



**Executive Committee Meeting  
May 26, 2015 ~ 3:30 PM  
2354 Garden Road, Monterey CA 93901**

**AGENDA**

1. Call to Order – Rick Kennifer 3:30
2. Approval of Minutes (attached **1- 4**) 3:35
  - March 24, 2015
3. Chair Report – Rick Kennifer 3:40
  - LCCF Chair/CEO Retreat
  - COF Conference
  - Distinguished Trustee
4. Treasurer's Report – Tina Starkey Lopez 3:45
  - April Financials Summary (attached **5-12**)
5. Audit Committee – Ken Wright 3:50
  - 2015 Audit Engagement Report
6. Grants and Programs Committee – Alfred Diaz-Infante 3:55
  - NGP Grant Committee Minutes & Recommendations (attached **13-15**)
7. Investment Committee – Ken Petersen 4:00
  - Investment Committee Meeting - 5/4/2015
8. Governance Committee – Gail Delorey 4:05
  - Nominating Committee update
9. Resource Development Committee – Greg Chilton 4:15
  - Development Summary April – (attached **16**)
  - Women's Fund Luncheon
10. Funds approved electronically since April Board Meeting 4:20
11. New Fund Approvals 4:25
  - Friends of the Andy Ausonio Library Stewardship Fund
12. President/CEO Report – Dan Baldwin 4:30
  - LaSalle Bequest
13. Discussion about the Draft Strategic Plan (attached **17-23**) 4:40
14. Executive Session

**Adjourn**

**Next Executive Committee Meeting: July 28, 2015 - Salinas Office**



**Executive Committee Meeting**  
**945 S. Main Street #207 Salinas, CA**  
**March 24, 2015**  
**MINUTES**

**Committee Members Present:** Rick Kennifer, Greg Chilton, Tina Starkey Lopez, Steve McGowan, Alfred Diaz-Infante, Ken Petersen

**Absent:** Gail Delorey

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

**Call to Order – Rick Kennifer**

Rick Kennifer called the regular meeting of the Executive Committee of the Community Foundation for Monterey County to order at 3:35 PM, Tuesday, March 31, 2015, at the Foundation's Salinas office.

**Approval of Minutes**

There was one correction to the November 25, 2014 Executive Committee meeting minutes. Greg Chilton noted on page 2 of the minutes, the Action item not on the agenda should read Certificate of Deposit not Certificate of Liability.

"The Finance Committee is requesting the approval of a resolution to purchase three Certificates of ~~Liability~~ *Deposit* from Rabobank." (Corrected language 3/2015 JC)

**Motion: to approve the November 25, 2014 minutes: Greg Chilton / Alfred Diaz-Infante second. Motion carried unanimously.**

**Chair Report – Rick Kennifer**

Rick Kennifer noted the Women's Fund Luncheon is April 30, 2015 starting at 11:30 AM at the Hyatt Hotel in Monterey. The Women's Fund is celebrating 10 years and will highlight new initiatives and close the \$1.5 million endowment campaign.

The Council on Foundations conference is April 26-28 in San Francisco. Three board members and five staff members will attend. Dan Baldwin will facilitate a session on Endowment Building.

Rick reported the board will be asked at the April 21 board meeting to pass a resolution for 100% board contributions for 2015. It is a requirement for a pending grant application.

**Treasurer's Report -Tina Starkey Lopez**  
**February 28, 2015**

**Assets**

Total Assets through 2/28/2015 are **\$181,212,789** a **3.37%** increase since February 2014, and a **1.06%** increase since December 2014.

### **Operating Fund**

Total revenue was \$3,464 more than the budget, and total expenses were \$28,525 less than the budget. The actual net operating deficit is \$428,231 compared to a budgeted deficit of \$460,219.

Note: The Expendable Operating Cash-on-Hand is at 4.6 months, excluding the operating reserve of \$250,000 and the building reserve of \$125,000.

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

Total new contributions for the month were \$898,990 including stock valued at \$78,957 from Mr. & Mrs. William and Nancy Doolittle for the Doolittle Fund; \$650,000 for The David and Lucile Packard Foundation for The David and Lucile Packard Foundation Fund; \$95,000 from S.T.A.R. Foundation of Monterey County for the S.T.A.R. Foundation of Monterey County Stewardship Fund; and \$30,000 from Mr. & Mrs. Richard S. and Joanna Reynolds for the Richard Scott Reynolds Science and Technology Education Scholarship Fund.

Grants to agencies for the month totaling \$1,508,920 were approved and recorded.

Interfund activity for the month totaled \$13,500.

