



# Delta College Foundation

Foundation Board

Monday, September 17, 2018

2:00 p.m.

Horton Administration Bldg.

Room 103, Boardroom

5151 Pacific Avenue, Stockton, CA 95207

## Agenda

### SJDC Foundation Board Members

Patrick Doyle, Foundation President  
Retired SJDC Faculty Member

Charles Bloch, Foundation Vice President  
Retired SJDC Faculty Member

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

Dr. Elizabeth Blanchard  
Stockton Port Commissioner  
SJDC Adjunct Faculty

Steve Castellanos  
San Joaquin Delta College Board of Trustees  
Member

Susan Grupe DePolo  
San Joaquin A+

Carl Toliver  
Retired, SUSD Superintendent

Tom Patti  
Businessman  
Member, Board of Supervisors

Jeff Wright  
Lincoln Unified School District  
Retired Teacher

Claudia Moreno  
Former San Joaquin Delta College Board of  
Trustees Member

Teresa Brown, Alternate  
San Joaquin Delta College Board of Trustees  
Member

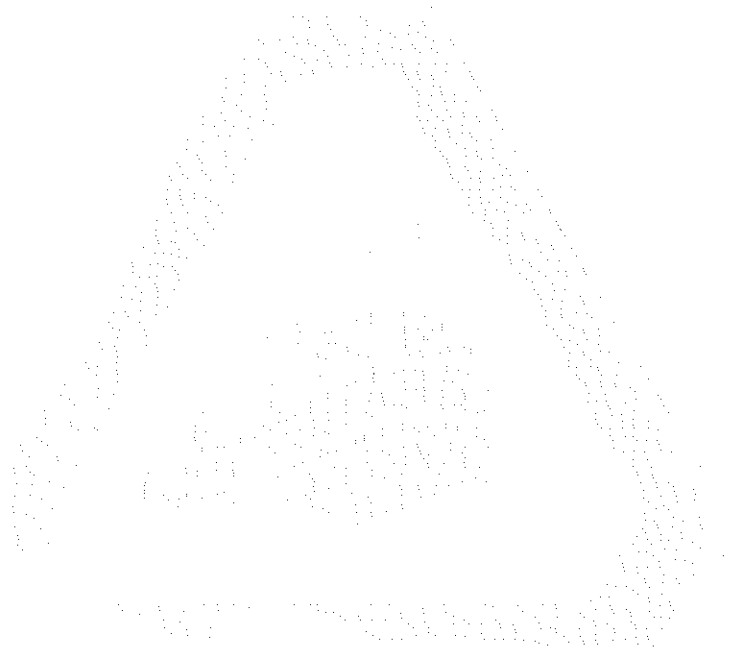
### SJDC Foundation Staff

Chris Nguyen, Vice President of Administrative  
Services

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

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 June 18, 2018 Minutes (attached)
3. **Reports/Information**
  - 3.1 Recognition of Patrick Doyle, American Baseball Coaches Association Hall of Fame 2019
  - 3.2 Delta College Foundation Participation in Stockton Scholars Partnership - Lange Luntao, SUSD Board of Trustees Member
  - 3.3 Understanding Guided Pathways - Tina Akers, Director of Institutional Research and Effectiveness and Guided Pathways Co-lead; Joel Beutel, Economics Professor and Guided Pathways Co-lead
  - 3.4 Student-Athlete Academic Achievement - Dr. Daryl Arroyo, Dean of Humanities, Social Science, Kinesiology, Education, and Athletics (HSSEKA); Tony Espinoza, Athletic Director
  - 3.5 Scholarship Ceremony 2018: Dr. Lisa Cooper-Wilkins, Assistant Superintendent/Vice President of Student Services; Tina Lint, Director of Financial Aid, Scholarships and Veterans' Services
4. **Old Business – Action Items**
  - 4.1 Follow-up on Sector Partnership – Dr. Kathy Hart, Superintendent/President
  - 4.2 Status of Academic Scholarship Council – Dr. Kathy Hart, Superintendent/President
  - 4.3 Status of Foundation Staff – Dr. Kathy Hart, Superintendent/President

5. **New Business - Action Item**
  - 5.1 2017-18 Fourth Quarter Financial Reports (attached)
  - 5.2 Listing of New Gifts and Donations (attached)
  - 5.3 Budget Comparisons (attached)
  
6. **Agenda Items for Future Meetings**
  
7. **Foundation Board Member Questions/Announcements**



# ***Foundation Board of Directors***

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

**ITEM 2.2**

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**SUBJECT:** Approval of the June 18, 2018 Minutes

**DATE:** September 17, 2018

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- A. RECOMMENDATION:** It is recommended that the Foundation Directors approve the minutes of the June 18<sup>th</sup> foundation meeting as presented.
  
