



**Executive Committee Meeting**  
**September 28, 2021 ~ 3:30 - 5:00 PM**  
**2354 Garden Road, Monterey, CA 93940**  
**Zoom Meeting**

**AGENDA**

- |   |      |
|---|------|
| 1. Call to Order – Teri Belli   | 3:30 |
| 2. Approval of Minutes  |      |
| • July 27, 2021 (3 - 5)   |      |
| 3. Chair Report – Teri Belli  | 3:35 |
| • Celebration of Philanthropy – October 19, 2021                        |      |
| • November Executive Committee meeting date (re: Thanksgiving 11/25/21) |      |
| 4. Treasurer’s Report – Jan Vanderbilt                                  | 3:45 |
| • August Financials Summary (6 - 14)                                    |      |
| 5. Philanthropic Services Committee – Christine Dawson                  | 3:50 |
| • Development Summary August 31 (15 - 16)                               |      |
| • Trends in Planned Giving – October 23, 12- 1 p.m.                     |      |
| 6. Community Impact Committee – Betsy Buchalter Adler                   | 4:00 |
| • Grant approvals (if needed)   |      |
| 7. Community Impact Investment Committee – Nolan Kennedy                | 4:10 |
| • Update  |      |
| 8. Governance Committee – Birt Johnson, Jr.                             | 4:20 |
| • Fall nomination report  |      |
| 9. New Funds  | 4:30 |
| <u>Non-Endowed Donor Advised Fund</u>                                   |      |
| • Michael E. Reid and William E. Robnett Family Fund                    |      |
| <u>Endowed Funds</u>  |      |
| • Casa Amesti House and Garden Endowment                                |      |
| • Sandy Loiacono Fund (Amended)   |      |

**Mission Statement**

To inspire philanthropy and be a catalyst for strengthening communities throughout Monterey County

**Strategic Priorities**

- Community Impact – Invest in developing healthy, safe and vibrant communities across Monterey County
- Philanthropic Leadership – Inspire and facilitate philanthropy throughout Monterey County
- Community Leadership – Recognize opportunities for facilitation of solutions to community issues.
- Organizational Excellence – Optimize performance and stewardship for maximum impact

10. President/CEO Report –Dan Baldwin

4:35

- Staffing Report

Executive Session or Roundtable discussion

Adjourn



**Executive Committee Meeting  
Zoom meeting  
July 27, 2021**

**MINUTES**

**Committee Members Present:** Teri Belli, Betsy Buchalter Adler, Maija West, Birt Johnson, Nolan Kennedy

**Absent:** Giff Lehman, Jan Vanderbilt, Betsey Pearson

**A quorum was established.**

**CFMC Staff Present:** Dan Baldwin, Laurel Lee-Alexander, Diane Nonella and Julie Conrad

**Absent:** Christine Dawson

**CALL TO ORDER – Teri Belli**

Teri Belli called the Zoom meeting of the Executive Committee of the Community Foundation for Monterey County to order at 3:33 on July 27, 2021.

**APPROVAL OF MINUTES**

**Motion: To approve May 25, 2021, minutes as written.**

**Birt Johnson, Jr / Betsy Buchalter Adler second. Motion carried unanimously.**

**REPORT OF THE CHAIR – Teri Belli**

Teri Belli reviewed the results of the June 2021, board *Return to Meetings* survey. The committee discussed a hybrid meeting style, giving people the option to call in through Zoom or attend in person. The Delta virus variant has created concerns about returning to an in-person meeting environment. There were recommendations for improved conference room equipment (the Owl tool for speakers), protocols and choices.

The committee decided Zoom is the best solution as long as masks are mandated indoors by the CDC and MCHD. The committee does not feel comfortable bringing people back to the August meeting and will review the situation for a hybrid meeting for the October board meeting.

Teri suggested an educational topic for the August board meeting on donor advised funds (DAF's), to educate the board on how DAF's are an important part of the CFMC business model. Dan recommended the Sacramento lobbyist, Jeff Hammond, come to the meeting to give a status report on the CA DAF legislation with an overview of the ongoing efforts with federal legislation of the Grassley/King Act. The committee agreed this was a timely topic for the August meeting.

**TREASURERS REPORT– Dan Baldwin for Jan Vanderbilt**

Dan highlighted the record total assets through June 30, 2021 are \$368,367,113 a 29.0% increase since June 2020 and a 5.74% increase since December 2020. The 2021 year to date grantmaking total is \$5 million over the 2020 record grantmaking amount.