**Motion: to approve the February 28, 2015 financials. Tina Starkey Lopez/Steve McGowan Motion carried unanimously.**

Tina summarized the 2014 audit process and commended Diane Nonella for another clean audit with no remarks. The auditors reported the internal controls were effective and required no additional processes.

Tina reported the finance committee goals for 2015 are to support CFMC to hire an Accounting Manager, to provide direction for fiscal responsibility and long-term financial needs.

### **Grants and Programs Committee - Alfred Diaz-Infante**

Alfred Diaz-Infante reported there was one grant approval request. The CFMC Grants and Programs staff are requesting the approval of the proposed fund allocations for 2015 grants from the Futer Fund for Human and Humane Needs.

- \$227,942 from the Rudy E. Futer Fund for Human & Humane Needs to the Rudolph E. Futer Restricted Purpose Fund, for designated agency grants and administrative fees.
  - Rudolph E. Futer Restricted Purpose Fund designated agencies:
    - \$56,985.50 to CARE U.S.A. - San Francisco Region
    - \$56,985.50 to Child Family Health International
    - \$56,985.50 to Lifewater International
    - \$56,985.50 to Humane Society of the United States

**Motion: to approve \$227,942 from the Rudy E. Futer Fund for Human & Humane Needs to the Rudolph E. Futer Restricted Purpose Fund for four designated agency grants of \$56,985.50 each to: CARE U.S.A. - San Francisco Region, Child Family Health International, Lifewater International and Humane Society of the United States.**

**Greg Chilton/Alfred Diaz-Infante second. Motion carried unanimously.**

Grant approval not on the agenda: Willemsen Family Fund grant for the reading specialist and /or teaching staff salaries at Sacajawea Elementary School, Seattle Washington.

**Motion: to approve \$56,000 to the Sacajawea Elementary School, Seattle Washington from the Willemssen Family Fund. Greg Chilton / Alfred Diaz- Infante second. Motion carried unanimously.**

Alfred reported the Grants and Program goals for 2015 are:

- Advance Community Impact grantmaking toward strategic results
- Expand Women's Fund economic security grantmaking and leadership
- Expand role of CNE in supporting community leadership and nonprofit effectiveness
- Continue expansion of activities in Salinas Valley/South County
- Increase Grants and Programs alignment with CFMC philanthropic services to expand services to donor advisors, private foundations and corporations and scholarship programs
- Assert CFMC leadership role in convening community around key issues

#### **Investment Committee – Ken Petersen**

Ken Petersen reported the Investment Committee continues to review the investment portfolio and analyze the spend rate for the long term. The committee and Wurts & Associates are evaluating the Foundations return objective and the portfolios prospective 10 year returns.

The Investment Committee's on-going goals are:

- Asset allocation and risk analysis
- Monitoring investment objectives, policies and procedures
- Evaluate the practices and performance, allocations, return goals and fees

The committee would like to determine whether a lower risk fund is a viable option for short-term stewardship and certain donor advised funds.

#### **Governance Committee – Dan Baldwin for Gail Delorey (absent)**

Dan Baldwin reported he will connect with Gail Delorey after the tax season.

#### **Resource Development Committee - Greg Chilton**

Greg Chilton reviewed the February Resource Development Summary and highlighted the Southern Monterey County Foundation at the fairgrounds in King City. Over 100 people attended the event. Christine Dawson reported that over \$75,000 has been generated by the "Founding Family" campaign where donors are asked to contribute \$1000 a year for five years or \$5000 now. Half of the money goes to the endowment and half to the non-endowed fund.

Greg Chilton summarized the Resource Development 2015 goals:

- Develop philanthropic services standards
- Create Salinas Valley affiliate fund
- Latino philanthropy
- Develop a professional advisor council
- Revise Gift Acceptance Policy
- Increase scholarship funds
- Expand Legacy Society
- Update fund agreements

#### **Funds approved electronically since last meeting - Dan Baldwin**

No funds approved.

#### **New Fund Approvals - Dan Baldwin**

Dan described three new agency stewardship funds: The Morse Foundation Stewardship Fund, YWCA and Peace of Mind Rescue.

**Motion: to approve three funds: The Morse Foundation Stewardship Fund, YWCA Stewardship Fund and Peace of Mind Rescue Stewardship Fund.**  
**Greg Chilton / Steve McGowan second. Motion carried unanimously.**

**Motion to approve: The Dekker Davidson Foundation a non-endowed, donor advised fund. Steve McGowan / Ken Petersen second. Motion carried unanimously.**

**President/CEO Report - Dan Baldwin**

Dan reported the sale of the Palm Terrace property in Hawaii is not moving forward with the current buyers, but there is a new prospect.

