received a check and knew we were not alone. Your generous help is very appreciated as is knowing friends and neighbors really care." - Big Sur resident

Disaster followed disaster as the Soberanes Fire in Big Sur, was followed by rain, flooding, road closures and landslides. Winter rains led to the collapse and demolition of Pfeiffer Canyon Bridge, which connects parts of the Big Sur community to points north. The damage caused tremendous hardship for Big Sur residents, employees and their families, who were unable to access work and school. The philanthropic response provided an opportunity for people to help others through difficult times.

The Big Sur Relief Fund was created at the urging of David Fink, Founder/CEO of Mirabel Hotel & Restaurant Group, together with owners of Nepenthe, Ventana Big Sur, Post Ranch Inn and other hospitality businesses. Thanks to the outpouring of local and national support, a CFMC grant committee, led by Big Sur residents and leaders, provided \$352,199 in aid. Support was directed by grantee Coast Property Owners Association (CPOA) to qualified individuals through an extensive vetting process.

One hundred percent of donations provided relief and assistance to the affected residents and individuals working in Big Sur. Patte Kronlund, CPOA Advisory Board member said, "We heard hundreds of personal 'Thank You's' when walking the Community Bypass Trail from individuals who have received support!"

The Big Sur Relief Fund grants, when combined with grants from the Soberanes Fire Fund, exceeded \$1.3 million.

www.cfmco.org/BigSurReliefFund

The partnership has been seamless. Our intimate knowledge of community and CFMC's fundraising capability allowed meaningful immediate relief."

- Patte and Butch Kronlund, CPOA Advisory Board members





CHANGING LIVES OF WOMEN & GIRLS Women's Fund

"Your support helps girls gain leadership skills, reach for their goals, and ultimately thrive."

- Christine Dawson, Vice President of Philanthropic Services

The Women's Fund of the Community Foundation for Monterey County is making life-changing impact by creating economic and educational opportunities for women and girls in Monterey County.

Founded in 2003, the fund has granted \$1.7 million to programs and projects ranging from the Women's Economic Security Initiative, a three-year initiative to give women skills and support to move out of poverty, to funding college scholarships for local women and girls.

Helping Students Fulfill Their Dreams



Girls' Health in Girls' Hands (GHGH) is a girl-led, countywide collaborative program, created by the Women's Fund, that

teaches girls ages 11-18 empowerment, advocacy, self-care and leadership skills. In 2017, 34 scholarships totaling \$67,000 were awarded to students through GHGH to attend the college of their choice.

"Receiving a GHGH scholarship has made a difference in my educational career. It has allowed me to get a computer to do homework and research, and ultimately succeed in my classes," said Francisca 'Frieda' Rios, a Salinas High School graduate and GHGH participant now attending CSU, Monterey Bay. "This scholarship helped me believe in myself."



Girls' Safety, Empowerment & Advocacy

In addition to scholarships and the GHGH program, the Women's Fund expanded its areas of impact. It granted to Rising International's Safe and Sound Program to combat human trafficking, provided emergency assistance for women at risk of dropping out of college due to financial hardship, and helped a team of local women attend the Women's Policy Institute of the Women's Foundation of California.

Thanks to the \$1.9 million endowed fund and future legacy gifts, the Women's Fund can make grants now and in the future to meet changing needs of local women and girls.

www.cfmco.org/WomensFund



- Frieda Rios, GHGH Scholarship Recipient attending CSU Monterey Bay







MONTEREY COUNTY GIVES! Record Generosity - \$4.89 Million Granted

Monterey County Gives! is a year-end campaign that inspires philanthropy and benefits a wide array of nonprofits serving Monterey County residents. It gives donors an opportunity to learn about a range of organizations, and provides a way for both donors and nonprofits to leverage year-end giving for greater impact. A partnership between the CFMC, the Monterey County Weekly, and the Monterey Peninsula Foundation, the program benefits from local businesses, foundations and individuals who contribute to an overall matching fund that spurs donations for participating organizations.

Thanks to Neumeier Poma Investment Counsel, the David and Lucile Packard Foundation, the Cannery Row Company and several CFMC donor advisors, the 2017 overall match totaled \$450,000. Participating organizations ask their supporters to donate through the campaign, with each gift, up to \$75,000, receiving a percentage match.

