

Delta College Foundation

Foundation Board
Monday, March 19, 2018
2:00 p.m.

Horton Administration Bldg.
Room 103, Boardroom
5151 Pacific Avenue, Stockton, CA 95207

SJDC Foundation Board Members

Jeff Wright, Foundation President
Lincoln Unified School District

Patrick Doyle, Foundation Vice President
Retired SJDC Faculty Member

Dr. Kathy Hart, Foundation Secretary/Treasurer
SJDC Superintendent/President

Dr. Elizabeth Blanchard
Stockton Ports Commissioner
SJDC Adjunct Faculty

Richard Vasquez
San Joaquin Delta College Board of Trustees

Susan Grupe DePolo
San Joaquin A+

Carl Toliver
Retired, SUSD Superintendent

Tom Patti
Businessman

Charles Bloch
Retired SJDC Faculty Member

Claudia Moreno
Former SJDC Board Member

Steve Casatellanos, Alternate
San Joaquin Delta College Board of Trustees

SJDC Foundation Staff

Valerie Stewart-Green
Executive Assistant to the
Superintendent/President and Board of Trustees

Erica Sum
Fiscal Specialist

Agenda

1. **Call To Order and Roll Call**
2. **Public Comments and Approval of Minutes**
 - 2.1 Comments from the Public
 - 2.2 Approval of the December 11, 2017 & February 21, 2018 Minutes (attached)
3. **Reports/Information**
 - 3.1 Continued Discussions of Options for Foundation staff
 - 3.2 AB 19 California Promise – Lisa Cooper Wilkins
 - 3.3 Stockton Scholars – Kathy Hart
 - 3.4 Appointment of Board of Trustees Member and Alternate to Foundation – Richard Vasquez
 - 3.5 Association of Fundraising Professionals Membership
4. **New Business - Action Items**
 - 4.1 Audit Report 2016-17 Fiscal Year (emailed previously)
 - 4.2 2017-18 Second Quarter Financial Report (attached)
 - 4.3 Listing of New Gifts and Donations (attached)
5. Agenda Items for Future Meetings
6. Foundation Board Member Questions/Announcements

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 2.2

SUBJECT: Approval of the Minutes

DATE: March 19, 2018

A. RECOMMENDATION: It is recommended that the Foundation Board approve the minutes of the December 11, 2017 and February 21, 2018 minutes as attached.

B. BUDGETARY IMPLICATIONS: None



Delta College Foundation

Monday, December 11, 2017
Boardroom, Admin. 103
Valerie Stewart-Green, Recorder

Present: Patrick Doyle, Vice President; Dr. Kathy Hart, Secretary/Treasurer; Dr. Elizabeth Blanchard; Chuck Bloch; Tom Patti; Carl Toliver; Richard Vasquez, Board of Trustees Representative;

Absent: Sue Grupe DePolo, Jeff Wright, President, Claudia Moreno; Steve Castellanos (Alternate)

Guests: George Boodrookas of Modesto Junior College Foundation, Sterling Dalatri of Morgan Stanley

MINUTES

1. Call To Order and Roll Call

The meeting was called to order at approximately 2:00 p.m.

2. Public Comments and Approval of Minutes

2.1 Comments from the Public – none noted

2.2 Approval of the September 11, 2017 Minutes

Director Toliver motioned and Director Vasquez seconded to accept the minutes of the September 11, 2017 Delta College Foundation meeting as presented. Vote: 7/0; motion carried.

Yes – Doyle, Hart, Blanchard, Bloch, Patti, Toliver, Vasquez

No – none

Absent – Grupe DePolo, Wright, Moreno

3. Reports/Information

3.1 Discussion with George Boodrookas About The Position of Foundation Director (attached)

Modesto Junior College Foundation Director George Boodrookas gave a Power Point presentation entitled "Growing a Successful College Fundraising Program." It was decided that by January 9th, the directors would forward Dr. Hart any comments, questions, or thoughts as a result of Mr. Boodrookas' presentation. A workshop would be held in mid-February to compile this information in anticipation of Mr. Boodrookas' attendance at the March foundation meeting.

3.2 Investment Update From Morgan Stanley Representative Sterling Dalatri (attached)

In regards to the Foundation's investment accounts, Morgan Stanley representative Sterling Dalatri presented the foundation directors with the Foundation Investment Review on the foundation account portfolios and outlook for the economy and capital markets.

4. New Business - Action Items

4.1 Eyes of Freedom Traveling Memorial – Veterans Resource Center Manager John Ervin

Director Toliver motioned and Director Vasquez seconded to sponsor the Veteran's Center bringing the Eyes of Freedom Traveling Memorial to Delta College at the \$1500 level. Vote: 7/0

Yes – Doyle, Hart, Blanchard, Bloch, Patti, Toliver, Vasquez

No – none

Absent – Grupe DePolo, Wright, Moreno

4.2 2017-18 First Quarter Financial Report (attached)

Director Bloch motioned and Director Toliver seconded to accept the 2017-18 First Quarter Financial Report as presented. Vote: 7/0; motion carried.

Yes – Doyle, Hart, Blanchard, Block, Patti, Toliver, Vasquez

No – none

Absent – Grupe DePolo, Wright, Moreno

4.3 Listing of New Gifts and Donations (attached)

Director Bloch motioned and Director Blanchard seconded to accept gifts and donations as presented. Vote: 7/0; motion carried.

Yes – Doyle, Hart, Blanchard, Block, Patti, Toliver, Vasquez

No – none

Absent – Grupe DePolo, Wright, Moreno

5. **Agenda Items for Future Meetings**

1) Schedule workshop meeting after February 1st to generate an agenda for the March meeting with Mr. Boodrookas.