Rick Kennifer opened a discussion about the CFMC strategic plan. There was a lively conversation about impact investments, community leadership and the direction the CFMC might consider for the future. Alfred brought up the difference between a facilitator and a consultant for the process and felt having a facilitator was very beneficial. The Executive Committee reached a decision to bring the question of how to proceed to the full board at the April 21 meeting. Rick will recommend the use of a facilitator and a ½ day special meeting to update the CFMC strategic plan.

**Executive Session**

Rick Kennifer asked for a short Executive Session.

Meeting adjourned at 5:45

**Next Executive Committee Meeting is:**

- **Tuesday, May 26, 2015 in the Monterey office**

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

Approved by: \_\_\_\_\_  
Rick Kennifer, Chair of the Board of Directors



*Here for Good*

**Community Foundation**  
for Monterey County

## **FINANCIAL STATEMENT**

**For the Four Months Ended April 30, 2015**

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
FINANCIAL REPORTS  
For the Four Month Ended April 30, 2015**

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**COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
NOTES TO THE FINANCIAL STATEMENTS  
For the Four Months Ended April 30, 2015**

**Assets**

Total Assets through 3/31/2015 are **\$183,756,228** a **4.18%** increase since April 2014, and a **2.48%** increase since December 2014.

**Operating Fund**

Total revenue was \$14,766 less than the budget, and total expenses were \$50,271 less than the budget. The actual net operating deficit is \$188,138 compared to a budgeted deficit of \$223,643.

Note: The Expendable Operating Cash-on-Hand is at 5.6 months, excluding the operating reserve of \$250,000 and the building reserve of \$125,000.

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

Total new contributions for the month were \$317,197 including stock valued at \$142,880 from Mr. & Mrs. William and Nancy Doolittle for the Doolittle Fund; and \$90,000 from the Morse Foundation to establish the Morse Foundation Stewardship Fund.

Grants to agencies for the month totaling \$364,990 were approved and recorded. A complete list of the grants by grantee is included.

Interfund activity for the month totaled \$217,700.

**Bequests Receivable**

We recorded a bequest receivable in the amount of \$2,000,000 from the estate of Mr. Richard W. La Salle for the Farrell/Allen Carmel Rotary Fund.



COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
STATEMENT OF FINANCIAL POSITION  
CONSOLIDATED - ALL FUNDS  
For the Four Months Ended April 30, 2015 and April 30, 2014

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL April 30, 2015</u>	<u>TOTAL April 30, 2014</u>
<b>ASSETS</b>							
<b>Cash:</b>							
Cash & Cash Equivalents	1,842,929	913,651	196,288	5,316,388	0	8,269,256	7,995,087
Investments at Market-Pool	0	0	124,439,003	22,923,449	0	147,362,453	141,771,764
Separately Invested Funds	0	0	0	79,282	0	79,282	174,742
<b>Total Cash &amp; Investments</b>	<b>1,842,929</b>	<b>913,651</b>	<b>124,635,291</b>	<b>28,319,119</b>	<b>0</b>	<b>155,710,990</b>	<b>149,941,593</b>
<b>Accounts Receivable:</b>							
Admin Fees & Misc Receivables	0	0	0	0	0	0	0
Pledges & Contributions Receivable	0	0	4,000	12,750	100,000	116,750	576,082
Note Receivable	0	0	185,672	0	0	185,672	195,514
Bequests & Remainder Interest	0	0	0	0	3,039,615	3,039,615	764,615
Due from OPER	0	0	1,433,397	0	0	1,433,397	1,471,654
Investment in an LLC	0	0	38,781	0	0	38,781	891,278
Charitable Remainder Trusts	0	0	0	0	21,270,588	21,270,588	20,639,378
Charitable Gift Annuities	0	0	0	0	208,373	208,373	97,687
<b>Total Accounts Receivable</b>	<b>0</b>	<b>0</b>	<b>1,661,850</b>	<b>12,750</b>	<b>24,618,576</b>	<b>26,293,176</b>	<b>24,636,208</b>
<b>Other Assets:</b>							
Prepaid Expenses	545	0	0	0	0	545	1,665
Property-Net of Depreciation	1,751,516	0	0	0	0	1,751,516	1,796,531
<b>Total Other Assets</b>	<b>1,752,061</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,752,061</b>	<b>1,798,196</b>
<b>TOTAL ASSETS</b>	<b>3,594,990</b>	<b>913,651</b>	<b>126,297,141</b>	<b>28,331,869</b>	<b>24,618,576</b>	<b>183,756,228</b>	<b>176,375,997</b>

COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
STATEMENT OF FINANCIAL POSITION  
CONSOLIDATED - ALL FUNDS  
For the Four Months Ended April 30, 2015 and April 30, 2014