In 2017, every measure of Monterey County Gives! set a record: total dollars raised, number of donors, number of participating organizations, challenge gifts and overall match funds. Nearly 5,000 donors contributed amounts large and small to benefit 158 participating organizations. Thousands of residents countywide will benefit from the money raised.

The CFMC sponsors three special awards for Monterey County Gives! The Ingenuity Award is a \$2,500 grant for the best "Big Idea" in the campaign. The Epicenter won for its program to provide foster and LGBTQ+ youth with leadership and employment experience, putting kids on a path to career and life success. Peace of Mind Dog Rescue received \$1,000 for having the most donors overall, and the Monterey Museum of Art received \$1,000 for having the most donors between the ages of 18-35.

Every year the campaign goes beyond our expectations. Its success shows how charitable Monterey County can be, while creating opportunity for new donors and generating awareness and resources for participating nonprofits. Learn more at www.MontereyCountyGives.com.















CENTER FOR NONPROFIT EXCELLENCE

The Center for Nonprofit Excellence (CNE) works to strengthen the resources, leadership, management, collaboration and advocacy that increase nonprofits' ability to meet their missions. To have the greatest impact, the CNE seeks to leverage its efforts through careful listening and evaluation, which informs future programming.



Next Steps for Small Nonprofits

CNE heard from smaller organizations that many resources assume a level of staffing not possible on their limited budgets. In response, CNE developed the Next Steps for Small Nonprofits program, which strengthens nine such organizations with three-year funding, mentoring and workshops. To expand the opportunity, CNE repeats these workshops for other small nonprofits.

Next Steps grantees are starting to see the impact of their focus on organizational strengthening. Many have expanded their boards, increased fundraising, and made strategic choices about programming.

"Next Steps helped us focus on developing our infrastructure and overall organization. Through the invaluable guidance and expertise of the mentors, we developed strategic plans to help make us more sustainable so we can grow our mission," said Emma Paoletti, Development Director, Orchestra in the Schools.

Nonprofit Survey Launched

In the fall of 2017, the CNE launched another listening opportunity, its Nonprofit Survey. The survey, which will be conducted annually, allows us to hear directly from local nonprofits about their strengths, challenges, and interests. With over 200 responses, the results help focus CNE's work in 2018 and beyond. For more information, survey and resources, visit www.cfmco.org/CNE.

"Board development, financial structure and volunteers/staffing have ALL been impacted and Hope, Horses & Kids now has a strong, solid foundation to build on. The mentors, workshops, peer involvement were almost more important than the funds we received. Because of the excellent resources, we have met and exceeded our milestones."

- Lori Tuttle, Executive Director, Hope, Horses & Kids





LIVING & GIVING IN HARMONY **Amy Anderson and George Somero**

George Somero, from Minnesota, and Amy Anderson, a California native, connected over their shared love of biology on a research vessel to the Galapagos Islands to study the creatures found in the nearby deep-sea hydrothermal vents. Both Ph.D.'s in Biology, she from U.C. Santa Barbara, he from Stanford, they served as faculty for Oregon State University before moving to the Monterey area in 1995.

George taught at Stanford University's Hopkins Marine Station, where he is currently the David and Lucile Packard Professor Emeritus of Marine Science. He has published several books on biochemical adaptation, and frequently travels to China for scientific research.

Amy, an accomplished cellist from the age of nine, needed more music in her life, and quickly became involved with Chamber Music Monterey Bay (CMMB). Amy served as President for many years and as Artistic Director for over 20 years. She stepped away from full time duties in 2017, but remains connected as a board member and Artistic Director Emeritus. Both love music, and they have supported the commission of several new chamber works at CMMB.

They learned of the Community Foundation through CMMB, where Amy participated in numerous workshops presented by the CFMC's Center for Nonprofit Excellence.

After CMMB established a stewardship fund to take advantage of the foundation's investment expertise, Amy and George created their own donor advised fund to facilitate their giving in 2010.

With no children to provide for, they give freely to the causes they care about. "We're lucky to have the ability to give. We both feel strongly about focusing on our local community. With national organizations, your donation can be a drop in the bucket. By giving to organizations in our area, we can have a greater impact," says George.