There was a timing error reflected in revenue over expenses amounts showing a grant that was recorded in June instead of July - this will be corrected.

Dan reported the financial statements have not been reviewed by the finance committee and will approved at the August board meeting.

## **GOVERNANCE COMMITTEE - Birt Johnson, Jr.**

The committee is composed of Teri Belli, Judy Kruger, Fred Meurer and Elsa Jimenez. There are four board members leaving the board in 2021. The committee reviewed the size for the incoming class, the skill sets, geography, age, and diversity. The committee recommends adding 4 new members for 2022 and 2023.

Priorities areas of interest are investment, accounting, philanthropy, age, and diversity. The committee will ask for recommendations at the August board meeting, and present possible candidates at the September executive committee meeting in preparation of the October board meeting vote.

Maija West has resigned as board secretary as of August 2021. Kirk Gafill was asked to assume the role of Secretary for the remainder of 2021. He agreed to do this.

**Motion: To recommend Kirk Gafill to the board for the role of Secretary for the remainder of 2021. Maija West / Betsy Buchalter Adler second. Motion carried unanimously.**

Teri Belli has volunteered to extend her term one more year to complete a two-year board chair seat.

**Motion: To recommend Teri Belli to the board for their approval for an extended term of one-year as board chair.**

**Nolan Kennedy / Betsy Buchalter Adler second. Motion carried unanimously.**

## **COMMUNITY IMPACT COMMITTEE – Betsy Buchalter Adler**

Betsy Buchalter Adler described the two grants recommended for approval from the Teacher Pathways Fund.

1. CSUMB University Corporation requested \$111,875 - Teacher Pathway Program
2. Hartnell College Foundation requested \$125,000 over two years. (\$103,148-2021, \$21,852-2022)

**Motion: To approve 2 grants from the Teacher Pathways Fund to CSUMB University Corporation for \$111,875 and Hartnell College Foundation for \$125,000 over two years.**

**Maija West / Birt Johnson, Jr. Motion carried unanimously.**

The CI sub-committee is meeting to review how the changes in the 2021 grantmaking process (a once a year-grant cycle), worked and didn't work. They will update the board at the August meeting.

## **NEW FUNDS- Dan Baldwin**

### **Non- Endowed Donor Advised**

- Friends of Sunset Donor Advised Fund
- Tracy Gibbons Charitable Fund
- Joe Rock and Robin Venuti Family Fund

### **Designated Fund**

- St. James Buildings Renovation Fund

## **PRESIDENT/CEO REPORT - Dan Baldwin**

### **Staff Updates**

Kim Drabner has been promoted to Vice President of Finance and Human Resources and will work with Diane Nonella until October 1, 2021. The Director of Finance position is in the final interview stage and will have a decision very soon. A fourth accounting position in finance is posted and resumes are being reviewed.

The Director of Operations, Maria Hauman starts August 2, 2021, and will overlap with Julie Conrad for 2 weeks.

The second position in CNE is moving forward and will be finalized soon.

### **Return to Office Update**

Dan reported the return to office hybrid work schedule will move from August 2 to August 9. It includes working 1-3 days a week in the office (Monterey or Salinas). The wearing of a masks inside is still mandated in the office, based on the County's recommendations.

**Celebration of Philanthropy**

The 2021 celebration will be held on October 19 at Pasadera Country Club. There is space outdoors if needed and the event will be flexible to changes in health safety recommendations. Mel and Regina Mason will be honored as Distinguished Trustees.

Dan will be meeting with Congressman Jimmy Panetta to discuss donor advised funds advocacy and other current topics.

CFMC received a resolution of appreciation from the Monterey County Board of Supervisors in recognition of the work CFMC has led around Covid-19 response efforts, relief and collaborative initiatives over the last year.

**Meeting adjourned: 4:45**

**Next Meeting: Tuesday, September 28, 2021**

Minutes prepared by: \_\_\_\_\_  
Julie Conrad, Administrative Services Manager

Approved by: \_\_\_\_\_  
Maija West, Secretary



*Here for Good*

**Community Foundation**  
for Monterey County

**FINANCIAL STATEMENT**

**For the Eight Months Ended August 31, 2021**

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
FINANCIAL REPORTS  
For the Eight Months Ended August 31, 2021**

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Statement of Financial Position

Statement of Activities

Comparisons of Actual to Budget - Operating Fund

## **Assets**

Total Assets through 8/31/2021 are \$373,305,043 a 23.79% increase since August 2020 and a 7.16% increase since December 2020. (p. 3)