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL April 30, 2015</u>	<u>TOTAL April 30, 2014</u>
<b>LIABILITIES &amp; NET ASSETS</b>							
<b>Liabilities:</b>							
Grants Payable	0	398,858	312,600	113,500	0	824,958	1,539,732
Administrative Fees Payable	0	0	0	0	0	0	0
Contingent Liabilities	0	0	0	0	13,180,126	13,180,126	12,977,552
Funds held as Agency Endowments	0	0	4,141,296	0	0	4,141,296	3,969,154
Funds held as Stewardship Funds	0	0	0	9,680,534	0	9,680,534	9,081,360
Loan Payable	0	0	0	0	0	0	25,000
Payroll, Misc. and Accts Payable	1,508,373	6,375	0	0	0	1,514,748	1,595,463
<b>Total Liabilities</b>	<b>1,508,373</b>	<b>405,233</b>	<b>4,453,896</b>	<b>9,794,034</b>	<b>13,180,126</b>	<b>29,341,661</b>	<b>29,188,261</b>
<b>Net Assets:</b>							
Net Assets-Beginning Balance	2,274,755	126,974	120,031,660	17,367,912	9,908,827	149,710,128	145,089,304
Change in Net Assets -							
Current Year	(188,138)	381,444	1,811,586	1,169,923	1,529,623	4,704,438	2,098,432
<b>Total Net Assets</b>	<b>2,086,617</b>	<b>508,418</b>	<b>121,843,246</b>	<b>18,537,835</b>	<b>11,438,450</b>	<b>154,414,566</b>	<b>147,187,736</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>3,594,990</b>	<b>913,651</b>	<b>126,297,141</b>	<b>28,331,869</b>	<b>24,618,576</b>	<b>183,756,228</b>	<b>176,375,997</b>

COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
STATEMENT OF ACTIVITIES  
CONSOLIDATED - ALL FUNDS  
For the Four Months Ended April 30, 2015 and April 30, 2014

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL April 30, 2015</u>	<u>TOTAL April 30, 2014</u>
<b>SUPPORT AND REVENUE:</b>							
Contributions	3,675	0	197,432	2,716,178	0	2,917,285	2,286,262
Interfund Gifts	37,190	0	30,700	212,500	0	280,390	319,283
Pledge Payments Received	0	459,332	0	0	0	459,332	534,333
Future Contributions-A/R-Pledge-Bequests-CRT	0	0	0	0	0	0	0
Contributions Received via Bequest	0	0	0	0	2,000,000	2,000,000	0
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	0	0	0
Gain/Loss on Sale of Property	0	0	0	0	0	0	0
Oil, Gas & Land Royalties	0	0	0	0	0	0	0
Interest & Dividend Income	3,854	0	535,791	99,899	0	639,544	623,186
Administrative Fees	585,473	0	0	0	0	585,473	559,515
Fees from Special Projects	18,442	0	0	0	0	18,442	32,936
Workshop and Contract Service Income	26,535	0	0	0	0	26,535	19,481
Misc Income/Returned Grants	11,818	1,528	0	66	0	13,412	26,552
<b>Total Support and Revenue</b>	<b>686,987</b>	<b>460,860</b>	<b>763,923</b>	<b>3,028,643</b>	<b>2,000,000</b>	<b>6,940,413</b>	<b>4,401,547</b>
<b>EXPENSES:</b>							
<b>Operating Expenses and Distributions:</b>							
Salaries & Benefits	577,679	23,514	0	0	0	601,193	563,747
Administrative Costs	194,575	32,919	0	9,356	0	236,850	255,045
Occupancy Costs	61,499	0	0	0	0	61,499	64,064
Development Expenses	40,538	22,983	0	0	0	63,521	52,511
Board & Committee Expenses	833	0	0	0	0	833	3,004
<b>Total Operating Expenses</b>	<b>875,125</b>	<b>79,415</b>	<b>0</b>	<b>9,356</b>	<b>0</b>	<b>963,897</b>	<b>938,370</b>

COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
STATEMENT OF ACTIVITIES  
CONSOLIDATED - ALL FUNDS  
For the Four Months Ended April 30, 2015 and April 30, 2014