- B. BACKGROUND:** None noted
  
- C. BUDGETARY IMPLICATIONS:** No budgetary implications



## Delta College Foundation

Monday, June 18, 2018  
Boardroom, Admin. 103  
Valerie Stewart-Green, Recorder

**Present:** Jeff Wright, President; Pat Doyle, Vice President; Dr. Kathy Hart, Secretary/Treasurer; Dr. Elizabeth Blanchard; Chuck Bloch; Claudia Moreno; Carl Toliver; Steve Castellanos; Board of Trustees Representative; Dr. Teresa Brown, Board of Trustees Alternate Representative

**Absent:** Sue Grupe DePolo, Tom Patti

**Guest:** None noted

### 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 March 19<sup>th</sup> meeting minutes and the February 21<sup>st</sup> workshop minutes

Director Toliver motioned and Director Bloch seconded to accept the minutes as presented. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

#### 3. Reports/Information

3.1 Vocational Training Pathways

Dr. Hart introduced Assistant Superintendent/Vice President of Instruction and Planning Salvador Vargas who gave a report on Career & Technical Education (CTE). Vice President Vargas shared a pamphlet from the Stockton Unified School District (SUSD) that illustrates the CTE offerings

that exist at that District. Vice President Vargas shared a marketing packet of CTE programs at Delta College and stated that the college has 28 courses that are articulated with SUSU, and informed the Directors that the college's apprenticeship programs are some of the best in the industry.

Vice President Vargas also shared a letter from the Chancellor's office giving special recognition of career and education programs with outstanding workforce outcomes at Delta College.

### 3.2 Health Sector Partnership

Dr. Hart gave a report on the college becoming a part of a health sector partnership and shared information on how this partnership came about. Dr. Hart shared the names of the other agencies that will be involved in the partnership. Dr. Hart informed the Directors that the college is also looking into partnerships with the logistics and manufacturing industries. Dr. Hart will give another report on the partnership at the next meeting.

## 4. **New Business - Action Items**

### 4.1 Affirm, Change, Amend Foundation Mission Statement Goals: Approve Specific Actionable Objectives for 18-19

Director Bloch motioned and Director Castellanos seconded to reaffirm the mission statement as presented. Vote: 8/0

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none

Absent – Grupe DePolo, Patti

The Goals for 2018-20 were voted on as follows:

Goal #1 – Review the by-laws of the Delta College Foundation – Academic Scholarship Council and its current membership and donors. Decide whether the Foundation Board wishes to attempt to fulfill the terms of the by-laws or disband the Council. Decide what to do with the funds, the remaining member, and how to inform the current donors of the changes.

Director Toliver motioned and Director Bloch seconded to accept Goal #1. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

Goal #2 – Create and hire a classified/management position to coordinate Foundation sponsored fundraising events, arrange for Foundation-funded student field trips to potential employers or universities, oversee the development of the Delta College Alumni Association, and serve as staff to the Foundation Board and the Superintendent/President when in the role of Secretary to the Foundation Board. Vote: 7/1; motion carried.

Director Moreno motioned and Director Doyle seconded to accept Goal #2.

Yes – Wright, Doyle, Hart, Bloch, Moreno, Toliver, Castellanos

No – Blanchard

Absent – Grupe DePolo, Patti

Goal #3 – Establish a Delta College Alumni Association under the auspices of the Delta College Foundation Board. Develop a program to recognize Outstanding Delta College Alumni and retired faculty and staff.

Director Toliver motioned and Director Bloch seconded to accept Goal #3. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

Goal #4 – Support at least two fundraising/awareness-raising events on behalf of San Joaquin Delta College each year.

