



Here for Good

Community Foundation

for Monterey County

FINANCIAL STATEMENT

For the Twelve Months Ended December 31, 2020

PRELIMINARY

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
FINANCIAL REPORTS
For the Twelve Months Ended December 31, 2020**

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COMMUNITY FOUNDATION FOR MONTEREY COUNTY
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For the Twelve Months Ended December 31, 2020

Assets

Total Assets through 12/31/2020 are \$348,365,358 a 19.37% increase since December 2019.

Charitable Remainder Trusts (CRT) and Charitable Gift Annuities (CGA)

The CRT and CGA funds have been adjusted to reflect the activity and balances per Kaspick & Company and the third-party account balances as of December 31, 2020. We recorded a \$4,315,477 increase in their value.

Realized and Unrealized Gains and Losses on Investments

Net year-to-date realized losses were \$5,521,036, and unrealized gains were \$26,411,066, for a total gain of \$20,890,030.

Operating Fund

Total revenue was \$177,950 more than the budget, and total expenses were \$257,513 less than the budget. Realized and unrealized gains were \$68,466 on the operating reserve held in the Medium-Term Fund portfolio. The actual net operating surplus is \$578,566 compared to a budgeted surplus of \$75,000.

Note: The Expendable Operating Cash-on-Hand is at 8.8 months, excluding the operating reserve of \$500,000, the building reserve of \$150,000, and including the PPP Loan of \$411,402, which is expected to be forgiven.

Portfolio Performance

The market value of the Long-Term Fund portfolio at 12/31/2020 was \$278,636,559. The one-year Total Return for the Long-Term Endowment Portfolio was 11.8% compared to the Policy Index of 11.3%.

The market value of the Medium-Term Fund portfolio at 12/31/2020 was \$8,959,375. The one-year Total Return for the Medium-Term Endowment Portfolio was 13.1% compared to the Policy Index of 10.7%.

The market value of the ESG Fund portfolio at 12/31/2020 was \$4,464,622. The one-year Total Return for the ESG Portfolio was 12.1% compared to the Policy Index of 12.9%.

The market value of the DRIM Fund portfolio at 12/31/2020 was \$2,477,217. The one-year Total Return for the DRIM Portfolio was 14.9% compared to the Policy Index of 0.4%. Due to the timing of the DRIM reports, there is a one-month lag in the performance reporting.

Special Program Funds

Special Program Funds include: Pathways to Safety, funded by the ACTION Council of Monterey County; the Center for Nonprofit Excellence funded by the David and Lucile Packard Foundation; the College Futures Foundation program, funded by the College Futures Foundation; the Salinas Leadership project, funded by the James Irvine Foundation; the Census 2020 project funded by the State of California, through the Ventura County Community Foundation; and the Monterey County Gives annual campaign.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Twelve Months Ended December 31, 2020

Total Special Program revenue was \$9,409,317, which includes \$6,818,297 in new contributions to the 2020 Monterey County Gives campaign and total expenses were \$7,745,315, which includes \$5,256,448 in grants from the 2019 Monterey County Gives campaign.

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

Total new contributions for the month were \$8,525,028, including:

Donor	Date	Amount	Fund
Mr. & Mrs. Bill and Emmy Reese	12/2/2020	40,436	Reese Family Fund
Barry Adler and Betsy Buchalter Adler	12/7/2020	51,019	Buchalter/Adler Family Fund
Mr. & Mrs. William L. and Rita Patterson	12/9/2020	199,978	Bill and Rita Patterson Foundation Fund
Taylor Fresh Foods, Inc.	12/14/2020	204,000	Bright Futures Fund
Eric Davis & Ila Davis Trust	12/14/2020	68,500	Eric and Ila Davis Fund
Eric Davis & Ila Davis Trust	12/14/2020	68,500	Ila Davis Fund
The Nint Foundation	12/14/2020	30,000	Operating Fund
Anonymous	12/18/2020	188,287	COVID-19 Relief Fund
Mr. & Mrs. William R. and Duncan B. Lewis	12/22/2020	402,881	William R. and Duncan B. Lewis Family Foundation Fund
Mr. & Mrs. William and Jeanne Landreth	12/22/2020	250,000	The Landreth Family Fund
Marti & Steve Diamond Charitable Foundation	12/22/2020	228,276	Marti and Steve Diamond Charitable Foundation Fund
Mr. Alexander Victor Foundation	12/22/2020	39,000	Operating Fund
Mr. & Mrs. Joel and Dena Gambord	12/22/2020	31,000	The Joel and Dena Gambord Fund
Claire Giannini Fund	12/23/2020	250,000	Teacher Pathway Fund: Hartnell College
Carmel Realty Company	12/23/2020	80,000	The Carmel Realty Foundation