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL April 30, 2015</u>	<u>TOTAL April 30, 2014</u>
<b>Grants and Grant Related Expenses:</b>							
Grants	0	0	972,039	2,141,015	0	3,113,054	2,531,500
Interfund Grants	0	0	249,890	30,500	0	280,390	319,283
Pledge Payments Paid	0	0	0	0	459,332	459,332	534,333
Bequests Payments/Transfers	0	0	0	0	0	0	0
Other Expenses	0	0	0	767	0	767	3,750
Other Payments/Transfers	0	0	(35,657)	35,657	0	0	0
Grant Related Expenses	0	0	0	0	0	0	1,000
Administrative Fees	0	0	448,057	126,371	11,045	585,473	559,515
Fees to Managers	0	0	40,639	7,417	0	48,055	33,667
<b>Total Grants and Grant Related Expenses</b>	<b>0</b>	<b>0</b>	<b>1,674,967</b>	<b>2,341,727</b>	<b>470,377</b>	<b>4,487,071</b>	<b>3,983,047</b>
<b>Total Expenses and Grants</b>	<b>875,125</b>	<b>79,415</b>	<b>1,674,967</b>	<b>2,351,083</b>	<b>470,377</b>	<b>5,450,968</b>	<b>4,921,417</b>
<b>Excess of Revenues (Expenses)</b>							
Before Gains on Investments & Transfers	(188,138)	381,444	(911,044)	677,560	1,529,623	1,489,445	(519,870)
<b>GAINS(LOSS) ON INVESTMENTS:</b>							
Realized-Gain (Loss)	0	0	10,511	(2,885)	0	7,626	(3,412)
Unrealized-Gain(Loss)	0	0	2,712,119	495,248	0	3,207,367	2,621,714
<b>Total Gain/(Loss) on Investments</b>	<b>0</b>	<b>0</b>	<b>2,722,630</b>	<b>492,362</b>	<b>0</b>	<b>3,214,993</b>	<b>2,618,303</b>
<b>Change in Net Assets</b>	<b>(188,138)</b>	<b>381,444</b>	<b>1,811,586</b>	<b>1,169,923</b>	<b>1,529,623</b>	<b>4,704,438</b>	<b>2,098,432</b>
<b>Net Assets Beginning of Year</b>	<b>2,274,755</b>	<b>126,974</b>	<b>120,031,660</b>	<b>17,367,912</b>	<b>9,908,827</b>	<b>149,710,128</b>	<b>145,089,304</b>
<b>Net Assets, End of Period</b>	<b>2,086,617</b>	<b>508,418</b>	<b>121,843,246</b>	<b>18,537,835</b>	<b>11,438,450</b>	<b>154,414,566</b>	<b>147,187,736</b>

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

**For the Four Months Ended April 30, 2015 and April 30, 2014**

	Year-To-Date			YTD Actual 4/30/2014
	Actual	Budget	Variance	
<b>REVENUE</b>				
Contributions - Foundations	0	7,500	(7,500)	0
Contributions - Indiv/Corp	3,675	17,700	(14,025)	1,227
Contributions - Interfund	37,190	38,500	(1,310)	36,505
Contributions - New Pledges	0	0	0	0
Pledge Payments Received	0	0	0	0
Bequests Received	0	22,500	(22,500)	0
Admin & Special Project Fees	603,915	599,610	4,305	592,451
Workshops/Contracts	26,535	12,700	13,835	19,481
Miscellaneous Income	11,818	1,575	10,243	26,552
Interest and Dividends	3,854	1,668	2,186	1,627
Realized Gains/(Losses)	0	0	0	0
<b>Total Revenue</b>	<b>686,987</b>	<b>701,753</b>	<b>(14,766)</b>	<b>677,842</b>
<b>EXPENSE</b>				
<b>Personnel</b>				
Salaries and Wages	449,424	463,720	(14,296)	422,145
Payroll Taxes	41,359	36,003	5,356	39,147
Insurance and Other Benefits	86,897	96,692	(9,795)	78,179
<b>Sub-total</b>	<b>577,679</b>	<b>596,415</b>	<b>(18,736)</b>	<b>539,471</b>
<b>Administrative</b>				
Supplies	6,445	7,100	(655)	7,620
Equip / Computer Maintenance	43,855	45,968	(2,113)	48,097
Bank Charges	1,216	2,832	(1,616)	2,412
Printing	7,183	5,876	1,307	5,092
Postage / Freight	4,916	4,548	368	3,665
Dues/Subscriptions	21,576	22,112	(536)	22,417
Services (legal, acct, consult)	56,418	55,588	830	44,375
D&O Insurance	4,010	4,000	10	3,828
Telecommunications	5,635	6,488	(853)	5,965
Conferences & Training	12,261	11,500	761	4,887
Miscellaneous	401	0	401	258
Depreciation	30,660	30,660	0	28,160
<b>Sub-total</b>	<b>194,575</b>	<b>196,672</b>	<b>(2,097)</b>	<b>176,777</b>
<b>Facilities</b>				
Property / Liability Insurance	8,302	8,300	2	9,236
Maintenance / Repairs	2,843	2,200	643	3,028
Janitorial	7,039	6,845	194	5,592
Rent	14,134	15,968	(1,834)	16,903
Mortgage, Interest & Property Taxes	19,225	19,225	0	19,723
Utilities	9,956	11,168	(1,212)	9,581
Moving Expense	0	0	0	0
<b>Sub-total</b>	<b>61,499</b>	<b>63,706</b>	<b>(2,207)</b>	<b>64,064</b>
<b>Development, Program &amp; Staff</b>				
Donor Development	25,297	26,616	(1,319)	20,400
Advertising & Promotion	1,907	11,150	(9,243)	5,424
Mileage, Meals & Meetings	2,062	11,867	(9,805)	3,961
Workshops	8,682	12,952	(4,270)	7,754
Annual Meetings	0	0	0	(19)
Annual Report	0	0	0	0
Staff Recognition Expenses	2,590	3,035	(445)	940
Board & Committee Expenses	833	2,983	(2,150)	3,004
<b>Sub-total</b>	<b>41,371</b>	<b>68,603</b>	<b>(27,232)</b>	<b>41,463</b>
<b>Total Expenses</b>	<b>875,125</b>	<b>925,396</b>	<b>(50,271)</b>	<b>821,775</b>
<b>Net Income / (Loss)</b>	<b>(188,138)</b>	<b>(223,643)</b>	<b>35,505</b>	<b>(143,933)</b>