Giving Together

They appreciate the CFMC's grant opportunities. "Arts, environment and land use are passions of both of ours. The foundation brings different ideas to our attention – new things. It lets us know about organizations we wouldn't otherwise hear about. It's nice to have a trusted source for that information," says George. "We also enjoy Monterey County Gives! and make that part of our annual giving."

Giving Now and in the Future

"We want to give now during our lifetimes to help strengthen our communities today. It's liberating to make a list of what concerns us and have a conversation about it. It's wonderful to be able to give together," says Amy. "Choosing the Community Foundation as a vehicle for our legacy giving reflects our confidence in the organization. We appreciate the fact that the Community Foundation will honor our intent in case the organizations we care about cease to exist,' she added.

Here for Good

"The CFMC makes giving so easy. It's an infrastructure for philanthropy that you can tap into at any level," George notes. Adds Amy, "It's a wonderful way to connect to your local community. You learn so much about what's going on. There are very supportive people involved. I feel so lucky that it's here!" George sums it up this way, "Your tagline is real – you're 'Here for Good!""

Amy and George are here for good too. Their home reflects their travels and love of art, music and color. They brighten the lives of others now and their legacy of giving will continue to reflect their passions in the future.

CFMC FAMILY OF FUNDS

Affiliate Funds

Northern Monterey County Foundation Northern Monterey County Foundation - Nonendowed

Southern Monterey County Foundation

Southern Monterey County Foundation - Nonendowed

Agency Endowment Funds

39 Craftsmen Fund for Monterey County Youth Museum

All Saints' Day School **Endowment Fund***

Laurie Boone Hogen Appreciation Fund for Excellence in Teaching (All Saints' Day School) The Gloria S. Daly Endowment Fund for All Saints' Episcopal Day School Hester Hyde Griffin Fund for All Saints' Day School Bishop Kip Fund for All Saints'

School Alliance on Aging Endowment

Alzheimer's Association of

Monterey County Big Sur Health Center Endowment Fund The Big Sur Land Trust Conservation Fund Blind and Visually Impaired Center Fund

The Boys and Girls Club of the Monterey Peninsula Fund

Carl Cherry Center for the Arts Fund

Carmel Music Society **Endowment Fund** Carmel Public Library Foundation - Children's Fund

Carmel Public Library Foundation Fund Carmel Woman's Club Fund

Carmel Woman's Club Scholarship Endowment Casa Amesti Foundation

Building Endowment Fund Casa Amesti Garden and House Fund

David Allen Bernahl II, Local Heroes Fund for CASA Center for Photographic Art Fund

Chamber Music Monterey Bay Fund

Chartwell School Scholarship Endowment Fund Children's Services International Fund Colleagues of the Arts

Endowment Fund Community Partnership for Youth Fund

Elkhorn Slough Foundation, Inc. Fund

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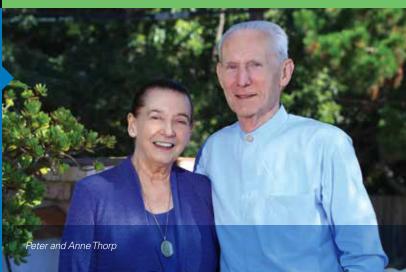
"We are about changing people's lives by giving them an opportunity. If I can help with tuition so employees can further their goals, then that's what we need to do.

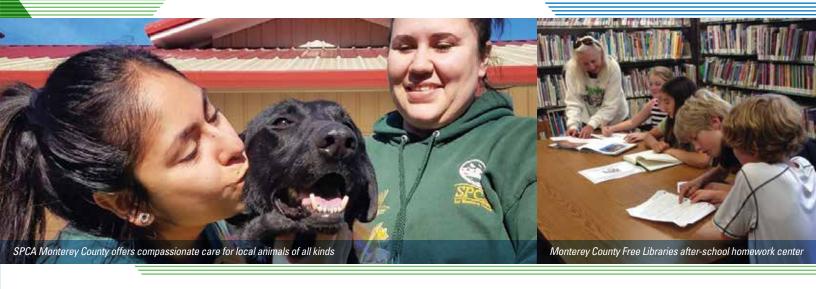
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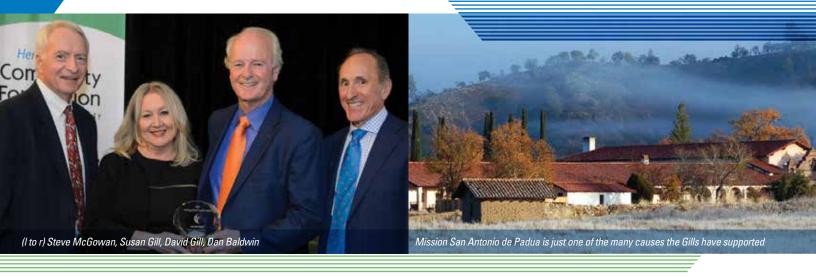
Paul Brocchini