2) Invite Marketing/Outreach Director Shelly Valenton to the March meeting.

6. **Foundation Board Member Questions/Announcements**

Director Doyle informed every one of the well-attended annual Stockton Athletic Hall of Fame banquet where more than 800 people attended. Director Doyle is a co-director of the Stockton Athletic Hall of Fame.

Director Toliver congratulated Director Blanchard on her Stocktonian of the Year nomination.

Adjournment: 4:03 p.m.



Delta College Foundation Retreat

Wednesday, February 21, 2018
Boardroom, Admin. 103
Valerie Stewart-Green, Recorder

Present: Jeff Wright, President; Dr. Kathy Hart, Secretary/Treasurer; Dr. Elizabeth Blanchard; Chuck Bloch; Carl Toliver; Richard Vasquez, Board of Trustees Representative

Absent: Sue Grupe DePolo; Claudia Moreno; Steve Castellanos (Alternate); Tom Patti

Guests: None

MINUTES

1. Call To Order and Roll Call

The meeting was called to order at approximately 11:00 a.m.

2. Public Comments and Approval of Minutes

2.1 Comments from the Public – none noted

3. Reports/Information

3.1 Presentation Discussion on the Feasibility/Desirability of Paid Foundation Staff (attached)

Consultant Mike Hill gave a Power Point presentation discussing the idea of paid foundation staff. The Power Point addressed basic questions when hiring staff such as operational costs, who employs staff and employment rules regarding foundation staff. As well as, legal issues, operational decisions and an analysis of the operations at Modesto Junior College.

Referenced materials included a "Risk and Reward Analysis" from Modesto Junior College Foundation Director George Boodrookas.

3.2 Discussion of Directors' Responses of George Boodrookas' Presentation

The Directors discussed hiring a consultant for further advice on hiring foundation staff. It was suggested that Georgette Hunefeld, Director of Principal and Leadership Giving from the University of the Pacific (UOP) be contacted to attend a future meeting and discuss how UOP runs their foundation.

3.3 Future Planning

Dr. Hart suggested the directors think about and decide how to move forward with the desire to hire staff whether or not to use unrestricted funds.

Dr. Hart further suggested hiring a manager, not on the level of a director, to coordinate foundation activities such as field trips for students, or tours for students to some of the college's various programs.

Adjournment: 1:00 p.m.

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 3.1

SUBJECT: Continued Discussions of Options for
Foundation Staff

DATE: March 19, 2018

- A. BACKGROUND:** As a result of the February 21st foundation workshop the Board has requested that this topic be an ongoing discussion until a plan of action is determined. It was also suggested that seeking local input from someone with a working knowledge of the role of Foundation Director, expectations and other related questions would be an appropriate next step.

At the workshop Dr. Hart was asked to contact someone from the University of the Pacific's foundation department to gain further input into the potential of hiring Delta Foundation staff.

- B. BUDGETARY IMPLICATIONS:** Substantial depending upon the actions that may follow.

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 3.2

SUBJECT: AB 19: California Promise

DATE: March 19, 2018

- A. BACKGROUND:** Dr. Lisa Cooper-Wilkins will provide clarification and information on the newly revised AB 19: California Promise.

California Promise Grant, AB 19: California Promise. AB 19 passed effective January 1, 2018, however there was no funding currently attached to the bill. Assuming funding is approved for the 18/19 budget, each district has choices as to how they will use the funds. These funds would provide free tuition to all first-time, full-time students. However, the funds can be used on other projects as long as they are projects that support the goal of providing tuition assistance to first time full-time students.

- B. BUDGETARY IMPLICATIONS:** None.

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 3.4

SUBJECT: Appointment of Board of Trustees Member and
Alternate to Foundation

DATE: March 19, 2018

- A. BACKGROUND:** It is recommended that the San Joaquin Delta Board of Trustees President appoint a member of the Board of Trustees to the Delta Foundation as well as an alternate. Board President Vasquez is appointing Steve Castellanos as the Board of Trustee representative and Teresa Brown as the alternate.

It is the responsibility of the Delta College Board of Trustees President to appoint a member and an alternate from the Board of Trustees to serve on the Delta Foundation Board.

- B. BUDGETARY IMPLICATIONS:** None.

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 3.5

SUBJECT: Association of Fundraising Professionals
Membership

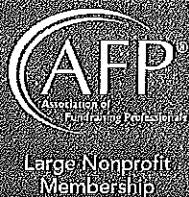
DATE: March 19, 2018

- A. BACKGROUND:** It is recommended that the Board consider becoming members of the Association of Fundraising Professionals and take action at the next regular Foundation meeting.

The Association of Fundraising Professionals (AFP) is the professional association of individuals and organizations that generate philanthropic support for a wide variety of charitable institutions. Founded in 1960, AFP advances philanthropy through its 33,000 members in more than 244 chapters throughout the world. AFP has inspired global change and supported efforts that have generated over \$1 trillion. AFP's individual and organizational members raise over \$115 billion annually, equivalent to one-third of all charitable giving in North America, and millions more around the world.

(copied from: <http://www.afpnet.org>)

- B. BUDGETARY IMPLICATIONS:** Membership fee of \$2200 for a minimum of 8 AFP Memberships. Additional memberships at \$275 each. Various costs to attend workshops/webinars and possibly conferences.



AFP Membership for Large Nonprofits ... Cost-effective. Transferable. Indispensable.



"We have a responsibility each day to raise as much money as we can to support our mission, efficiently, cost-effectively and ethically. For us, AFP membership is an indispensable tool, giving our team access to resources, information and best practices we put right to work."