Director Castellanos motioned and Director Moreno seconded to accept Goal #4. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

Goal #5 – Continue to support at least two Foundation-sponsored student field trips each semester.

Director Toliver motioned and Director Moreno seconded to accept Goal #5. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

Goal #6 – Provide funding to join the Network of California College Foundations, the Council for Advancement and Support of Education, and the Association of Fundraising Professionals. Attend the Community Foundation of San Joaquin’s annual event.

Director Moreno motioned and Director Toliver seconded to accept Goal #6. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

Goal #7 – Review and dispose of dormant trust and foundation accounts. Director Bloch motioned and Director Doyle seconded to accept Goal #7. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

Goal #8 – Inform donors to Financial Aid and Veterans’ Services Scholarships of their options to fund the Scholarships through the Delta College Foundation. Director Bloch motioned and Director Toliver seconded to accept Goal #8. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

- 4.2 2017-18 Third Quarter Financial Report  
Director Wright motioned and Director Blanchard seconded to accept the 2017- 18 Third Quarter Financial Report as presented. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

4.3 Listing of New Gifts and Donations

Director Moreno motioned and Director Toliver seconded to accept the gifts and donations as presented. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

4.4 2018-2019 Budget

Director Doyle motioned and Director Moreno seconded to approve the 2018/2019 budget as submitted. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

4.5 Appointment to a New Three-Year Term Effective July 1, 2018 Director #1 – Chuck Bloch

Director Blanchard motioned and Director Moreno seconded to appoint Director Bloch to a new three year term starting July 1, 2018. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti

4.6 Appointment to a New Three-Year Term Effective July 1, 2018 Director #10 – Patrick Doyle

Director Moreno motioned and Director Castellanos seconded to appoint Director Doyle to a new three year term starting July 1, 2018.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos  
No – none  
Absent – Grupe DePolo, Patti



4.7 Election of Officers, 2018-19 Fiscal Year

Director Wright motioned and Director Blanchard seconded to elect Patrick Doyle as Foundation President. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

Director Blanchard motioned and Director Moreno seconded to elect Director Bloch as the Foundation Vice President. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

Dr. Kathy Hart will remain as the Foundation Secretary/Treasurer.

4.8 Meeting Calendar for 2018-19: 2<sup>nd</sup> Monday in September, December, March and June

Director Bloch motioned and Director Moreno seconded to adopt the 2018-2019 calendar as presented. Vote: 8/0; motion carried.

Yes – Wright, Doyle, Hart, Blanchard, Bloch, Moreno, Toliver, Castellanos

No – none

Absent – Grupe DePolo, Patti

5. **Agenda Items for Future Meetings**

- 1) Athletics Report
- 2) Apprenticeship Report
- 3) Guided Pathways Report
- 4) Follow-up on Health Sector Partnership

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

Dr. Hart announced the new website and invited the Directors to take a look at when they have time.

Dr. Hart informed the Directors of the CSU/SJDC MOU ceremony and invited the Directors to attend.

Director Moreno informed the Directors of the New Stockton Unified School District Superintendent reception and invited all to attend.

Director Wright informed the Directors of the Lodi Unified School Districts Best of Show award and invited them to look at the website [insidecaled.org](http://insidecaled.org).

Adjournment: 4:00 p.m.





## ***Foundation Board of Directors***

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

**ITEM 3.1**

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**SUBJECT: Recognition of Patrick Doyle**

**DATE: September 17, 2018**

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**RECOGNITION:** American Baseball Coaches Association Hall of Fame 2019



## ***Foundation Board of Directors***

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

ITEM 3.2

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**SUBJECT: Stockton Scholars**

**DATE: September 17, 2018**

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**REPORT:** Mr. Lange Luntao, SUSD Board of Trustees Member & Executive Director  
Reinvent Stockton Foundation



## ***Foundation Board of Directors***

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

**ITEM 3.3**

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**SUBJECT: Understanding Guided Pathways**

**DATE: September 17, 2018**

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**REPORTS:** Ms. Tina Merlino Akers, Director of Institutional Research and Effectiveness; Guided Pathways Co-lead; Mr. Joel Beutel, Economics Professor and Guided Pathways Co-lead