**Neighborhood Grants Program (NGP) Grants Committee Minutes  
May 8, 2015**

**Present:** Ken Wright (Chair), Alfred Diaz-Infante, Catherine Kobrinsky Evans, Chris Lopez, and Chris Orman.

**Staff:** Laurel Lee-Alexander and Aurelio Salazar, Jr.

**Absent:** Christine Dressler Moss, Reyna Navarrete, and Seth Pollack.

The meeting of the NGP Grants Committee of the Community Foundation for Monterey County was called to order by Ken Wright at 12:10 am on Friday, May 8, 2015.

**Grant Proposal Review – Recommendations to the Board**

The committee reviewed the attached list of proposals totaling \$52,000 in grants to 17 of the 42 grant requests received by the Neighborhood Grants Program for 2015. The grants committee was informed that an additional \$2,000 was available to award from the Doris Parker Fee Fund.

On a motion by Catherine Kobrinsky Evans, seconded by Chris Lopez, the voting members of the committee approved submitting the grant proposals for approval, as described on the attached list.

Alfred Diaz-Infante abstained from voting on Castroville Teen Leadership Council's proposal due to his position at CHISPA (Community Housing Improvement Systems and Planning Association, Inc.) and their involvement in the community.

Having no further business, the meeting was adjourned at 2:04 pm.

**Minutes prepared by:**

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Aurelio Salazar, Jr. – Program Officer

**Approved by:**

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Ken Wright – NGP/CE Grants Committee Chair

Group Name	Request	Type	Area Served	Amount Requested	Recommendation
<b>NORTH COUNTY</b>					
Castroville Neighborhood Watch Program	community building, neighborhood watch, and disaster preparedness	Association	Castroville	\$1,200	\$1,200
Castroville Teen Leadership Council*	youth leadership development and training	Advocacy	Castroville	\$4,000	\$2,700
Transition Aromas*	environmental awareness, education, and harvest fair	Advocacy	Aromas	\$2,500	\$2,500
				<b>Subtotal:</b>	<b>\$6,400</b>
<b>SOUTH COUNTY</b>					
Ballet Folklorico Tapatio	Ballet Folklorico dance instruction and community performances	Arts	King City	\$4,000	\$4,000
Chuparroza (Hummingbird)*	a support group for parents with special needs children	Support	Greenfield	\$5,420	\$3,950
Gonzales Youth	youth sports activities and mentoring	Sports	Gonzales	\$3,892	\$3,800
King City Dance Team	youth and young adult dance instruction and community performances	Arts	King City	\$4,000	\$3,000
Tu Puedes King City	community leadership development and health promotion	Advocacy	King City	\$4,000	\$3,000
				<b>Subtotal:</b>	<b>\$17,750</b>

<b>SALINAS</b>					
Alianza	youth development and awareness around environmental justice	Advocacy	Salinas	\$4,000	\$2,700
Kalpulli Oceloyotl*	Aztec dance instruction and community performances	Arts	Salinas	\$4,000	\$2,650
Korean Cultural Club	Korean language and fan dancing instruction	Arts	Salinas	\$4,000	\$3,000
Laurel Heights Neighborhood Watch	neighborhood beautification, safety and prevention activities	Association	Salinas	\$3,765	\$3,700
Local Urban Gardeners	garden support and learning lab supplies	Other	Salinas	\$4,046	\$4,000
Rescate Verde	a community garden	Other	Salinas	\$4,025	\$3,500
Santa Rita & Bolsa Knolls Watershed Group*	the 6th Annual Creek Fair and community oral history project	Other	Salinas	\$2,000	\$1,900
				<b>Subtotal:</b>	<b>\$21,450</b>
<b>PENINSULA</b>					
African-American HIV-AIDS Wellness Group	health prevention and awareness around HIV-AIDS	Support	Seaside	\$3,000	\$2,400
Friends of Seaside Parks Association	neighborhood park beautification	Association	Seaside	\$4,000	\$4,000
				<b>Subtotal:</b>	<b>\$6,400</b>
				<b>Total Awarded:</b>	<b>\$52,000</b>