—David Whitehead
Senior Vice President & Chief Development Officer
AARP & AARP Foundation

Call your AFP Concierge today at 800-666-3863, for more information and to learn about special new member discounts.

The larger your nonprofit organization, the greater the challenges you face. You rely on your fundraising and development team to produce the funds that make your organization run. Give them the tools they need to succeed with AFP Membership for Large Nonprofits. From sharing best practices to upholding the highest ethical standards, AFP membership helps ensure your fundraisers can reach their goals ... so you can fulfill your mission.

- Engage with experts locally, regionally and nationally
- Enjoy tiered discounts for multiple memberships within your organization
- Take advantage of being able to customize programming to suit your needs
- Transfer memberships to different individuals within your organization
- Available for organizations with eight or more AFP members

Association of Fundraising Professionals

4300 Wilson Boulevard, Suite 300, Arlington, VA 22203-4168
U.S. & Canada: +1 (800) 666-3863 | Mexico: +1 (866) 887-1948
Fax: +1 (703) 684-1950 | membership@afpnet.org | www.afpnet.org





CODE OF ETHICAL STANDARDS

ETHICAL STANDARDS (Adopted 1964; amended Oct 2014)

The Association of Fundraising Professionals believes that ethical behavior fosters the development and growth of fundraising professionals and the fundraising profession and enhances philanthropy and volunteerism. AFP Members recognize their responsibility to ethically generate or support ethical generation of philanthropic support. Violation of the standards may subject the member to disciplinary sanctions as provided in the AFP Ethics Enforcement Procedures. AFP members, both individual and business, agree to abide (and ensure, to the best of their ability, that all members of their staff abide) by the AFP standards.

PUBLIC TRUST, TRANSPARENCY & CONFLICTS OF INTEREST

Members shall:

- 1 not engage in activities that harm the members' organizations, clients or profession or knowingly bring the profession into disrepute.
- 2 not engage in activities that conflict with their fiduciary, ethical and legal obligations to their organizations, clients or profession.
- 3 effectively disclose all potential and actual conflicts of interest; such disclosure does not preclude or imply ethical impropriety.
- 4 not exploit any relationship with a donor, prospect, volunteer, client or employee for the benefit of the members or the members' organizations.
- 5 comply with all applicable local, state, provincial and federal civil and criminal laws.
- 6 recognize their individual boundaries of professional competence.
- 7 present and supply products and/or services honestly and without misrepresentation.
- 8 establish the nature and purpose of any contractual relationship at the outset and be responsive and available to parties before, during and after any sale of materials and/or services.
- 9 never knowingly infringe the intellectual property rights of other parties.
- 10 protect the confidentiality of all privileged information relating to the provider/client relationships.
- 11 never disparage competitors untruthfully.

SOLICITATION & STEWARDSHIP OF PHILANTHROPIC FUNDS

Members shall:

- 12 ensure that all solicitation and communication materials are accurate and correctly reflect their organization's mission and use of solicited funds.
- 13 ensure that donors receive informed, accurate and ethical advice about the value and tax implications of contributions.

- 14 ensure that contributions are used in accordance with donors' intentions.
- 15 ensure proper stewardship of all revenue sources, including timely reports on the use and management of such funds.
- 16 obtain explicit consent by donors before altering the conditions of financial transactions.

TREATMENT OF CONFIDENTIAL & PROPRIETARY INFORMATION

Members shall:

- 17 not disclose privileged or confidential information to unauthorized parties.
- 18 adhere to the principle that all donor and prospect information created by, or on behalf of, an organization or a client is the property of that organization or client.
- 19 give donors and clients the opportunity to have their names removed from lists that are sold to, rented to or exchanged with other organizations.
- 20 when stating fundraising results, use accurate and consistent accounting methods that conform to the relevant guidelines adopted by the appropriate authority.

COMPENSATION, BONUSES & FINDER'S FEES

Members shall:

- 21 not accept compensation or enter into a contract that is based on a percentage of contributions; nor shall members accept finder's fees or contingent fees.
- 22 be permitted to accept performance-based compensation, such as bonuses, only if such bonuses are in accord with prevailing practices within the members' own organizations and are not based on a percentage of contributions.
- 23 neither offer nor accept payments or special considerations for the purpose of influencing the selection of products or services.
- 24 not pay finder's fees, commissions or percentage compensation based on contributions.
- 25 meet the legal requirements for the disbursement of funds if they receive funds on behalf of a donor or client.

Nonprofit Organizational Membership



Nonprofit Organizational Memberships are available to independently incorporated entities for multiple memberships from the same organization.

- The minimum number of memberships is eight.
- Payment must come from a single source.
- Memberships are transferable within the nonprofit organization
- All memberships will be adjusted to the same membership year.

- If you are joining this category for the first time, please contact Membership Services at (800) 666-3863 in order to determine proration for existing AFP members.

Please complete the entire form and return it with your dues payment to: AFP, 4300 Wilson Boulevard, Suite 300, Arlington, VA 22203-4168. To expedite your membership, fax this form with credit card payment to 703-684-1950.