## **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, 2021. In August, Jean Duff established a \$75,000 CGA for the benefit of Margaret Ganopole. The remainder value is calculated at \$46,124.25 and will add to the Jean and Jim Duff Fund. Robert Haas established his 10th CGA with \$65,000. The remainder value is calculated at \$27,662.70 for the benefit of the Operating Fund. (p. 5)

## **Realized and Unrealized Gains and Losses on Investments**

Net year-to-date realized gains were \$5,421, and unrealized gains were \$30,816,694, for a total gain of \$30,822,115. (p. 6)

## **Operating Fund**

Total revenue was \$243,321 more than the budget, and total expenses were \$241,022 less than the budget. Unrealized gains were \$24,316 on the operating reserve held in the Medium-Term Fund portfolio and realized gains were \$5 on a stock gift to the operating fund. The PPP loan forgiveness is reflected as Other Income contributing to an actual net operating surplus of \$460,705 compared to a budgeted deficit of \$459,126. (p. 7)

**Note:** The Expendable Operating Cash-on-Hand is at 9.4 months, excluding the operating reserve of \$500,000, the building reserve of \$150,000, and includes the PPP Loan, which was fully forgiven March 31, 2021.

## **Portfolio Performance**

The market value of the Long-Term Fund portfolio at 8/31/2021 was \$311,665,273. The one-year Total Return for the Long-Term Endowment Portfolio was 21.8% compared to the Policy Index of 19.1%.

The market value of the Medium-Term Fund portfolio at 8/31/2021 was \$9,803,041. The one-year Total Return for the Medium-Term Endowment Portfolio was 10.9% compared to the Policy Index of 9.7%.

The market value of the ESG Fund portfolio at 8/31/2021 was \$5,705,660. The one-year Total Return for the ESG Portfolio was 17.2% compared to the Policy Index of 17.4%.

The market value of the DRIM Fund portfolio at 8/31/2021 was \$3,655,913. The one-year Total Return for the DRIM Portfolio was 29.3% compared to the Policy Index of 63.7%. 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: 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; and the Monterey County Gives annual campaign.

Total Special Program revenue was \$3,371,321 and total expenses were \$8,687,436, which includes \$7,702,746 in grants from the 2020 Monterey County Gives campaign. (p. 5-6)

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

Total new contributions for the month were \$641,997, including:

<b>Donor</b>	<b>Date</b>	<b>Amount</b>	<b>Fund</b>
Arkay Foundation	8/2/2021	30,000	The Fund for Homeless Women
International School of Monterey Foundation	8/6/2021	88,000	International School of Monterey Foundation Fund
Rancho Cielo	8/6/2021	33,000	Rancho Cielo Endowment Fund
Mrs. Jean Duff	8/9/2021	75,000	Charitable Gift Annuities
Church in the Forest	8/12/2021	90,000	Church in the Forest Fund for the Future
Mr. Robert Haas	8/12/2021	65,000	Charitable Gift Annuities
Mr. Bruce Taylor	8/16/2021	81,600	Taylor Farms Scholarship Fund

Grants to agencies for the month totaling \$3,273,908 were approved and recorded.

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY**  
**STATEMENT OF FINANCIAL POSITION**  
**CONSOLIDATED - ALL FUNDS**  
For the Eight Months Ended August 31, 2021 and August 31, 2020