\*: previous NGP grantee



New Funds Created 2015		
Type of Fund	Number of Funds	Establishing Gift
<b>Donor Advised</b>		
Dekker Davidson Foundation	1	\$ 10,000.00
<b>Affiliate Funds</b>		
<b>Agency/Stewardship</b>		
Girls, Inc. Stewardship Fund	1	\$ 100,000.00
Morse Foundation Stewardship Fund	1	\$ 90,000.00
Peace of Mind Dog Rescue Stewardship Fund	1	\$ 50,000.00
YWCA Monterey County Stewardship Fund	1	\$ 50,000.00
<b>Private Foundations</b>		
<b>Corporate Funds</b>		
<b>Scholarship</b>		
Morse Foundation Scholarship Fund	1	\$ -
<b>Field of Interest</b>		
<b>New Funds Created Total:</b>	6	\$ 300,000.00

Total Contributions	
Year 2015 - YTD	\$ 4,917,285
Year 2014 - YTD	\$ 2,286,262

Planned Gifts April 2015	
New Legacy Society Members	4
Expectancy Additions Year to Date	\$50,000,000
Legacy Society Members to Date:	194
Total Expectancies to Date:	\$124,206,003

Current Activity Report Number of Meetings/Contacts April 2015								
Month	Professional Advisor	Prospects	Current Fund Holders	Presentations		Events		Newsletters Crescendo eBlasts
January	5	9	4	1	*see below	5	*see below	6
February	5	15	9	2	*see below	7	*see below	7
March	7	16	7	1	*see below	6	*see below	7
April	10	30	10	1	*see below	3	*see below	7
May								
June								
July								
August								
September								
October								
November								
Total Activity	27	70	30	5		21		27

**January Events:** IMPACT Monterey, JA Business Hall of Fame, Women's Fund Leadership Gathering, Planned Parenthood Roe v. Wade luncheon, CHISPA Annual Celebration,

**CFMC Professional Advisor Presentations:** Merrill Lynch, PMB Helin Donovan, Leach and Walker, Monterey Private Wealth

**February Events:** Fund for Homeless Women Donor's Event, Rancho Cielo Culinary Round Up, Paisano Club, MC Gives! Check Signing Party, Legacy Society Luncheon

Hispanics in Philanthropy, Noteware Retreat

**March Events:** FFA Foundation, Natividad National Hero's Award, CCVCF Groundbreaking, DLI Foundation, SMCF- King City, Boys and Girls Club Comics for Kids

**April Events/Presentations:** Carmel Heritage Society, Ciao Ciapino, CFMC Women's Fund Luncheon

**\*On-going:** Salinas & Monterey Rotary Clubs

**Community Foundation for Monterey County  
Strategic Plan Framework  
Approved by Board of Directors, December 2010**

**CFMC Vision, Mission and Values**

***Vision***

Healthy, safe, vibrant communities

***Mission Statement***

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

***Values***

- We **advance positive change** through grant making, community engagement and collaboration.
- We **build a legacy for future generations** through responsible stewardship of the resources entrusted to us.
- We **operate with the highest standards** of integrity, ethics and accountability.
- We **embrace inclusivity** and diversity.
- We **commit to fairness** and respect for the dignity of all people.
- We **are open and honest** with our philanthropic partners, grantees and the community.
- We **strive for excellence** in all that we do.

## **PLANNING ASSUMPTIONS**

The Community Foundation for Monterey County has experienced significant, positive change since the passing of its 2011 strategic plan. We now face the challenge of building on our many successes, striving to provide deeper impact to a greater part of our county.

- The CFMC needs to remain committed to a truly countywide reach in all aspects of its operations.
- The CFMC must remain committed to implementing a focused grant making strategy that will achieve greater impact.
- The CFMC will continue to proactively seek philanthropic partners around shared priorities for focused investments. Philanthropic partners may be donor advisors, third-party funders, or recipients of the CFMC's private foundation services.
- The CFMC will elevate its role as a convener, partner and community leader.
- The CFMC must continue to implement a strong asset development plan in order to grow the resources with which to address pressing community needs and support a vigorous, focused grant making program.
- The CFMC will remain committed to building capacity of our nonprofit partners.
- The CFMC will continue to enhance its services and support to fund holders in order to create higher philanthropic impact.
- The CFMC must stay apace of changing communications strategies in order to tell its story to a wide audience.
- The CFMC will strive to be a responsible steward of the environment.