1. Contact Information

(not necessarily AFP member)

CONTACT NAME

TITLE

NONPROFIT ORGANIZATION NAME

ADDRESS

CITY/STATE/PROVINCE

ZIP/POSTAL CODE/COUNTRY

PHONE

FAX

EMAIL

2. Calculate your Payment

Nonprofit Organizational Category

Check which level you are joining and fill out the appropriate number of member contacts (see reverse)

- ☐ \$2,200 Minimum of 8 AFP Memberships (additional memberships at \$275 each)

3. AFP Code of Ethics

I certify that I have read and subscribe to the *AFP Code of Ethical Principles and Standards*. By virtue of signing this application, I accept the obligation to abide by the Code and acknowledge that a violation on my part may result in action by the AFP Ethics Committee. I also certify that I have not been found guilty, pled guilty or no contest, or had an adverse verdict or judgment entered against me in a proceeding in which I had been accused of fraud, misrepresentation, embezzlement, theft, or similar crimes, violations, or injury involving a charity or a donor or prospective donor to a charity. I understand that if there is a local AFP chapter within the vicinity, I must belong to the chapter in addition to belonging to the Association of Fundraising Professionals.

SIGNATURE REQUIRED, CEO OR CHIEF FUNDRAISING OFFICER OR

BOARD CHAIR

4. Method of Payment

- ☐ Check enclosed for \$ _____
- ☐ Charge \$ _____ to my:
- ☐ Visa ☐ MasterCard ☐ American Express
- ☐ Discover ☐ Diner's Club

ACCOUNT #

EXP. DATE

SIGNATURE

CARD ID NUMBER (CVV)

STREET ADDRESS OF CREDIT CARD IF DIFFERENT FROM MEMBER

CITY, STATE/PROVINCE, ZIP/POSTAL CODE OF CREDIT CARD IF DIFFERENT FROM MEMBER

For Income Tax Purposes, dues are not considered a charitable contribution. If your organization is permitted to deduct dues from gross income under the U.S. Internal Revenue Code, AFP estimates that 3.9% of your dues are not deductible because of AFP's advocacy efforts.

5. AFP Member Names (Please duplicate this page as needed for additional AFP memberships)

I certify that I have read and subscribe to the *AFP Code of Ethical Principles and Standards*. By virtue of signing this application, I accept the obligation to abide by the Code and acknowledge that a violation on my part may result in action by the AFP Ethics Committee. I also certify that I have not been found guilty, pled guilty or no contest, or had an adverse verdict or judgment entered against me in a proceeding in which I had been accused of fraud, misrepresentation, embezzlement, theft, or similar crimes, violations, or injury involving a charity or a donor or prospective donor to a charity. I understand that if there is a local AFP chapter within the vicinity, I must belong to the chapter in addition to belonging to the Association of Fundraising Professionals.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.

MEMBER NAME

TITLE

PHONE

FAX

EMAIL (REQUIRED FOR MEMBERSHIP)

CHAPTER NAME

PLEASE REFER TO THE STATEMENT AT THE TOP OF PAGE, SIGNATURE REQUIRED

The AFP membership list is available to reputable organizations subject to approval by AFP. If you do not wish to have your name released to other organizations please check here ☐. I wish to receive a printed magazine, please check here ☐.



2018 Webinars

Each webinar
offers 1.0
CFRE point!



Register now at afpnet.org/webinars

January 10, 2018

Raise the Money of Your Dreams with Donor-Centered Major Gift Fundraising

Presenter: Gail Perry, CFRE

February 7, 2018

Working Your Legacy Pipeline

Presenter: Ligia Peña, CFRE

February 28, 2018

Finding and Connecting with Transformational Donors

Presenter: Steve MacLaughlin and Katherine Swank, JD

March 7, 2018

How to Raise Money and Retain Donors with Your Newsletter

Presenter: Steve Screen

March 14, 2018

Diversity in Giving: Moving from Awareness to Action

Presenter: Janice Gow Pettey, Ed.D. and Alphonse Brown, ACFRE

March 21, 2018

How to Grow Your Monthly Giving Program Without Breaking the Bank

Presenter: Erica Waasdorp

April 4, 2018

Grassroots Supporters: Why Are You Leaving This Valuable Asset on the Table

Presenter: Jeff Tippet

April 25, 2018

Building Your Small Shop Toolkit

Presenter: Amy Wolfe, MPPA, CFRE

May 2, 2018

State of Online Fundraising

Presenter: Mike Snusz

May 16, 2018

10 Ways to Supercharge Your Storytelling

Presenter: Shanon Doolittle

May 23, 2018

The 100 % Fallacy: Common Presumptions That Hold Your Fundraising Back

Presenter: Tom Ahern

June 6, 2018

Transformational Donor Events

Presenter: Bob Westfall and Lisa Wolf

June 20, 2018

Building a Culture of Philanthropy

Presenter: Simone Joyaux, ACFRE

July 11, 2018

An Introduction to Donor Data Segmentation

Presenter: Steven Shattuck

July 25, 2018

The Future of Digital Fundraising and How to Get Ahead of the Curve

Presenter: Sarah Olivieri

August 15, 2018

Cracking the Code of Facebook Fundraising

Presenter: Jeff Giddens

August 29, 2018

Hello? Am I the Only One? Recruiting Diverse Development Professionals to Your Fundraising Team

Presenter: Kishshana Palmer, CFRE

September 5, 2018

From Nervous to Excited: Evolving Board Knowledge, Skill and Confidence

Presenter: Robbe Healey, MBA, NHA, ACFRE

September 12, 2018

CSR – Building the Socially Conscious Companies of Tomorrow

Presenter: Rachel Hutchisson and Andrew Troup

September 26, 2018

So You Want to Be a Campaign Consultant

Presenter: Amy Eisenstein, ACFRE and Andrea Kihlstedt

October 3, 2018

Stronger Together – How Coordinating Grants and Development Increases Wins!