## ***Foundation Board of Directors***

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

**ITEM 3.4**

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**SUBJECT: Student-Athlete Academic Achievement      DATE: September 17, 2018**

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**REPORT:** Dr. Daryl Arroyo, Dean of Humanities, Social Science, Kinesiology, Education, and Athletics (HSSEKA); Mr. Tony Espinoza, Athletics Director



## ***Foundation Board of Directors***

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

**ITEM 3.5**

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**SUBJECT: Report on Scholarship Ceremony 2018      DATE: September 17, 2018**

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**REPORT:** Dr. Lisa Cooper-Wilkins, Assistant Superintendent/Vice President of Student Services and Ms. Tina Lent, Director of Financial Aid, Scholarships, and Veterans Services



## ***Foundation Board of Directors***

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

ITEM 4.1

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**SUBJECT: Follow-up on Sector Partnership**

**DATE: September 17, 2018**

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**REPORT:** Dr. Kathy Hart will provide an update on the Sector Partnership.





## ***Foundation Board of Directors***

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

ITEM 4.2

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**SUBJECT: Status of Academic Scholarship Council    DATE: September 17, 2018**

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**REPORT:** Dr. Kathy Hart will provide an update on the status of the Academic Scholarship Council.



## ***Foundation Board of Directors***

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

ITEM 4.3

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**SUBJECT: Status of Foundation Staff**

**DATE: September 17, 2018**

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**REPORT:** Dr. Kathy Hart will provide an update on the status of the staff for the Foundation.



## ***Foundation Board of Directors***

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

ITEM 5.1

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**SUBJECT:** 2017-18 Fourth Quarter Financial Reports      **DATE:** September 17, 2018

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- A. RECOMMENDATION:** It is recommended that the Foundation Board receive the 2017-18 Fourth 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.
- The third quarter statements have been adjusted to reflect the close-out and transfer of residual funds related to the Passport Program to the unrestricted classification.
- 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 June 30, 2018*

<b>Revenue and Support</b>	<u>Actuals</u>
Passport to College	457,994
Gladys L Benerd	146,861
Schultz, Earl, and Bianchi	83,109
Fundraising Revenue	142,025
Program Service Revenues	314,142
Investment Income - other programs	12,404
Gains (Losses) On Investments - other programs	39,376
Contributions and Gifts - other programs	249,750
<b>Total</b>	<u>1,445,660</u>
<b>Expenses</b>	
Student Scholarships and Grants	36,124
Program Support	618,168
Fundraising Expenses	54,433
General and Administrative	75,458
<b>Total</b>	<u>784,183</u>
<b>Excess of Revenue over Expenses</b>	661,477
<b>Net Assets, Beginning of Year</b>	<u>5,359,500</u>
<b>Net Assets, for the period ending June 30, 2018</b>	<u><u>6,020,977</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 June 30, 2018

	Unrestricted	Temporarily Restricted	Total
<b>Public Support and Revenue</b>			
Contributions, Gifts and Grants	10,936	231,317	242,253
Market Contribution	259,536	-	259,536
Membership Contribution	-	16,497	16,497
Program Service Revenue	-	314,142	314,142
Fundraising Revenue	-	142,025	142,025
Investment Income	51,877	65,189	117,066
Gains (Losses) On Investments	137,581	216,560	354,141
<b>Total</b>	<u>459,930</u>	<u>985,731</u>	<u>1,445,660</u>
<b>Expenses</b>			
Student Scholarships & Grants	1,000	35,124	36,124
Program Support	4,429	613,740	618,168
Fundraising Expenses	-	54,433	54,433
General and Administrative	51,125	24,333	75,458
<b>Total</b>	<u>56,554</u>	<u>727,630</u>	<u>784,183</u>
<b>Excess of Revenue over Expenses</b>	403,376	258,101	661,477
<b>Net Assets, Beginning of Year</b>	75,145	5,284,355	5,359,500
<b>Adjustment (Passport to College)*</b>	1,109,259	(1,109,259)	
<b>Net Assets for the period ending June 30, 2018</b>	<u>1,587,780</u>	<u>4,433,197</u>	<u>6,020,977</u>