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Twelve Months Ended December 31, 2020**

Church in the Forest	12/28/2020	140,000	Church in the Forest Stewardship Fund
Mr. & Mrs. Michel and Mary Orradre	12/28/2020	50,000	Mike and Mary Orradre Fund
Ms. Barbara D. Moore	12/28/2020	40,000	Barbara D. Moore Charitable Giving Fund
Mr. & Mrs. David and Judy Beech	12/29/2020	90,000	COVID-19 Relief Fund
Mr. Edward Dooling	12/31/2020	100,000	Dooling Family Fund
Jacob's Heart Children's Cancer Support	12/31/2020	75,000	Jacob's Heart Children's Cancer Support Services Fund
Carmel Realty Company	12/31/2020	50,000	The Carmel Realty Foundation
William H. and Susanne S. Tyler	12/31/2020	50,000	The Tyler Heart Institute Support Fund
Mr. & Mrs. Terry and Joan Smith-McHenry	12/31/2020	40,000	McHenry Family Fund
Mr. William Lipe	12/31/2020	38,776	Pass Thru Fund
Mr. & Mrs. Gifford and Pam Lehman	12/31/2020	35,073	Lehman Family Fund
Community Foundation for Monterey County	12/31/2020	30,581	Girls' Health in Girls' Hands Scholarship Fund
MC Gives Gifts	12/1 -12/31	4,598,251	Monterey County Gives!

Contribution/Bequest Receivables

We recorded a receivable in the amount of \$1,875,000 for the property located at 1075 S Main Street, Salinas, CA, from Mr. & Mrs. Amjad and Najma Noorani to establish the Noorani Family Fund.

Grants to agencies for the month totaling \$3,424,906 were approved and recorded.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Twelve Months Ended December 31, 2020 and December 31, 2019

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL December 31, 2020</u>	<u>TOTAL December 31, 2019</u>
ASSETS							
Cash:							
Cash & Cash Equivalents	3,233,065	7,958,061	1,275	7,547,281	0	18,739,682	12,091,110
Investments - Long Term Fund Portfolio	0	0	189,163,175	89,473,384	0	278,636,559	226,881,368
Investments - Medium Term Fund Portfolio	698,678	0	0	8,260,698	0	8,959,375	7,639,444
Investments - ESG Fund Portfolio	0	0	3,486,976	977,645	0	4,464,622	3,814,237
Separately Invested - DRIM Portfolio	0	0	0	2,477,217	0	2,477,217	2,537,937
Separately Invested - Pony Trust	0	330,165	0	0	0	330,165	338,689
Total Cash & Investments	3,931,742	8,288,226	192,651,426	108,736,225	0	313,607,620	253,302,785
Accounts Receivable:							
Pledges & Contributions Receivable	0	253,775	4,000	12,750	13,384	283,909	1,366,021
Bequests & Remainder Interest	0	0	0	0	0	0	264,615
Due from OPER	0	0	1,123,439	0	0	1,123,439	1,191,063
Investment in an LLC	0	0	1,837,500	0	0	1,837,500	0
Charitable Remainder Trusts	0	0	0	0	25,253,958	25,253,958	30,025,865
Charitable Gift Annuities	0	0	0	0	4,380,833	4,380,833	4,130,967
Total Accounts Receivable	0	253,775	2,964,939	12,750	29,648,176	32,879,640	36,978,531
Other Assets:							
Prepaid Expenses	7,344	0	0	0	0	7,344	43,158
Property-Net of Depreciation	1,870,754	0	0	0	0	1,870,754	1,867,742
Total Other Assets	1,878,098	0	0	0	0	1,878,098	1,910,900
TOTAL ASSETS	5,809,840	8,542,001	195,616,365	108,748,975	29,648,176	348,365,358	292,192,217