Presenters: Jo Miller, GPC, SMS

October 24, 2018

Navigating Negotiations: More Money & More Mission

Presenter: Tycey Williams, CFRE

November 7, 2018

The Five Donor Love Languages

Presenter: Tammy Zonker

November 21, 2018

Welcome to the C-Suite: Leadership Transitions from the Trenches to the Top

Presenter: Alice Ferris, MBA, CFRE, ACFRE and R. Scott Fortnum, MA, CFRE, ACFRE

December 5, 2018

Building Your Development Team

Presenter: Myra Mathis

December 12, 2018

Nonprofit Accounting for Fundraisers

Presenter: Susan Ross

\$79 for individual AFP members

\$149 for AFP chapter/group viewing

Non-members:

\$99 individuals / **\$179** groups

**Discounted bundles
and
archived webinars
available!**



Live webinars held 1:00-2:00pm (eastern) and available within two business days in the on-demand archive.
For more information about chapter viewing or if you have any questions, contact proadv@afpnet.org.

Register now at afpnet.org/webinars

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 4.1

SUBJECT: 2016-17 Annual Audit Report

DATE: March 19, 2018

- A. RECOMMENDATION:** It is recommended that the Board receive and accept the 2016-17 fiscal year audit report.
- B. BACKGROUND:** The Foundation is required to have an annual audit and this is conducted by the college district's external auditors as part of their contract.
- C. BUDGETARY IMPLICATIONS:** None based on the report.

**DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)**

FINANCIAL STATEMENTS

June 30, 2017

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)

FINANCIAL STATEMENTS
June 30, 2017

CONTENTS

INDEPENDENT AUDITOR'S REPORT.....

FINANCIAL STATEMENTS:

STATEMENT OF FINANCIAL POSITION.....

STATEMENT OF ACTIVITIES

STATEMENT OF CASH FLOWS

NOTES TO FINANCIAL STATEMENTS

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Delta College Foundation
Stockton, California

Report on the Financial Statements

We have audited the accompanying financial statements of Delta College Foundation, which comprise the statement of financial position as of June 30, 2017 and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Delta College Foundation as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Crowe Horwath LLP

Crowe Horwath LLP

Sacramento, California
December 12, 2017

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
STATEMENT OF FINANCIAL POSITION
June 30, 2017

ASSETS

Cash and cash equivalents	\$ 2,860,348
Investments	5,386,239
Investments related to split interest agreement	45,839
Accounts receivable	<u>850</u>
Total assets	<u>\$ 8,293,276</u>

LIABILITIES

Accounts payable and accrued expenses	\$ 26,320
Liability under split interest agreement	4,200
Due to the District	<u>2,903,257</u>
Total liabilities	<u>2,933,777</u>

NET ASSETS

Unrestricted	76,407
Temporarily restricted	<u>5,283,092</u>
Total net assets	<u>5,359,499</u>
Total liabilities and net assets	<u>\$ 8,293,276</u>

See accompanying notes to financial statements.

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
STATEMENT OF ACTIVITIES
For the Year Ended June 30, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenues:			
Contributions	\$ -	\$ 471,318	\$ 471,318
Program service revenues	4,000	329,433	333,433
Fundraising	-	91,333	91,333
Interest and dividends	-	107,669	107,669
Realized and unrealized gains on investments, net	-	424,387	424,387
Net assets released from restrictions	<u>1,026,804</u>	<u>(1,026,804)</u>	<u>-</u>
Total revenues	<u>1,030,804</u>	<u>397,336</u>	<u>1,428,140</u>
Expenses:			
Program	556,269	-	556,269
Student fees	361,852	-	361,852
General and administrative	60,461	-	60,461
Fundraising	<u>48,222</u>	<u>-</u>	<u>48,222</u>
Total expenses	<u>1,026,804</u>	<u>-</u>	<u>1,026,804</u>
Change in net assets	<u>4,000</u>	<u>397,336</u>	<u>401,336</u>
Net assets, July 1, 2016	<u>72,407</u>	<u>4,885,756</u>	<u>4,958,163</u>
Net assets, June 30, 2017	<u>\$ 76,407</u>	<u>\$ 5,283,092</u>	<u>\$ 5,359,499</u>

See accompanying notes to financial statements.

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
STATEMENT OF CASH FLOWS
For the Year Ended June 30, 2017

Cash flows from operating activities:

Change in net assets	\$ 401,336
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Change in fair value of investments	(424,387)
Change in accounts receivable	17,117
Change in due to the District	463,120
Change in accounts payable and accrued expenses	511
Change in liability under split-interest agreement	<u>(4,012)</u>
Net cash provided by operating activities	<u>453,685</u>

Cash flows from investing activities:

Purchases of investment securities	(2,106,633)
Sale of investment securities	<u>1,669,467</u>
Net cash used in investing activities	<u>(437,166)</u>

Net change in cash and cash equivalents	16,519
Cash and cash equivalents, July 1, 2016	<u>2,843,829</u>
Cash and cash equivalents, June 30, 2017	<u>\$ 2,860,348</u>

See accompanying notes to financial statements.

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT POLICIES

Organization: Delta College Foundation (the "Foundation") is a nonprofit, tax-exempt organization dedicated to providing financial benefits generated from fundraising efforts and investments earnings to San Joaquin Delta College District (the "District").

Basis of Accounting: The accompanying financial statements are prepared on the accrual basis of accounting. Under this method, revenues are recorded when earned and expenses are recognized when they are incurred in accordance with accounting principles generally accepted in the United States of America.

Cash Equivalents: The Foundation considers all highly liquid investments with original maturity dates of three months or less as cash equivalents.

Fair Value of Investments: Investments are valued at fair value based upon quoted market prices, when available, or estimates of fair value in the Statement of Financial Position and unrealized and realized gains and losses are included in the Statement of Activities.