	<b>COMBINED OPERATING</b>	<b>SPECIAL PROGRAMS</b>	<b>ENDOWMENT</b>	<b>NON ENDOWED</b>	<b>BEQUEST, CRT RECEIVABLES</b>	<b>TOTAL August 31, 2021</b>	<b>TOTAL August 31, 2020</b>
<b>ASSETS</b>							
<b>Cash:</b>							
Cash & Cash Equivalents	3,181,596	3,081,757	0	5,213,046	0	11,476,399	7,349,235
Investments - Long Term Fund Portfolio	0	0	210,885,191	100,780,082	0	311,665,273	247,506,368
Investments - Medium Term Fund Portfolio	733,789	0	0	9,069,251	0	9,803,041	7,697,501
Investments - ESG Fund Portfolio	0	0	3,672,506	2,033,154	0	5,705,660	3,936,847
Separately Invested - DRIM Portfolio	0	0	0	3,655,913	0	3,655,913	2,487,824
Separately Invested - Pony Trust	0	326,549	0	0	0	326,549	331,311
<b>Total Cash &amp; Investments</b>	<b>3,915,385</b>	<b>3,408,306</b>	<b>214,557,697</b>	<b>120,751,446</b>	<b>0</b>	<b>342,632,834</b>	<b>269,309,086</b>
<b>Accounts Receivable:</b>							
Pledges & Contributions Receivable	0	0	4,000	12,750	889,929	906,679	30,134
Bequests & Remainder Interest	0	0	0	0	0	0	0
Due from OPER	0	0	1,074,525	0	0	1,074,525	1,146,281
Investment in an LLC	0	0	0	0	0	0	0
Charitable Remainder Trusts	0	0	0	0	22,321,703	22,321,703	24,998,118
Charitable Gift Annuities	0	0	0	0	4,520,833	4,520,833	4,167,870
<b>Total Accounts Receivable</b>	<b>0</b>	<b>0</b>	<b>1,078,525</b>	<b>12,750</b>	<b>27,732,466</b>	<b>28,823,741</b>	<b>30,342,403</b>
<b>Other Assets:</b>							
Prepaid Expenses	7,344	0	0	0	0	7,344	30,188
Property-Net of Depreciation	1,841,123	0	0	0	0	1,841,123	1,877,153
<b>Total Other Assets</b>	<b>1,848,467</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,848,467</b>	<b>1,907,340</b>
<b>TOTAL ASSETS</b>	<b>5,763,853</b>	<b>3,408,306</b>	<b>215,636,222</b>	<b>120,764,196</b>	<b>27,732,466</b>	<b>373,305,043</b>	<b>301,558,829</b>

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY**  
**STATEMENT OF FINANCIAL POSITION**  
**CONSOLIDATED - ALL FUNDS**  
For the Eight Months Ended August 31, 2021 and August 31, 2020

<b>LIABILITIES &amp; NET ASSETS</b>	<b>COMBINED OPERATING</b>	<b>SPECIAL PROGRAMS</b>	<b>ENDOWMENT</b>	<b>NON ENDOWED</b>	<b>BEQUEST, CRT RECEIVABLES</b>	<b>TOTAL August 31, 2021</b>	<b>TOTAL August 31, 2020</b>
<b>Liabilities:</b>							
Grants Payable	0	150,738	482,249	607,146	0	1,240,133	1,702,588
Contingent Liabilities	0	0	0	0	16,283,259	16,283,259	17,827,256
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	1,209,457	8,764	0	0	0	1,218,221	1,683,266
<b>Total Liabilities</b>	<b>1,209,457</b>	<b>159,502</b>	<b>7,780,855</b>	<b>49,588,023</b>	<b>16,283,259</b>	<b>75,021,096</b>	<b>58,833,080</b>
<b>Net Assets:</b>							
Net Assets-Beginning Balance	4,093,691	8,564,097	187,812,660	59,130,323	12,358,644	271,959,415	230,335,563
Change in Net Assets - Current Year	460,705	(5,315,293)	20,042,707	12,045,850	(909,437)	26,324,532	12,390,186
<b>Total Net Assets</b>	<b>4,554,396</b>	<b>3,248,804</b>	<b>207,855,367</b>	<b>71,176,173</b>	<b>11,449,207</b>	<b>298,283,947</b>	<b>242,725,749</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>5,763,853</b>	<b>3,408,306</b>	<b>215,636,222</b>	<b>120,764,196</b>	<b>27,732,466</b>	<b>373,305,043</b>	<b>301,558,829</b>