\* Balance released from restrictions after Passport to College ended



# 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 June 30, 2018*

	Morgan Stanley		Various Councils	County Treasury Councils	Bank of Stockton		Tiaa Cref Annuity Marilyn Jones	Total
	Shultz, Earl Bianchi	Academic Scholarships			Bened Fund	Passport to College		
<b>Beginning Market Value</b>	921,029	486,578	72,985	2,659,829	2,447,811	45,838	8,288,934	
Bank Account Contributions	-	-	-	-	427,503	-	427,503	
<b>Investment Income &amp; Growth</b>								
Investment Income	17,620	9,289	2,336		51,877	779	117,066	
Gains & Losses	65,489	30,799	6,740		137,581	1,839	354,141	
<b>Total Inv. Income &amp; Growth</b>	<b>83,109</b>	<b>40,087</b>	<b>9,076</b>	<b>-</b>	<b>189,458</b>	<b>2,618</b>	<b>471,206</b>	
<b>Disbursements</b>								
Fees	(4,807)	(2,530)	(2)		(22,925)	(964)	(39,843)	
Withdrawals			(5,332)			(4,200)	(9,532)	
<b>Total Disbursements</b>	<b>(4,807)</b>	<b>(2,530)</b>	<b>(5,335)</b>	<b>-</b>	<b>(22,925)</b>	<b>(5,164)</b>	<b>(49,376)</b>	
<b>Ending Market Value</b>	<b>999,330</b>	<b>524,135</b>	<b>76,726</b>	<b>2,659,829</b>	<b>3,041,847</b>	<b>43,292</b>	<b>9,138,268</b>	
Yearly Rate of Return	8.50%	7.72%	5.13%	0.00%	24.27%	3.61%	10.25%	



# Delta College Foundation

## Delta College Market Report for the period ending June 30, 2018

Revenue and Support	<u>Budget 17-18</u>	<u>Actuals 17-18</u>
Sales	610,000	597,414
<b>Total</b>	<u>610,000</u>	<u>597,414</u>
<b>Expenses</b>		
Salaries and Benefits	201,013	188,268
Supplies, Food, Vehicles, Gas & Oil	13,700	9,344
Management & Staff Travel	1,250	-
Advertising Promo & Contract Services	9,700	2,305
Printing, Duplicating & Banking Charges	1,800	5,079
Permits, Licenses, Fees & Cell Phone	250	625
Refuse Disposal	18,000	21,931
Security & Fire Systems	48,000	54,808
Software, Licenses & Equipment Rental	49,060	54,370
Repairs and Maintenance Services	6,000	594
New Equipment	-	-
Site Improvements & Other Misc Exp	450	554
<b>Total</b>	<u>349,223</u>	<u>337,878</u>
Net Market Revenue	260,777	259,536
Transfer to Passport	<u>(260,777)</u>	<u>(259,536)</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 June 30, 2018

Endowment/Wills, Trusts & Passport to College	Total	Councils - Restricted Cash and Investments	Total
Benerd Fund - Endowment	\$ 1,793,109	Academic Scholarship Council	\$ 524,135
Schultz, Earl and Bianchi - Wills, Trusts	999,330	Council Investments (Health, Ag, Eng, & Culinary Arts)	76,449
Marilyn Jones - Annuity	43,292		
Bank of Stockton - Investments	3,041,847	<b>Other Assets</b>	
		Restricted Savings & Change Fund	306,286
		Amounts Due From Various Scholarships&Councils	712,825
<b>Subtotal</b>	<b>\$ 5,877,578</b>		
		<b>Unrestricted Operating Cash</b>	<b>416,575</b>
		<b>Subtotal</b>	<b>\$ 2,036,270</b>

**Passport to College**

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.