Net Assets: The Foundation's net assets are classified as follows:

Unrestricted: Unrestricted net assets consist of all resources of the Foundation, which have not been specifically restricted by a donor.

Temporarily restricted: Temporarily restricted net assets consist of cash and other assets received with donor stipulations restricted for the expenses incurred by student and other various groups of the District. When a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restriction.

Permanently restricted: The Foundation does not have any net assets classified as permanently restricted at June 30, 2017.

Contributions: Contributions received are recorded as unrestricted or temporarily restricted revenue, depending on the existence and/or nature of any donor restrictions, in the period received. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. The Foundation conducts various events throughout the year for fundraising purposes. Receipts and expenses paid prior to an event are deferred and not recognized as revenue until the event has occurred.

Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results may differ from those estimates.

Tax Status: The Foundation has been granted tax-exempt status by the Internal Revenue Service pursuant to code section 501(c)(3) and also by the California revenue and tax code section 23701e.

(Continued)

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT POLICIES (Continued)

The Foundation has accounted for uncertainty in income taxes as required by the *Accounting for Uncertainty in Income Taxes* Topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification. The Foundation uses a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements tax positions taken or expected to be taken on a tax return. A tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded. The effect of applying this model and the resulting identification of uncertain tax positions, if any, were not considered significant for financial reporting purposes. Management does not expect the total amount of unrecognized tax benefits to significantly change in the next 12 months. Interest and penalties on tax assessments are classified as an expense when incurred.

The Foundation would recognize any interest and penalties related to unrecognized tax benefits in tax expense. During the year ended June 30, 2017, the Foundation did not recognize any interest or penalties. The Foundation is subject to the filing of U.S. Federal and California informational returns. Federal returns for 2013 through 2015 and California returns for 2012 through 2015 are currently open for potential Federal and State examination.

NOTE 2 – CASH AND CASH EQUIVALENTS

Cash at June 30, 2017, consisted of the following:

Cash in banks and with brokers	\$ 200,519
Cash in County Treasury	<u>2,659,829</u>
Total cash	<u>\$ 2,860,348</u>

The Foundation limits custodial credit risk by ensuring uninsured balances are collateralized by the respective financial institution. Cash balances held in banks and with brokers are insured up to \$250,000 by the Federal Deposit Insurance Corporation (FDIC) and are collateralized by the respective financial institution. As of June 30, 2017, the carrying amount and bank balance of the Foundation's cash in banks and with brokers was \$200,519 all of which was insured.

The Foundation also maintains a cash balance in the San Joaquin County Treasury commingled in a concentration account held by San Joaquin Delta Community College District. The County pools and invests the cash. The fair value of the Foundation's investment in the pool is reported in the financial statements at amounts based upon the Foundation's pro-rata share of the fair value provided by the County Treasurer for the entire portfolio (in relation to the amortized cost of that portfolio). The balance available for withdrawal is based on the accounting records maintained by the County Treasurer, which is recorded on the amortized cost basis.

(Continued)

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
June 30, 2017

NOTE 3 – INVESTMENTS

Investments held by the Foundation as of June 30, 2017 totaled \$5,386,239 and consisted of the following:

Equity securities	\$ 4,530,461
Corporate debt securities	120,897
U.S. Government obligations	512,198
Municipal securities	<u>222,683</u>
Total investments	<u>\$ 5,386,239</u>

NOTE 4 – FAIR VALUE MEASUREMENTS

The following presents information about the Foundation's assets and liabilities measured at fair value on a recurring basis as of June 30, 2017, and indicates the fair value hierarchy of the valuation techniques utilized by the Foundation to determine such fair value based on the hierarchy:

Level 1 – Quoted market prices for identical instruments traded in active exchange markets.

Level 2 – Significant other observable inputs such as quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable or can be corroborated by observable market data.

Level 3 – Significant unobservable inputs that reflect a reporting entity's own assumptions about the methods that market participants would use in pricing an asset or liability.

The Foundation is required or permitted to record the following assets at fair value on a recurring basis:

June 30, 2017				
<u>Description</u>	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Equity securities	\$ 4,530,461	\$ 4,530,461	\$ -	\$ -
Corporate debt securities	120,897	-	120,897	-
U.S. Government obligations	512,198	-	512,198	-
Municipal securities	222,683	-	222,683	-
Investments related to split interest agreement	<u>45,839</u>	<u>-</u>	<u>45,839</u>	<u>-</u>
	<u>\$ 5,428,587</u>	<u>\$ 4,530,461</u>	<u>\$ 901,617</u>	<u>\$ -</u>

There were no changes in the valuation techniques used during the year ended June 30, 2017.

There were no transfers of assets between the fair value levels for the year ended June 30, 2017.

Fair values for corporate equity securities are based on quoted market prices in active markets for identical assets that the Foundation has the ability to access.

(Continued)

DELTA COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
June 30, 2017

NOTE 4 – FAIR VALUE MEASUREMENTS (Continued)

Fixed-maturity securities include corporate debt securities, municipal securities and U.S. government securities. The fair value of fixed-maturity securities and investments related to split interest agreements are obtained from similar instruments and indications of value provided by brokers.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The Foundation had no recurring liabilities at June 30, 2017, which were required to be disclosed using the fair value hierarchy.

The Foundation had no non recurring assets or liabilities at June 30, 2017, which were required to be disclosed using the fair value hierarchy.