Martin Dyer

Catherine Doherty

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CELEBRATING PHILANTHROPY A Dynamic Duo for Doing Good - David & Susan Gill

The list of Distinguished Trustee honorees is impressive. The award is presented by the CFMC annually at the Celebration of Philanthropy to honor those who have demonstrated philanthropic leadership in supporting nonprofits in Monterey County.

David and Susan Gill, the 2017 recipients, have humbly, quietly and steadily been active donors and volunteers for dozens of nonprofit organizations from King City to Monterey.

"Their decades of involvement and leadership have inspired and encouraged others and helped change lives through their support of education, sports, health, and the arts," said 2017 board chair Steve McGowan.

They know their community well. David grew up working on the family farm on the outskirts of King City. A third-generation grower, he heads Rio Farms and Gills Onions and is recognized as a leader in the agricultural industry. David heads Hartnell Community College's agriculture committee and chairs The First Tee of Monterey County.

Susan, a former educator, has been a steadfast supporter of local libraries and co-chaired the campaign to build the Hartnell Community College King City Education Center. She has served as a board member, fundraiser extraordinaire and hands-on volunteer for more than a dozen organizations.

The Gills believe education is a powerful equalizer. They support many scholarships for promising local students that help them achieve their goals. "Susan and I really like to focus on youth organizations that help influence youth and support education," said David.

They have been instrumental in the campaign to restore and retrofit Mission San Antonio de Padua in South County. The Gills are also Founding Family members of, and generous donors to, the Southern Monterey County Foundation, the CFMC's first affiliate fund, which provides grants to benefit communities from King City to points south.

As Steve McGowan concluded, "The Gills' wide-ranging, consistent and generous contributions of their time, energy, talent and resources is an incredible example of philanthropic leadership. Their passion to give back makes them a 'dynamic duo' for doing good."

Distinguished Trustee Honorees

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In Honor of all the amazing women who've come before me, walked beside me and blazed the path

forward Michelle Slade In Honor of all young ladies &

Francisca Frieda Rios In Honor of Betsey Pearson

Matthew Mehle and Katherine Mitchell Mehle In Honor of Cathy Rosenthal & Sophia Iverson

Jennifer Rosenthal Iverson In Honor of College hopefuls Thomas E. and Mary McCary In Honor of Dan Baldwin John B. and Jane McCoy



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Joanne Perron, and Ruth and Mike Rachel

Traci Townsend-Gieg In Honor of my Staff Yvonne A. Ascher, Esq. In Honor of the Women's Fund Leadership Council Christine Dawson

Youth Fund David G. Huey and Carla Hudson Youth in Wilderness Fund

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Dan Griffee Rae Gularte Cynthia Holmsky Henry Martin Sarait Martinez Brooks McChesney Cristina Medina-Dirksen Adriana Melgoza Barbara Mitchell Bronwyn Moreno

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Sandy Hale Catherine Hambley Bruno Kaiser Alex Lilley Brooks McChesney Denny Paul lan Priestnell* David Warner Ron Wormser

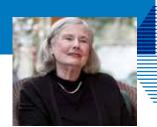
* In Memoriam

Venues

1st Capital Bank Corral de Tierra Country Club Harden Foundation Hyatt Regency Monterey Monterey Plaza Hotel & Spa Point Lobos Foundtion Rancho Cielo

"The Community Foundation Means 'trust.' It's this wonderful joy of feeling part of the future even after you'll be gone. The most joy comes from giving to what's closest to your heart."