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Twelve Months Ended December 31, 2020 and December 31, 2019

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL December 31, 2020</u>	<u>TOTAL December 31, 2019</u>
LIABILITIES & NET ASSETS							
Liabilities:							
Grants Payable	0	260,838	505,099	737,500	0	1,503,437	1,019,371
Contingent Liabilities	0	0	0	0	17,337,817	17,337,817	21,835,735
Funds held as Agency Endowments	0	0	7,298,606	0	0	7,298,606	6,520,944
Funds held as Stewardship Funds	0	0	0	48,980,877	0	48,980,877	31,099,027
Payroll, Misc. and Accts Payable	1,715,432	7,067	0	0	0	1,722,499	1,333,292
Total Liabilities	1,715,432	267,904	7,803,705	49,718,377	17,337,817	76,843,236	61,808,368
Net Assets:							
Net Assets-Beginning Balance	3,515,842	6,600,083	161,596,558	45,604,358	13,018,722	230,335,563	198,371,158
Change in Net Assets - Current Year	578,566	1,674,014	26,216,102	13,426,240	(708,363)	41,186,559	32,012,691
Total Net Assets	4,094,408	8,274,097	187,812,660	59,030,598	12,310,359	271,522,122	230,383,848
TOTAL LIABILITIES & NET ASSETS	5,809,840	8,542,001	195,616,365	108,748,975	29,648,176	348,365,358	292,192,217

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Twelve Months Ended December 31, 2020 and December 31, 2019

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL December 31, 2020</u>	<u>TOTAL December 31, 2019</u>
SUPPORT AND REVENUE:							
Contributions	245,086	8,012,380	7,170,709	20,036,214	0	35,464,389	19,414,904
Interfund Gifts	51,338	1,001,028	84,565	3,215,990	0	4,352,921	3,540,421
Pledge Payments Received	0	382,250	1,837,500	85,660	0	2,305,410	536,394
Future Contributions-A/R-Pledge-CRT-CGA	0	0	0	1,837,500	38,078	1,875,578	1,999,751
Contributions Received via Bequest	331,510	0	526,096	4,042,771	0	4,900,377	26,663,027
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	4,315,477	4,315,477	4,810,366
Gain/Loss on Sale of Property	0	0	2,164	0	0	2,164	(1,359,401)
Income from Related Party (LLC)	0	0	0	0	0	0	0
Interest & Dividend Income	35,307	13,658	4,599,398	1,204,282	0	5,852,646	6,231,648
Administrative Fees	3,053,507	0	0	0	0	3,053,507	2,772,322
Fees from Special Projects	54,479	0	0	0	0	54,479	25,340
Workshop and Contract Service Income	23,880	0	0	0	0	23,880	26,053
Misc Income/Returned Grants	38,334	0	0	0	0	38,334	122,834
Total Support and Revenue	3,833,440	9,409,317	14,220,432	30,422,417	4,353,555	62,239,160	64,783,657
EXPENSES:							
Operating Expenses and Distributions:							
Salaries & Benefits	2,348,996	0	0	0	0	2,348,996	2,202,175
Administrative Costs	585,456	174,983	0	40,479	0	800,918	743,501
Occupancy Costs	182,401	0	0	0	0	182,401	177,108
Development Expenses	202,475	63,714	0	0	0	266,188	265,922
Board & Committee Expenses	3,649	0	0	0	0	3,649	3,580
Total Operating Expenses	3,322,978	238,697	0	40,479	0	3,602,153	3,392,286

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Twelve Months Ended December 31, 2020 and December 31, 2019