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY**  
**STATEMENT OF ACTIVITIES**  
**CONSOLIDATED - ALL FUNDS**  
For the Eight Months Ended August 31, 2021 and August 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2021</u>	<u>TOTAL August 31, 2020</u>
<b>SUPPORT AND REVENUE:</b>							
Contributions	346,404	3,293,386	1,593,967	13,236,809	0	18,470,566	21,475,409
Interfund Gifts	48,051	60,000	47,527	565,211	0	720,789	2,034,713
Pledge Payments Received	0	0	0	2,392,303	0	2,392,303	467,910
Future Contributions-A/R-Pledge-CRT-CGA	0	0	0	0	89,405	89,405	38,078
Contributions Received via Bequest	60,389	0	2,433,015	0	0	2,493,403	4,555,567
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	1,532,685	1,532,685	3,345,837
Gain/Loss on Sale of Property	0	0	541,418	0	0	541,418	2,164
Income from Related Party (LLC)	0	0	0	0	0	0	0
Interest & Dividend Income	16,641	5,860	2,570,485	1,359,289	0	3,952,275	2,506,722
Administrative Fees	1,768,122	0	0	0	0	1,768,122	1,506,027
Fees from Special Projects	93,470	0	0	0	0	93,470	13,332
Workshop and Contract Service Income	576	0	0	0	0	576	23,813
Misc Income/Returned Grants	11,588	12,075	500	3,999	0	28,162	28,788
<b>Total Support and Revenue</b>	<b>2,345,240</b>	<b>3,371,321</b>	<b>7,186,912</b>	<b>17,557,610</b>	<b>1,622,090</b>	<b>32,083,173</b>	<b>35,998,360</b>
<b>EXPENSES:</b>							
<b>Operating Expenses and Distributions:</b>							
Salaries & Benefits	1,677,736	30,225	0	0	0	1,707,962	1,627,321
Administrative Costs	476,012	257,398	0	93,204	0	826,614	534,641
Occupancy Costs	102,300	0	0	0	0	102,300	118,001
Development Expenses	63,224	62,315	0	0	0	125,540	173,354
Board & Committee Expenses	750	0	0	0	0	750	1,499
<b>Total Operating Expenses</b>	<b>2,320,023</b>	<b>349,939</b>	<b>0</b>	<b>93,204</b>	<b>0</b>	<b>2,763,166</b>	<b>2,454,815</b>

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY**  
**STATEMENT OF ACTIVITIES**  
**CONSOLIDATED - ALL FUNDS**  
For the Eight Months Ended August 31, 2021 and August 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2021</u>	<u>TOTAL August 31, 2020</u>
<b>Grants and Grant Related Expenses:</b>							
Grants	0	8,190,715	4,496,448	13,868,653	0	26,555,816	19,126,241
Interfund Grants	0	40,930	317,425	362,434	0	720,789	2,034,713
Pledge Payments Paid	0	0	0	0	13,384	13,384	732,525
Bequests Payments/Transfers	0	0	2,378,918	0	2,482,668	4,861,586	4,282,310
Other Expenses	0	27,392	977	19,832	0	48,201	136,700
Other Payments/Transfers	0	0	(1,077,669)	1,077,669	0	0	0
Grant Related Expenses	0	0	0	0	0	0	25
Administrative Fees	0	78,460	1,274,885	456,272	35,474	1,845,092	1,506,027
Fees to Managers	235	0	122,683	61,206	0	184,124	194,393
<b>Total Grants and Grant Related Expenses</b>	<b>235</b>	<b>8,337,497</b>	<b>7,513,667</b>	<b>15,846,067</b>	<b>2,531,527</b>	<b>34,228,993</b>	<b>28,012,934</b>
<b>Total Expenses and Grants</b>	<b>2,320,258</b>	<b>8,687,436</b>	<b>7,513,667</b>	<b>15,939,271</b>	<b>2,531,527</b>	<b>36,992,158</b>	<b>30,467,749</b>
<b>Excess of Revenues (Expenses)</b>							
Before Gains on Investments & Transfers	24,983	(5,316,115)	(326,755)	1,618,339	(909,437)	(4,908,986)	5,530,611
<b>GAINS(LOSS) ON INVESTMENTS and Other Income:</b>							
Realized-Gain (Loss)	5	0	0	5,416	0	5,421	(5,560,813)
Unrealized-Gain(Loss)	24,316	822	20,369,462	10,422,095	0	30,816,694	12,420,388
Other Income	411,402					411,402	
<b>Total Gain/(Loss) on Investments and Other Income:</b>	<b>435,723</b>	<b>822</b>	<b>20,369,462</b>	<b>10,427,511</b>	<b>0</b>	<b>31,233,517</b>	<b>6,859,575</b>
<b>Change in Net Assets</b>	<b>460,705</b>	<b>(5,315,293)</b>	<b>20,042,707</b>	<b>12,045,850</b>	<b>(909,437)</b>	<b>26,324,532</b>	<b>12,390,186</b>
<b>Net Assets Beginning of Year</b>	<b>4,093,691</b>	<b>8,564,097</b>	<b>187,812,660</b>	<b>59,130,323</b>	<b>12,358,644</b>	<b>271,959,415</b>	<b>230,335,563</b>
<b>Net Assets, End of Period</b>	<b>4,554,396</b>	<b>3,248,804</b>	<b>207,855,367</b>	<b>71,176,173</b>	<b>11,449,207</b>	<b>298,283,947</b>	<b>242,725,749</b>