> - Bertie Elliott, Legacy Society Member





Investment Committee: Standing (I to r) Ann Westreich (Verus), Loren Steck, Ken Petersen, Dan Baldwin Seated (I to r) Craig Johnson, Teri Belli, Bill Sharpe, Nolan Kennedy Not pictured: David Benjamin

STEWARDSHIP

The board of directors and staff of the CFMC steward the charitable assets entrusted to us for the betterment of Monterey County. Our distinguished investment committee works closely with Verus, our investment consultant to invest these resources to protect and preserve the endowment, while allowing growth to fuel future grantmaking.

CFMC fund holders have three investment options to choose from. The Primary Portfolio and the ESG (Environmental, Social and Governance) Portfolio are invested for the long term. The latter is designed for those who also seek positive social or environmental impact.

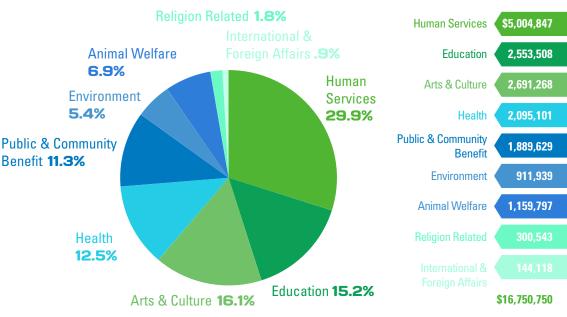
The Medium Term Portfolio has a greater emphasis on capital preservation while maintaining some potential for appreciation. All portfolios are regularly rebalanced to their target allocations to maintain a balanced and diversified investment strategy. There are also opportunities for donor recommended investment management. Give us a call to learn more or visit,

www.cfmco.org/Finances

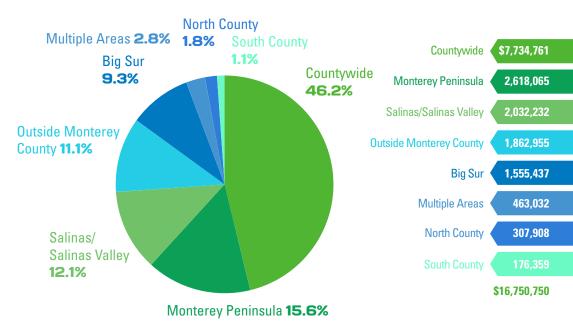
GRANTS BY THE NUMBERS

The \$16.7 million granted in 2017 was distributed in a variety of program areas throughout Monterey County and beyond. Following is a breakdown of grants by area, geography and fund type.

GRANTS BY PROGRAM AREA



GRANTS BY REGION



GRANTS BY FUND TYPE

Donor Advised	\$10,661,299	Scholarships &	745,169	Neighborhood Grants	50,000
Community Impact	2,345,649	Awards Special Project	94,876	Affiliate Fund	44,000
Designated	1,834,259	Opportunity	76,154	Pass-Through	27,200
Discreationary •	818,294	Organizational Development	53,849	:	\$16,750,750

FINANCIALS

Community Foundation for Monterey County

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS FORTHEYEAR ENDED DECEMBER 31, 2017

ADDITIONS

Contributions* Other income	\$40,884,973 377,103
Total revenues and support	41,262,076
INVESTMENT GAIN	23,946,356
GRANTS AND EXPENSES Grants* Other operating expenses	15,346,311 3,170,202
Total grants and expenses	18,516,513
INCREASE IN NET ASSETS	46,691,919
NET ASSETS Beginning of year	167,128,328
End of Year	\$213,820,247

^{*}net of contributions received and grants disbursed on behalf of nonprofit agency and stewardship funds



Confirmed in Compliance with National Standards for U.S. Community Foundations Member, League of California Community Foundations

CONDENSED STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2017

ASSETS

Cash and equivalents	\$10,944,308
Contributions receivable	22,043,668
Other assets	31,016
Property and equipment, net	1,721,524
Investments, carried at market value:	
Mutual funds and equities	181,905,413
Cash and money market funds	13,982,668
Charitable gift annuities	3,716,462
Beneficial interest in remainder trusts	
administered by other trustees	3,067,916
Investments held in charitable remainder trusts	28,713,398