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL December 31, 2020</u>	<u>TOTAL December 31, 2019</u>
Grants and Grant Related Expenses:							
Grants	0	7,162,805	5,532,102	11,324,054	0	24,018,961	18,371,213
Interfund Grants	0	209,347	1,008,899	3,134,676	0	4,352,921	3,540,421
Pledge Payments Paid	0	0	0	1,837,500	732,525	2,570,025	536,394
Bequests Payments/Transfers	0	0	0	0	4,282,310	4,282,310	26,242,204
Other Expenses	0	48,634	105	139,049	0	187,788	(724,183)
Other Payments/Transfers	0	0	(4,453,051)	4,453,051	0	0	0
Grant Related Expenses	0	0	0	25	0	25	1,760
Administrative Fees		85,833	2,067,188	508,814	47,083	2,708,918	2,484,622
Fees to Managers	342	0	174,662	44,526	0	219,530	256,480
Total Grants and Grant Related Expenses	342	7,506,618	4,329,906	21,441,695	5,061,918	38,340,478	50,708,912
Total Expenses and Grants	3,323,320	7,745,315	4,329,906	21,482,173	5,061,918	41,942,631	54,101,198
Excess of Revenues (Expenses)							
Before Gains on Investments & Transfers	510,120	1,664,002	9,890,527	8,940,243	(708,363)	20,296,529	10,682,459
GAINS(LOSS) ON INVESTMENTS:							
Realized-Gain (Loss)	13,458	8,384	(3,850,919)	(1,691,959)	0	(5,521,036)	(14,851)
Unrealized-Gain(Loss)	54,988	1,627	20,176,494	6,177,956	0	26,411,066	21,345,082
Total Gain/(Loss) on Investments	68,446	10,012	16,325,576	4,485,997	0	20,890,030	21,330,231
Change in Net Assets	578,566	1,674,014	26,216,102	13,426,240	(708,363)	41,186,559	32,012,691
Net Assets Beginning of Year	3,515,842	6,600,083	161,596,558	45,604,358	13,018,722	230,335,563	198,371,158
Net Assets, End of Period	4,094,408	8,274,097	187,812,660	59,030,598	12,310,359	271,522,122	230,383,848

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
Combined Operating Fund Budget vs. Actual

For the Twelve Months Ended December 31, 2020 and December 31, 2019

	Year-To-Date			YTD Actual 12/31/2019
	Actual	Budget	Variance	
REVENUE				
Contributions - Foundations	115,643	37,500	78,143	61,764
Contributions - Indiv/Corp	129,443	66,600	62,843	81,337
Contributions - Interfund	51,338	63,890	(12,552)	68,782
Bequests Received	331,510	58,600	272,910	550,382
Admin Fees	3,053,507	3,175,400	(121,893)	2,772,322
Special Project Fees	54,479	40,000	14,479	25,340
Workshops/Contracts	23,880	22,000	1,880	26,053
Miscellaneous Income	38,334	136,500	(98,166)	68,737
Interest and Dividends	35,307	55,000	(19,693)	71,998
Total Revenue	3,833,440	3,655,490	177,950	3,726,715
EXPENSE				
Personnel				
Salaries and Wages	1,828,389	1,934,171	(105,782)	1,716,172
Payroll Taxes	127,814	147,245	(19,431)	121,852
Insurance and Other Benefits	392,793	418,065	(25,272)	364,151
Sub-total	2,348,996	2,499,481	(150,485)	2,202,175
Administrative				
Supplies	25,941	22,000	3,941	26,216
Equip / Computer Maintenance	143,307	128,828	14,479	107,902
Bank Charges	17,995	16,000	1,995	19,080
Printing	19,989	29,320	(9,331)	19,857
Postage / Freight	29,482	22,750	6,732	19,537
Dues/Subscriptions	31,357	37,279	(5,922)	30,945
Services (legal, acct, consult)	172,900	143,932	28,968	181,036
D&O Insurance	2,783	4,500	(1,717)	2,859
Telecommunications	32,319	17,600	14,719	16,015
Conferences & Training	7,117	38,550	(31,433)	32,408
Miscellaneous	33,068	8,050	25,018	2,070
Depreciation	69,198	80,130	(10,932)	65,112
Sub-total	585,456	548,939	36,517	523,035
Facilities				
Property / Liability Insurance	14,802	12,000	2,802	11,638
Maintenance / Repairs	14,269	19,200	(4,931)	14,307
Janitorial & Landscaping	23,450	21,100	2,350	21,284
Rent	50,407	53,350	(2,943)	48,938
Mortgage, Interest & Property Taxes	48,056	48,111	(55)	50,657
Utilities	31,417	31,100	317	30,285
Sub-total	182,401	184,861	(2,460)	177,108
Development, Program & Staff				
Donor Development	38,129	93,550	(55,421)	95,860
Advertising & Promotion	58,055	43,904	14,151	44,498
Mileage, Meals & Meetings	1,764	11,900	(10,136)	10,605
Workshops	40,438	50,350	(9,912)	46,789
Annual Meetings	1,599	35,000	(33,401)	20,464
75th Anniversary Expenses	26,837	70,725	(43,888)	0
Annual Report	28,461	27,250	1,211	26,279
Staff Recognition Expenses	7,190	7,580	(390)	4,860
Board & Committee Expenses	3,649	6,950	(3,301)	3,580
Sub-total	206,123	347,209	(141,086)	252,935
Total Expenses	3,322,977	3,580,490	(257,513)	3,155,254
Net Income / (Loss) Before Investment Returns	510,462	75,000	435,462	571,461
Realized Gains/(Losses)	13,458	0	13,458	24
Unrealized Gains/(Losses)	54,988	0	54,988	59,431
Investment Management Fee	342	0	342	373
Net Income / (Loss) Including Investment Returns	578,566	75,000	503,566	630,543

