



# Delta College Foundation

Foundation Board  
Monday, September 11, 2017  
2:00 p.m.

Horton Administration Bldg.  
Room 103, Boardroom

5151 Pacific Avenue, Stockton, CA 95207

## 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 June 12, 2017 Minutes (attached)
3. **Reports/Information**
  - 3.1 Discussion Regarding Hardship Scholarships for Students Nearing Graduation- Vice President/Assistant Superintendent of Student Services Lisa Cooper-Wilkins, Director of Financial Aid Tina Lent
  - 3.2 Final Report on Passport to College – Director of Institutional Effectiveness & Research Tina Merlino
  - 3.3 Eyes of Freedom Traveling Memorial – Veterans Resource Center Manager John Ervin
  - 3.4 Update on Alumni Association Committee Work – Superintendent/President Kathy Hart
  - 3.5 JOB REDI – Superintendent/President Kathy Hart
  - 3.6 Discussion and Review of Job Criteria for a Foundation Director Including Job Description/Search and Hiring Process – Superintendent/President Kathy Hart, Foundation Directors Pat Doyle, Chuck Bloch, Claudia Moreno
4. **New Business - Action Items**
  - 4.1 Comparative Data for 2016-17 and 2017-18 Budgets (attached) – Vice President of Administrative Services Jeff Menge
  - 4.2 2016-17 Year-End Financial Reports (attached)
  - 4.3 Listing of New Gifts and Donations (attached)
5. Agenda Items for Future Meetings
6. Foundation Board Member Questions/Announcements

### 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 Castellanos, 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



## DELTA COLLEGE FOUNDATION, A CALIFORNIA NONPROFIT PUBLIC BENEFIT CORPORATION

### MINUTES OF THE REGULAR BOARD MEETING Monday, June 12, 2017

The regular meeting of Delta College Foundation was held on Monday, June 12, 2017 at 2:00 p.m. Public Meeting in Administration 103, 5151 Pacific Avenue, Stockton, California.

Members Present: Tom Patti, Jeff Wright, Carl Toliver, Dr. Elizabeth Blanchard, Sue Grupe DePolo, Patrick Doyle, Richard Vasquez

Absent: Charles Bloch, Claudia Moreno, Dr. Kathy Hart

#### 1. Call To Order and Roll Call

All members were present except Directors Charles Bloch, Claudia Moreno and Dr. Kathy Hart.

#### 2. Public Comment

2.1 No public comments

2.2 Approval of the March 13, 2017 Minutes

Director Toliver motioned and Director Blanchard seconded to approve the March 13th minutes as presented. Vote: 7/0; motion carried.

Yes – Patti, Wright, Blanchard, DePolo, Doyle, Toliver, Vasquez

#### 3. Reports/Information

3.1 Discussion Regarding Hardship Scholarships for Students

Nearing Graduation – Dr. Kathy Hart

In the absence of Dr. Hart, this item was tabled until the next foundation meeting. Dr. Lisa Cooper-Wilkins will give a report.

3.2 Alumni Association Report – Dr. Kathy Hart, Claudia Moreno, Charles Bloch, Patrick Doyle

The Foundation Directors reviewed the notes from the Alumni Association Committee meeting. Director Vasquez informed the Directors of the great turnout for commencement and the impressive and motivating keynote speaker, Crystal Harris. Ms. Harris is a Delta College alumni and recently graduated from the University of San Francisco's Law School.

As one of the Alumni Association committee members, Director Doyle spoke on some of the key points discussed at the Alumni Association meeting. Director Doyle informed everyone that the committee is still formulating an attack plan to get more community involvement and asked

the Directors to give their input as well. Director Toliver asked if the committee discussed reaching out to major organizations such as colleges and corporations to fundraise. Director Doyle responded that the committee is looking into different interest groups such as the arts, health, agriculture, and athletics as stated in point number 3 of the meeting summary.

Director Toliver responded by asking if the committee had talked about approaching any philanthropic groups to which Director Doyle stated that was an area that the committee plans to explore.

Director DePolo asked how alumni are identified. Director Doyle stated that most alumni information comes from word of mouth. Director Patti asked Valerie Stewart-Green what she knew about previous attempts to identify alumni.

Valerie responded that attempts have been made in the past with other Superintendent's, however the obstacle of defining what criteria makes an alumni has been difficult due to the many different paths of community college students. Further stating, some students are here for one class, to transfer, or take a community education course, thus, defining the criteria for alumni has been difficult.

Director Wright agreed with Valerie and reiterated that the definition of an alumni must be defined. He gave the example that a student could have taken courses at Delta, transferred to a university and became a successful entrepreneur. However, we might not have captured this student as an alumnus without criteria.

The discussion of hiring a foundation director ensued with a discussion on what has been done in the past. Vice President Menge stated that hiring a foundation director has been talked about with Dr. Hart and now that the Passport to College program payments are finished, hiring a foundation director is more feasible. The Directors asked that the job description and other information regarding the hiring of a foundation director be made available to the Directors.

The Directors agreed to follow-up with Director Doyle's request to email him names and other suggestions for community outreach efforts.

- 3.3 2017 Scholarship Awards Ceremony & Awards – Dr. Kathy Hart  
Vice President Jeff Menge informed the Directors that Dr. Hart authorized the Foundation to donate \$1,648.75 towards the Scholarship Ceremony and Reception last August. Dr. Hart will be authorizing a similar donation from the Foundation for this year's ceremony.