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

For the Eight Months Ended August 31, 2021 and August 31, 2020

	Year-To-Date			YTD Actual 8/31/2020
	Actual	Budget	Variance	
<b>REVENUE</b>				
Contributions - Foundations	301,808	225,000	76,808	57,253
Contributions - Indiv/Corp	44,597	28,000	16,597	20,144
Contributions - Interfund	48,051	39,879	8,172	40,064
Bequests Received	60,389	53,900	6,489	99,581
Admin Fees	1,768,122	1,711,030	57,092	1,506,027
Special Project Fees	93,470	5,332	88,138	13,332
Workshops/Contracts	576	3,798	(3,222)	23,813
Miscellaneous Income	11,588	31,648	(20,060)	28,788
Interest and Dividends	16,641	3,332	13,309	25,540
<b>Total Revenue</b>	<b>2,345,240</b>	<b>2,101,919</b>	<b>243,321</b>	<b>1,814,544</b>
<b>EXPENSE</b>				
<b>Personnel</b>				
Salaries and Wages	1,296,321	1,367,126	(70,805)	1,277,803
Payroll Taxes	96,099	100,141	(4,042)	93,810
Insurance and Other Benefits	285,316	297,703	(12,387)	255,708
<b>Sub-total</b>	<b>1,677,736</b>	<b>1,764,970</b>	<b>(87,234)</b>	<b>1,627,321</b>
<b>Administrative</b>				
Supplies	10,715	14,500	(3,785)	13,581
Equip / Computer Maintenance	84,574	154,339	(69,765)	121,097
Bank Charges	7,308	10,000	(2,692)	10,110
Printing	16,956	18,000	(1,044)	10,999
Postage / Freight	9,694	17,350	(7,656)	15,158
Dues/Subscriptions	43,665	41,587	2,078	27,406
Services (legal, acct, consult)	201,417	167,766	33,651	137,600
D&O Insurance	0	2,800	(2,800)	2,783
Telecommunications	32,583	30,444	2,139	18,446
Conferences & Training	5,910	16,874	(10,964)	5,625
Miscellaneous	10,063	0	10,063	1,645
Depreciation	53,128	53,128	0	53,416
<b>Sub-total</b>	<b>476,012</b>	<b>526,788</b>	<b>(50,776)</b>	<b>417,867</b>
<b>Facilities</b>				
Property / Liability Insurance	11,305	11,425	(120)	11,758
Maintenance / Repairs	4,961	14,664	(9,703)	8,643
Janitorial & Landscaping	14,508	14,800	(292)	13,609
Rent	18,951	36,656	(17,705)	33,563
Mortgage, Interest & Property Taxes	29,391	29,390	1	31,242
Utilities	23,185	19,328	3,857	19,186
<b>Sub-total</b>	<b>102,300</b>	<b>126,263</b>	<b>(23,963)</b>	<b>118,001</b>
<b>Development, Program &amp; Staff</b>				
Donor Development	17,365	75,050	(57,685)	34,013
Advertising & Promotion	22,751	27,458	(4,707)	38,575
Mileage, Meals & Meetings	185	3,506	(3,322)	1,328
Workshops	1,315	3,925	(2,610)	25,774
Annual Meetings	8,894	0	8,894	1,080
75th Anniversary Expenses	0	0	0	8,290
Annual Report	7,940	29,185	(21,245)	28,461
Staff Recognition Expenses	4,775	1,900	2,875	3,320
Board & Committee Expenses	750	2,000	(1,250)	1,499
<b>Sub-total</b>	<b>63,974</b>	<b>143,024</b>	<b>(79,050)</b>	<b>142,339</b>
<b>Total Expenses</b>	<b>2,320,023</b>	<b>2,561,045</b>	<b>(241,022)</b>	<b>2,305,529</b>
<b>Net Income / (Loss) Before Investment Returns and Other Income</b>	<b>25,217</b>	<b>(459,126)</b>	<b>484,343</b>	<b>(490,985)</b>
Realized Gains/(Losses)	5	0	5	9,568
Unrealized Gains/(Losses)	24,316	0	24,316	29,768
Other Income	411,402	0	411,402	0
Investment Management Fee	235	0	235	224
<b>Net Income / (Loss) Including Investment Returns</b>	<b>460,705</b>	<b>(459,126)</b>	<b>919,831</b>	<b>(451,872)</b>