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
SOURCES AND USES OF FUNDS
For the Twelve Months Ended December 31, 2020**

Source of Funds		
Description	Total	% of
	Contributions	Total
Agency Contributions	816,666	1.54%
Bequests	12,271,098	23.10%
Board & Staff	139,379	0.26%
CFMC Annual Appeal	2,050	0.00%
Corporate Contributions	2,079,954	3.92%
Foundation Contributions	20,961,952	39.46%
Individual Contributions	10,685,865	20.11%
IRA Rollover	302,812	0.57%
Monterey County Gives Campaign	5,712,548	10.75%
Memorial/Honor	81,251	0.15%
Newsletter/Annual Report Insert	43,840	0.08%
Returned Grants	30,125	0.06%
Special Project	0	0.00%
Women's Fund Lunch	0	0.00%
Sub-Total Contributions	53,127,539	100.00%
YE Agency Funds Adjustment	(281,018)	-0.74%
YE Stewardship Funds Adjustment	(14,973,763)	-39.54%
TOTAL	37,872,759	100.00%

Disbursement of Funds		
Description	Total	% of
		Total
Grants		
Affiliate Fund	184,750	0.66%
Awards	5,000	0.02%
Community Impact	1,941,695	6.94%
Donor Advised	8,929,542	31.92%
Board/CEO Discretionary	3,797,399	13.57%
Employee Matching	1,434	0.01%
Field of Interest	502,594	1.80%
Monterey County Gives	5,252,601	18.78%
Neighborhood Grants	19,500	0.07%
Opportunity	35,000	0.13%
Organizational Development	54,700	0.20%
Pass Through	188,796	0.67%
Restricted & Designated Agency Funds	2,460,688	8.80%
Scholarships	1,822,319	6.51%
Special Projects	1,951,537	6.98%
Sub-Total Grants	27,147,557	97.05%
General Operating & Programs	3,559,910	12.73%
Other Fund Expenses	407,318	1.46%
Prior period voided grants	(30,750)	-0.11%
YE Agency Funds Adjustment	(219,530)	-0.78%
YE Stewardship Funds Adjustment	(2,890,527)	-10.33%
TOTAL	27,973,978	100.00%

by Region	% of Total
Big Sur	3.18%
Other County	6.53%
Countywide	38.63%
Neighboring County	1.03%
Monterey Peninsula	20.63%
Multiple Areas	3.55%
North County	2.22%
Salinas/Salinas Valley	16.45%
Seaside - Marina	2.15%
South County	1.32%
Outside CA	4.23%
Outside the US	0.09%
	100%

by Program Area	% of Total
Arts, Culture & Humanities	11.76%
Education	18.82%
Environment & Animal Welfare	12.53%
Health (Individual & Community)	9.92%
Human Services	36.39%
International & Foreign Affairs	0.36%
Public & Community Benefit	9.11%
Recreation & Sports	0.00%
Religion-related	1.11%
	100%