NOTE 5 – SPLIT-INTEREST AGREEMENT

The Foundation's split-interest agreement consist of a trust for which the Foundation serves as both trustee and beneficiary. Assets invested under the trust and payments made to beneficiaries are based on the terms of the trust agreement. As of June 30, 2017, assets held in trust under the split-interest agreement totaled \$45,839 and the associated liability to beneficiaries totaled \$4,200.

NOTE 6 – RELATED PARTY TRANSACTIONS

The Foundation is economically dependent on the District and the financial statements may not necessarily be indicative of the conditions or results of operations which would have existed had the Foundation been operated as an unaffiliated entity. As of June 30, 2017, \$2,903,257 is due to the District, of which \$1,880,000 is related to the Passport to College program and is considered a long-term payable.

NOTE 7 – SUBSEQUENT EVENTS

The Foundation has reviewed all events occurring from June 30, 2017 through December 12, 2017, the date the financial statements were available to be issued. No subsequent events occurred requiring accrual or disclosure.

Foundation Board of Directors

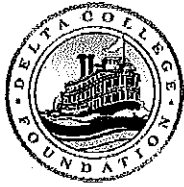
San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 4.2

SUBJECT: 2017-18 Second Quarter Financial Reports

DATE: March 19, 2018

- A. RECOMMENDATION:** It is recommended that the Foundation Board receive the 2017-18 Second Quarter Financial Report.
- B. BACKGROUND:** The foundation operates on a fiscal year July through June consistent with the college district. Over the course of the year quarterly reports are provided to the board. Those are helpful in measuring performance but the final fourth quarter year-end report is the true representation of the financial condition of the foundation.
- C. BUDGETARY IMPLICATIONS:** To the degree operating results differed from what was anticipated adjustments may be necessary in the ensuing budget cycle.



Delta College Foundation

Delta College Foundation Quarterly Report

The following is a summary of revenue, expense, and net asset activity for the period ending December 31, 2017

Revenue and Support

	<u>Actuals</u>
Passport to College	301,010
Gladys L Benerd	129,304
Schultz, Earl, and Bianchi	73,840
Fundraising Revenue	125,459
Program Service Revenues	183,300
Investment Income - other programs	8,102
Gains (Losses) On Investments - other programs	36,500
Contributions and Gifts - other programs	82,914
Total	<u>940,430</u>

Expenses

Student Scholarships and Grants	16,300
Program Support	288,980
Fundraising Expenses	42,588
General and Administrative	23,064
Total	<u>370,932</u>

Excess of Revenue over Expenses	569,498
Net Assets, Beginning of Year	<u>5,359,499</u>
Net Assets, Period Ending June 30, 2017	<u><u>5,928,997</u></u>



Delta College Foundation

Delta College Foundation Statement of Activities

The following is a summary of revenue, expense, and net asset activity by restriction type for the period ending December 31, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Public Support and Revenue			
Contributions, Gifts and Grants	-	78,499	78,499
Market Contribution	-	135,253	135,253
Membership Contribution	-	8,915	8,915
Program Service Revenue	-	183,300	183,300
Fundraising Revenue	-	125,459	125,459
Investment Income	-	61,339	61,339
Gains (Losses) On Investments	-	347,664	347,664
Total	<u>-</u>	<u>940,430</u>	<u>940,430</u>
Expenses			
Student Scholarships & Grants		16,300	16,300
Program Support	-	288,980	288,980
Fundraising Expenses	-	42,588	42,588
General and Administrative		23,064	23,064
Total	<u>-</u>	<u>370,932</u>	<u>370,932</u>
Excess of Revenue over Expenses	-	569,498	569,498
Net Assets, Beginning of Year	76,407	5,283,092	5,359,499
Net Assets for the period ending December 31, 2017	<u>76,407</u>	<u>5,852,589</u>	<u>5,928,997</u>



Delta College Foundation

Delta College Foundation Summary of Investment Performance
The following is a summary of investments by bank and program for the period ending December 31, 2017

	Morgan Stanley				County		Bank of		Tiaa Cref		Total
	Shultz, Earl Bianchi	Academic Scholarships	Benard Fund	Various Councils	Treasury Councils		Stockton Passport to College	Annuity Marilyn Jones			
Beginning Market Value	921,029	486,579	1,654,864	72,985	2,659,829		2,447,811	45,838			8,288,935
Bank Account Contributions	-	-	-	-	-		131,149	-			131,149
Investment Income & Growth											
Investment Income	8,187	4,504	17,637	1,036			29,476	499			61,339
Gains & Losses	65,653	30,153	111,667	6,347			131,781	2,064			347,664
Total Inv. Income & Growth	73,840	34,657	129,304	7,383	-		161,257	2,563			409,003
Disbursements											
Fees	(2,359)	(1,246)	(4,245)	(1)			(11,005)	(492)			(19,348)
Withdrawals								(2,100)			(2,100)
Total Disbursements	(2,359)	(1,246)	(4,245)	(1)	-		(11,005)	(2,592)			(21,448)
Ending Market Value	992,510	519,990	1,779,923	80,367	2,659,829		2,729,212	45,809			8,807,639
Yearly Rate of Return	7.76%	6.87%	7.56%	10.11%	0.00%		11.50%	4.52%			6.26%