**Current Activity Report**

**Number of Meetings/Contacts**

Month	Professional	Prosp	Current Fund	Presentations	Events	Newsletters -
January	6	18	12	4	*See below	2
February	8	22	15	4	*See below	
March	4	10	17	7	*See Below	
April	3	10	11	5	*See below	
May	4	9	7	6	*See below	
June	4	19	9	3	*See below	
July	6	31	9	4	*See below	
August	4	16	15	7	*See below	
September					*See below	
October					*See below	
November					*See below	
December					*See below	
<b>Total Activity</b>	<b>39</b>	<b>135</b>	<b>95</b>	<b>40</b>		<b>2</b>

**January Events:** NCFP Topical Call: Improving and Re-invisioning the Donor Experience; Staff Retreat; NMCF Meeting; Community Fund for Carmel Valley Advisory Board Meeting, NCFP Topical Call: Improving and Re-invisioning the Donor Experience; Staff Retreat, NMCF Meeting, Board Retreat, COVID Collaborative, MPCC Business Roundtable, Resources and Funding Workgroup, Covid-19 Collaborative Planning Team Strategy Session

**February Events:** Southern Monterey County Foundation Meeting; Weston Call Fund Communications Committee Meeting; Monterey County Gives! Celebration; Philanthropy So White Webinar, CFCV Fire Relief Subcommittee Meeting, Women's Fund Leadership Council Meeting, Stevenson School Philanthropy Project Presentation, Decolonizing Wealth Project: Philanthropy and the Case for Reparations, Leadership Council Meeting, Coordinating Committee Meeting, Resources & Funding Workgroup Meeting #2, AFP Board Meeting, MPCC Business Roundtable, LCCF, Board of Supervisors COVID Collaborative

**March Events:** Weston Call Fund Meeting; Southern Monterey County Foundation Video Committee Meeting; Weston Call Fund Communications Committee Meeting; Philanthropic Services Committee Meeting; Legacy of Giving Virtual Event; IPD Process Transformation Training; Six Strategies for Tax-Effective Charitable Giving Fidelity Webinar; Philanthropic Services Committee Meeting, Legacy of Giving Virtual Event, Philanthropy and the Case for Reparations Parts 1 & 2 Webinars, IPD Process Transformation Trainin, Board of Supervisors, Housing Solutions Input Plan, COVID Colloborative, MPCC Government Affairs, MPCC Roundtable

**April Events:** Weston Call Fund Meeting; Northern Monterey County Foundation Meeting; Community Fund for Carmel Valley Meeting, Bystander Intervention Training, Process Review/Transformation Meetings, Conflict Descalation Training, Board of Supervisors, Housing Solutions Input Plan, COVID Colloborative, MPCC Government Affairs, MPCC Roundtable, Bright Futures, Dept. of Health, Leadership Council, CFAI, College Futures, Monterey Bay AQ, 10-year plan, Coordinating Committee

**May Events:** Weston Call Fund Meeting; Donor Education Event: Mental Health in Monterey County; Donor Education Event: Mental Health in Monterey County, Sun Street Centers Pueblo del Mar Spring Graduation and The Martin & Nancy Dodd Awards, AdNet May C+C, MBEP Housing, Elected Leaders- COVID-19, LCCF Retreat, Northern California Planned Giving Conference

**June Events:** CFMC Philanthropic Services Committee Meeting, Southern Monterey County Video Shoot, Weston Call Fund Meeting, Staff DEI Committee Meeting, CFMC Philanthropic Services Committee Meeting, Building a Social Impact Strategy and Approach Webinar, Carmel Cares/City of Carmel Public Works Meeting, Power Over Parkinson's Open House, TIAA Webinar: Gifts of IRAs and Other Retirement Assets, Community Fund for Carmel Valley Advisory Board Meeting, CFMC Philanthropic Services Committee Meeting, Siembra Latinos Development Cmte Meeting, Siembra Latinos Communications Cmte Meeting, COVID Outreach, Leadership Council Meeting, Taylor Farms Scholarship Event, AFP Board meeting, President's Tiffany Kick-out, COVID planning team, 2021 CA Economic Summit, 2021 Road to Recovery