**Total Foundation Cash and Investments** 7,913,847

**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	\$ 7,913,847
Receivables	126
<b>Total Assets</b>	<b>7,913,974</b>
Liabilities	(1,892,996)
<b>Net Assets</b>	<b>\$ 6,020,977</b>





## ***Foundation Board of Directors***

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

ITEM 5.2

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**SUBJECT:** Gifts and Donations

**DATE:** September 17, 2018

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- 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

## List of Donations

*The following is a summary of donations  
for the period ending June 30, 2018*

### Cash Donations

<b>Donor Name</b>	<b>Account Name</b>	<b>Actual Amount</b>
Delmar and Betty Mc Comb	Student Scholarships	50,000
Dart Foundatoin	CTE Makerspace Project	50,000
Stockton Symphony	Passport to College	9,000
Bank of Stockton	Foundation General	600
Pepsi	Foundation General	1,000
Various	SBDC Council	1,500
Various	Culinary Arts Council	2,970
Various	Athletics Councils	43,530
Various	Health Sector Partnership	47,000
Various	Various Councils	19,252
<b>Total Cash Donations</b>		<b>224,852</b>

### In Kind Donations

<b>Donor Name</b>	<b>Account &amp; Item Name</b>	<b>Fair Market Value</b>
Left Coast Instruments Inc	Electronic Microscopy - Microscope	8,000
Eduardo Torres	Automotive Program - Ford Escape SUV	4,000
Kristie Plateau	Volleyball Council - uniform and shoes	3,434
Arthur Holton	Sheet music for Band Program	1,547
Produce Express	Misc food products for Culinary Arts	420
<b>Total In Kind Donations</b>		<b>17,401</b>

**Total Donations** **242,253**



## ***Foundation Board of Directors***

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

**ITEM 5.3**

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**SUBJECT:** Comparative Data 2017-18 and 2018-19  
Budgets

**DATE:** September 17, 2018

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- A. RECOMMENDATION:** It is recommended that the Foundation Board receive the comparative budget data report.
- B. BACKGROUND:** At the June 12, 2017 Foundation meeting the Foundation Directors inquired about data that would compare the 2016-17 and the 2017-18 budgets. In continuing to provide this sort of comparison on a regular basis, included is the comparative data for 2017-18 and 2018-19.
- C. BUDGETARY IMPLICATIONS:** Comparative data helps establish trends and identify anomalies. This information facilitates better budget planning for future budgets.



# Delta College Foundation

## Comparative Data for 2017-18 and 2018-19 Foundation Budgets

	Budget 2017-18			Budget 2018-19		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>Revenue and Support</b>						
The Market	300,000	-	300,000	250,000	-	250,000
Gladys L Benerd	-	30,009	30,009	30,009	30,009	30,009
Schultz, Earl, and Bianchi	-	29,458	29,458	29,458	29,458	29,458
Program Service Revenues	-	331,987	331,987	331,987	331,987	331,987
Fundraising Revenue	-	78,508	78,508	78,508	78,508	78,508
Interest and Investment Income	-	12,354	12,354	39,000	12,354	51,354
Net Realized and Unrealized Gains	-	22,300	22,300	95,000	22,300	117,300
Contributions and Capital Gifts	5,000	158,360	163,360	5,000	158,360	163,360
<b>Total Revenue and Support</b>	<b>305,000</b>	<b>662,975</b>	<b>967,975</b>	<b>389,000</b>	<b>662,976</b>	<b>1,051,976</b>
<b>Expenditures</b>						
Student Field Trips	35,000	-	35,000	35,000	-	35,000
Student Scholarships and Grants	30,000	65,000	95,000	30,000	65,000	95,000
Student Instructional Program Support	-	482,000	482,000	-	321,000	321,000
Beneficiary Pmts (M. Jones Annuity)	-	4,200	4,200	4,200	4,200	4,200
Foundation Fundraising Event	-	86,925	86,925	-	57,000	57,000
Student Recruitment Activities	35,000	-	35,000	35,000	-	35,000
General and Administrative	-	46,000	46,000	25,000	46,000	71,000
Passport loan pmt (Princ.& Interest)	-	52,000	52,000	35,000	-	35,000
Passport payments for students	-	-	-	-	-	-
Child Development Center Support	-	125,000	125,000	-	125,000	125,000
<b>Total Expenditures</b>	<b>100,000</b>	<b>861,125</b>	<b>961,125</b>	<b>160,000</b>	<b>618,200</b>	<b>778,200</b>
<b>Excess of Revenue over Expenditures</b>	<b>205,000</b>	<b>(198,150)</b>	<b>6,850</b>	<b>229,000</b>	<b>44,776</b>	<b>273,776</b>