Delta College Foundation

Delta College Market Report

for the period ending December 31, 2017

Revenue and Support	<u>Budget 17-18</u>	<u>Actuals 17-18</u>
Sales	610,000	309,839
Total	<u>610,000</u>	<u>309,839</u>
Expenses		
Salaries and Benefits	201,013	103,395
Supplies, Food, Vehicles, Gas & Oil	13,700	3,156
Management & Staff Travel	1,250	-
Advertising Promo & Contract Services	9,700	2,305
Printing, Duplicating & Banking Charges	1,800	1,725
Permits, Licenses, Fees & Cell Phone	250	625
Refuse Disposal	18,000	9,189
Security & Fire Systems	48,000	30,121
Software, Licenses & Equipment Rental	49,060	23,921
Repairs and Maintenance Services	6,000	314
New Equipment	-	-
Site Improvements (Berm Removal) & Other Misc Exp	450	(165)
Total	<u>349,223</u>	<u>174,586</u>
 Net Market Revenue	 260,777	 135,253
Transfer to Passport	<u>(260,777)</u>	<u>(135,253)</u>
Net Operating Results	<u>-</u>	<u>-</u>



Delta College Foundation

Delta College Foundation Statement of Assets

The following is a summary of statement of assets by type and program for the period ending December 31, 2017

Endowment/Wills, Trusts & Passport to College	Total	Councils - Restricted Cash and Investments	Total
Benerd Fund - Endowment	\$ 1,779,923	Academic Scholarship Council	\$ 519,990
Schultz, Earl and Bianchi - Wills, Trusts	992,510	Council Investments (Health, Ag, Eng, & Culinary Arts)	80,367
Marilyn Jones - Annuity	45,809		
Passport to College - Investments	2,729,212	Other Assets	
Passport to College - Amounts Due	(1,352,850)	Restricted Savings & Change Fund	2,599,278
		Amounts Due From Various Scholarships&Councils	258,106
Subtotal	\$ 4,194,604	Unrestricted Operating Cash	180,554
		Subtotal	\$ 3,638,295
Passport to College		Total Foundation Cash and Investments	7,832,899

The Passport to College funds are held at the Bank of Stockton. Passport to College is funded by the Danner Trust (held at Bank of Stockton) and private donations. The Danner trust allows for distributions of up to 5% of the fair market value of the account per year.

Benerd Fund

The Benerd fund investments are held at Morgan Stanley. Will states: 90% the first priority shall be for grants to students to pay for child care at the CDC center now under construction. Any remainder shall be used for scholarships for students based on faculty recommendations and financial need. Distributions can't be made from this fund if the FMV is lower than \$1,001,295 at fiscal year end.

Bianchi Fund

The Bianchi Fund investments are held at Morgan Stanley. Will states: The estate on hand and any other property of the decedent or estate not now known or discovered should be distributed to San Joaquin Delta College, to be known as the Ruth Bianchi Scholarship Fund, the income and/or principal of said fund to be used for a student or students whose load is mostly taken in the evening on the basis of ability and need.

Joe Earl

The Joe Earl Funds are held at Morgan Stanley. These funds were given to the Delta College Foundation by Joe Earl (an adjunct faculty member) to fund scholarships. Original deposit was \$15k.

Norris and Elinor Shultz

The Norris and Elinor Shultz funds are held at Morgan Stanley. According to the will this is a revocable trust and the distribution is as follows: 1/3 to San Joaquin Delta Community College Scholarship Foundation. According to documents dated July 9, 1992, original amount of distribution is \$333,333.33.

Marilyn Jones Gift Annuity

The Marilyn Jones funds are held by the Calif. Community College League at TIAA Cref. The Community College League entered into an agreement between Marilyn P. Jones for the benefit of the Delta College Foundation. The agreement provides payments of \$4,200 annually starting on December 31, 2004 and continues for the rest of her life. According to the agreement, CCLC shall use the residuum under this agreement for the benefit of the Delta College Foundation for the purposes of funding the scholarships previously established by Marilyn P. Jones.

Council Investments

These investments are held mainly at Morgan Stanley.

- 1) Culinary Arts
- 2) Health Sciences
- 3) Agriculture & Natural Resources
- 4) Engineering
- 5) Academic Scholarship Council

Restricted Savings and Amounts Due To Various Scholarships and Councils

Restricted funds which are available in accounts at Wells Fargo Bank.

Unrestricted Operating Cash

Unrestricted funds are available in accounts at Wells Fargo Bank.

Reconciliation of Net Assets

Fixed Assets	\$	-
Cash and Investments	\$	7,832,899
Receivables		-
Total Assets		7,832,899
Liabilities		(1,903,902)
Net Assets	\$	5,928,997

Foundation Board of Directors

San Joaquin Delta Community College District
5151 Pacific Avenue, Stockton CA 95207

ITEM 4.3

SUBJECT: Gifts and Donations

DATE: March 19, 2018

- A. RECOMMENDATION:** It is recommended that the Foundation Board accept the gifts and donations on the attached list
- B. BACKGROUND:** One of the primary means of generating resources for the foundation is the solicitation of gifts and donations. It is important to recognize them for several reasons; to acknowledge the donor, to understand the level and type of resources coming into the foundation and maintain a formal record.
- C. BUDGETARY IMPLICATIONS:** Provide resources to help meet the goals of the foundation.



Delta College Foundation

Delta College Foundation List of Donations

*The following is a summary of donations
for the period ending December 31, 2017*

Cash Donations

Donor Name	Account Name	Actual Amount
Stockton Symphony	Passport to College	4,500
Bank of Stockton	Foundation General	600
Pepsi	Foundation General	1,000
Various	SBDC Council	1,500
Various	Culinary Arts Council	1,050
Various	Athletics Councils	29,141
Various	Health Sector Partnership	23,000
Various	Various Councils	10,274
Total Cash Donations		71,065

In Kind Donations

Donor Name	Account & Item Name	Fair Market Value
Eduardo Torres	Automotive Program - Ford Escape SUV	4,000
Kristie Plateau	Volleyball Council - uniform and shoes	3,434
Total In Kind Donations		7,434
Total Donations		78,499