**July Events:** Northern Monterey County Foundation Grant Meeting; Southern Monterey County Foundation Meeting; ACE Bill and Donor-Advised Funds: Briefing for CA and MN Nonprofits; Weston Call Fund Meeting, Staff DEI Committee Meeting, Grantee Relationships and Power Dynamics Webinar, CFMC Staff/Board DEI Workgroup, Community Fund for Carmel Valley Advisory Board Meeting, Siembra Latinos Advisory Board Mtg, CFMC Staff/Board DEI Workgroup, TIAA Kaspick Webinar: Planned Gifts Options and Opportunities, Staff DEI Book Club, VNA Investment Presentation, Board of Supervisors, LCCF, COVID outreach collaborative, VIDA, 5 Year plan to end homelessness, 1st Capital Bank, Salinas Rotary Presentation

**August Events:** Staff DEI Committee Meeting, Community Fund for Carmel Valley Advisory Board Meeting, DAF Grants Process Transformation Meetings, CFMC Unlocking Planned Gifts Webinar, DAF Grants Process Transformation Meetings, CFMC Unlocking Planned Gifts Webinar, Co-presented Unlocking Planned Gifts webinar, COVID Collaborative, Business Roundtable Laguna Seca, Leadership Council, Salinas WG Economic Opportunity

\*On-going: Salinas & Monterey Rotary Clubs

**Planned Gifts**

<b>New Legacy Society Members for the Month:</b>	<b>0</b>
<b>Expectancy Additions Year to Date:</b>	<b>27,250,000</b>
<b>Legacy Society Members to Date:</b>	<b>256</b>
<b>Total Expectancies to Date:</b>	<b>\$232,552,455.00</b>

**New Funds Created 2021**

Type of Fund	Number of Funds	Establishing Gift
<b>Agency Stewardship Fund</b>		
Carmel Cares Fund	1	\$ 53,505.00
Laguna Seca Raceway Foundation Stewardship Fund	1	\$ 150,000.00
<b>Designated Fund</b>		
Equal Access Monterey Bay Fund	1	
Nancy Jane Bletzer Fund for Animal Welfare	1	\$ 2,433,014.80
Monterey Bay Sober Living for Women Home Purchase Fund	1	\$ 25,000.00
St. James Buildings Renovation Fund	1	\$ 160,000.00
Teacher Pathway Fund: Hartnell College	1	\$ 125,000.00
<b>Endowed Fund</b>		
Casa Amnesti House and Garden Endowment	1	\$ 25,000.00
Terman and Borreson Family Fund	1	

<b>Field of Interest</b>				
Joseph and Betty Chaffers Fund		1		\$ 490,000.00
<b>Non-Endowed Donor Advised Fund</b>				
Dale and Margaret Byrne Family Fund		1		\$ 10,000.00
Frank and Michelle Knight Family Fund		1		\$ 5,000.00
Friends of Sunset Donor Advised Fund		1		\$ 9,376.00
Gabrielle Andrea Walters Fund		1		\$ 49,923.00
Gaver Family Fund		1		\$ 172,340.00
Jett Fighter Fund		1		\$ 9,997.00
Joe Rock and Robin Venuti Family Fund		1		\$ 13,097.35
Julie Conrad Donor Advised Fund		1		\$ 1,500.00
Laura and John Gamble Family Fund		1		\$ 5,000.00
O'Brien Family Fund		1		\$ 20,000.00
Ryan Family Fund		1		\$ 5,062.00
Steve and Gail Snodgrass Fund		1		\$ 50,000.00
Tracy Gibbons Charitable Fund		1		\$ 200,000.00
The Weidner Foundation Fund		1		\$ 25,000.00
Victor and Lynda Johnson Family Fund		1		\$ 43,000.00
<b>Scholarship</b>				
California Rodeo Salinas Scholarship Fund		1		\$ 10,000.00
Caste Action Alliance Scholarship Fund		1		\$ 3,900.00
FW Family Scholarship Fund		1		\$ 11,780.00
Nancy Fowler Memorial Music Scholarship Fund		1		\$ 24,000.00
Richard Gourley Memorial Scholarship Fund		1		\$ 1,775.00
<b>Special Purpose</b>				
COVID-19 Collaborative Community Health Workers		1		\$ 35,000.00
Center for Nonprofit Excellence #7		1		\$ 5,000.00
<b>New Funds Created Total:</b>		<b>32</b>		<b>\$ 4,172,270.15</b>
New Receivables/CGA/Bequests/Grants				\$359,581.28
Payment on Previously Recorded Receivable				\$4,874,970.77
<b>Total Contributions</b>				
<b>Year 2021 - YTD</b>				<b>\$ 24,131,778.77</b>
<b>Year 2020 - YTD</b>				<b>\$ 22,540,767.58</b>