## **GOALS**

### **Goal One: Community Impact**

**Invest in developing healthy, safe and vibrant communities across Monterey County.**

### **Goal Two: Philanthropic Leadership**

**Inspire and facilitate philanthropy throughout Monterey County.**

### **Goal Three: Community Leadership**

**Recognize opportunities for facilitation of solutions to community issues.**

### **Goal Four: Organizational Excellence**

**Optimize performance and stewardship for maximum impact.**

**Goal One: Community Impact**  
**Invest in developing healthy, safe and vibrant communities**  
**across Monterey County.**

The CMFC has greatly evolved its grant programs through the development of the Community Impact grant program (which was modified for 2015) and closely working with donor advisors. The CFMC still seeks to have a grant making program that, while broad enough to address Monterey County's most pressing needs, has focus and results in tangible and demonstrable impact. All grant programs should seek to align with *"investing in healthy, safe and vibrant communities across Monterey County"*. Goal one will be driven by the following three statements.

- 1. Proactively be a partner and catalyst for addressing community challenges.**
- 2. Focus grant making toward strategic results.**
- 3. Strengthen nonprofit sector excellence.**

## **Goal Two: Philanthropic Leadership**

### **Inspire and facilitate philanthropy throughout Monterey County.**

The Community Foundation for Monterey County has a strong asset base, and an enviable percentage of endowed and/or discretionary assets. The CFMC's commitment to building endowment funds, primarily through planned gifts, has never waned. However, if so desired, more emphasis can be placed on building discretionary assets (unrestricted/field of interest). The gift life cycle of creating these funds through estate planning is very long and requires tremendous patience.

The CFMC's commitment to stronger relationships with donor advisors is producing remarkable results. We must now build on our successes. Not only must we continue to adhere to a resource development plan that actively engages and updates the professional advisor community, but we must continue to offer philanthropic value to individuals, families, corporations and private foundations.

Diversity in Monterey County takes many forms. Geography, Ethnicity. Gender. Even philanthropic interests. The CFMC must be creative in being aware of the ever-changing nature of Monterey County and developing relationships in all our communities.

- 1. Educate the public about philanthropy.**
- 2. Grow CFMC's philanthropic assets.**
- 3. Continue to enhance fund holder philanthropy.**
- 4. Seek and align with funding partners to realize greater community impacts.**
- 5. Seek a more diverse donor base.**

**Goal Three: Community Leadership**  
**Recognize opportunities for facilitation of solutions to community issues.**

The Community Foundation for Monterey County is a recognized leader in the nonprofit sector and the community overall. This has grown as the CFMC has increased its transparency, reached out to diverse audiences across the county, enhanced the work and profile of the Center for Nonprofit Excellence, and developed stronger partnerships with agencies and regional funders. Community leadership is an area that requires tremendous diplomacy, marked by a desire to help facilitate positive outcomes rather than work toward a pre-conceived CFMC solution.

- 1. Be mindful of emerging circumstances and issues where the CFMC can be a positive player in finding community solutions.**
- 2. Respond proactively to emergencies, disasters, civic unrest, and other circumstances in which the staff and board of directors feel the CFMC can play a positive role.**
- 3. Grow the CFMC's profile in advocacy when such activity can create a strong environment for the CFMC to prosper, or to mitigate circumstances that aligns with the CFMC's core values. This may be accomplished through participation in the League of California Community Foundations legislative advocacy work, working with the Council on Foundations, partnering with local organizations or, when appropriate, developing our own initiatives.**
- 4. Utilize CFMC assets for community impact beyond grant making.**

**Goal Four: Organizational Excellence**  
**Optimize performance and stewardship for maximum impact.**

The CFMC takes great pride in being an exceptional organization. This can only be achieved through a commitment to excellence and constant reappraisal of our systems. Tremendous progress has been made over the past four years, but there is more to be done. The CFMC is expanding and becoming more complex. Our operations and organizational structure (including governance) must stay ahead of these changing circumstances.

- 1. Continue to invest in infrastructure (human, financial and technological) improvements aligned with CFMC's goals.**
- 2. Continue to elevate CFMC visibility countywide; tell our story more effectively.**
- 3. Maintain a strong, innovative, diverse board of directors and staff that reflect Monterey County.**
- 4. Operate in an environmentally responsible way.**