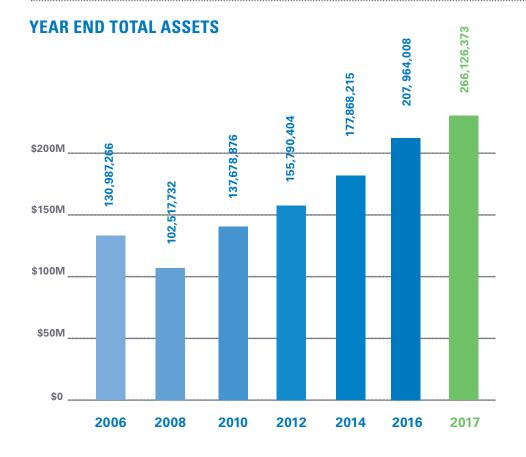
Total assets	266,126,373

LIABILITIES AND NET ASSETS

LIABILITIES AND NET 499E19	
Grants payable	1,595,429
Accounts payable and accrued expenses	114,551
Liabilities under split-interest agreements	
and charitable remainder trusts	22,274,403
Funds held for others	28,321,743
Total liabilities	52,306,126

Total net assets \$213,820,247

The condensed financial information was prepared based upon audited financial statements prepared by Hutchinson and Bloodgood LLP.



INVESTMENT RETURNS





LEADERSHIP

Loren Steck, Bill Sharpe. Seated (I to r) Teri Belli, Betsey Pearson, Birt Johnson, Jr., Ken Petersen, Erica Padilla-Chavez, Jeff Eikenberry. Not pictured: Anna Marie Ponce

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Birt Johnson, Jr. (Vice Chair), Community Volunteer, former General Manager AT&T
Teri Belli, (Treasurer), CPA Owner, tBelli Business Consulting & Advising
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Jan Vanderbilt, Vanderbilt Certified Public Accountants

Maija West, Law Office of Maija West

Kenneth Wright, Community Volunteer, Retired California Highway Patrol

We are especially thankful to: Greg Chilton, Catherine Kobrinsky Evans, Rick Kennifer, Tina Starkey Lopez for their years of board service, which ended in 2017.

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Brian Thayer, Erika Matadamas, Phillip Carey, Kaki Rusmore Seated (I to r) Susie Polnaszek,

Laurel Lee-Alexander, Christine Dawson, Karina Gutierrez-Barboza, Janet Shing



"The CFMC is Here for Good." – 2017 Board Chair Steve McGowan



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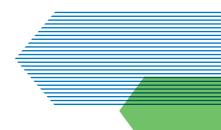
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In Memoriam 2017



Charles de Guigné Legacy Society Member



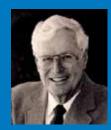
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NEXT-LEVEL GIVING

"Our company believes that you share your success and give back to the local community that's given you so much. We're excited to take it to the next level by partnering with the CFMC."

- Vicki & Bill Mitchell, Carmel Realty Company (The Carmel Realty Foundation is a company donor advised fund of the CFMC)

PARTNER WITH US

Individuals, families and businesses can make a difference and enhance their philanthropy through a fund at the Community Foundation for Monterey County in three simple steps.

START A FUND It's simple



CHOOSE



GIVE

Our team works with you to create a fund that reflects your charitable vision. Establish the fund in your name, your family's or company's name, in honor of a loved one, or have it be anonymous.

You choose the assets to make a gift to create the fund. Cash, publicly traded securities, closely held stocks, real estate or tangible personal properties are often used. You can also direct a gift from your will or trust to create or add to a fund.

Recommend grants from the fund. We can help you make a difference on issues and causes that matter to you most in Monterey County or anywhere in the world.

WHEN TO BEGIN

While anytime is a good time, consider a fund when:

- A financial event occurs (such as the sale of business or estate gift) and you are about to receive new assets
- You update your will or trust
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- You are thinking about creating a private foundation

A fund performs much like your own private foundation, but without any of the legal or administrative burdens. It can be created in a matter of hours at no start-up cost to you, compared to the time and financial expense required to create a private foundation. Your gift of \$5,000 or more can create a donor advised fund today.

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THANK YOU!

Our accomplishments are only made possible through your support.

2017 HIGHLIGHTS

















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BACK COVER: (I to r) Tatum's Garden is an inclusive playground, Big Sur International Marathon's Just Run fitness program engages hundreds of students / Robby Fabry

Annual Report design by TMD Creative

www.cfmco.org



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Healthy, Safe, Vibrant COMMUNITIES