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

- 4.1. Meeting Calendar for 2017-18 (2<sup>nd</sup> Monday in September, December, March and June - 09/11/17, 12/11/17, 03/12/18, 06/11/18)

Director Blanchard motioned and Director Toliver seconded to approve the proposed regular meeting calendar as presented. Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

4.2. 2016-17 Third Quarter Financial Reports

Director Wright motioned and Director DePolo seconded to accept the 2016- 17 Third Quarter Financial Reports as presented. Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

4.3. Listing of New Gifts and Donations

Director Doyle motioned and Director Wright seconded to accept the Gifts and Donations as presented. Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

4.4 2017-18 Budget

Director Wright motioned and Director Toliver seconded to accept the 2017-18 budget as presented. Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

4.5 Appointment to a New Three Year Term Effective July 1, 2017 Director #3 – Carl Toliver; (Seat currently held by Carl Toliver)

4.6 Appointment to a New Three Year Term Effective July 1, 2017 Director #8 – Tom Patti; (Seat currently held by Tom Patti)

4.7 Appointment to a New Three Year Term Effective July 1, 2017 Director #9 – Claudia Moreno; (Seat currently held by Claudia Moreno)

Director DePolo motioned and Director Toliver seconded to re-appoint Director Toliver to seat 3; Director Patti to seat 8 and Director Moreno to seat 9 of the Foundation. Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

4.8 Election of Officers, 2017-1018 Fiscal Year

a. President

Director Blanchard motioned and Director Patti seconded to nominate Director Wright as the Foundation President. Seeing no other nominations - Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

b. Vice President

Director Wright motioned and Director Blanchard seconded to nominate Director Doyle as the Foundation Vice President. Seeing no other nominations - Vote: 7/0; motion carried.

Yes – Patti, Wright, Toliver, Blanchard, Doyle, DePolo, Vasquez

c. Secretary/Treasurer (College President)

Director DePolo motioned and Director Wright seconded to appoint Dr. Hart as the Foundation Secretary. Vote: 7/0; motion carried.

5. **Agenda Items for Future Meetings**

- 1) Passport to College Report
- 2) Community Parades and getting students involvement
- 3) Foundation Director Job Description/Research/Hiring Discussion
- 4) Comparative Data for Budget from 2016/17 to 2017/18

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

None noted.

Adjourned at 3:05 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:** Hardship Scholarships for Students  
Nearing Graduation

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**DATE:** September 11, 2017

- A. BACKGROUND:** The Foundation Board of Directors has received presentations regarding the scholarship programs of the District and discussed how it could best help. The Board added for the first time a line item in the 16-17 budget to support the scholarship efforts.

There appears to be a segment of the student population that is not as well supported in terms of financial assistance. It is that group of students nearing graduation or program completion having encountered short-term financial hardship which may prevent them from completion of their goals. The Board first asked that a discussion item be added to the March agenda to discuss this topic further.

This item was deferred to this meeting.

- B. BUDGETARY IMPLICATIONS:** N/A

# ***Foundation Board of Directors***

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

**ITEM 3.2**

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**SUBJECT:** Final Report on Passport to College

**DATE:** September 11, 2017

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**A. BACKGROUND:** The Foundation Board of Directors has received periodic reports on the Passport to College program both in terms of financial elements and student performance.

It was requested that a final report on student achievement be provided since the program has now ended.

**B. BUDGETARY IMPLICATIONS:** N/A

# ***Foundation Board of Directors***

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

**ITEM 3.3**

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**SUBJECT:** Report on Eyes of Freedom Traveling  
Memorial

**DATE:** September 11, 2017

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**A. BACKGROUND:**

The Eyes of Freedom traveling Memorial is dedicated to all who have served and paid the ultimate cost for freedom through the eyes of Lima Company who lost 22 Marines and 1 Navy Corpsman during Operation Iraqi Freedom (OIF), the hardest hit company during OIF.

Veterans Resource Center Manager John Ervin is looking to host this memorial here at Delta College from February 20<sup>th</sup> – 23<sup>rd</sup>, 2018 while it makes its way throughout California. Mr. Ervin will make a presentation to the Foundation Directors for their support and partnership in bringing the memorial to campus.

**B. BUDGETARY IMPLICATIONS: N/A**



# ***Foundation Board of Directors***

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

**ITEM 3.4**

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**SUBJECT:** Update on Alumni Association Committee Work **DATE:** September 11, 2017

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**A. BACKGROUND:** A group of foundation directors has been evaluating and collecting data on a possible alumni association. It is not clear if a report will be ready for the September 11th meeting but this item is being added to the agenda in the event there is information to be presented.

**B. BUDGETARY IMPLICATIONS:** N/A

# ***Foundation Board of Directors***

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

**ITEM 3.5**

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**SUBJECT:** JOB REDI Report

**DATE:** September 11, 2017

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**A. BACKGROUND:**

Dr. Hart will give a report on the JOB REDI Foundation, which is a foundation started by the Cortopassi Family in 2014 to help students earn vocational certificates as a means to securing good jobs with growth opportunities.

**B. BUDGETARY IMPLICATIONS: N/A**

# **Foundation Board of Directors**

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

ITEM 3.6

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**SUBJECT:** Discussion and Review of Job Criteria      **DATE:** September 11, 2017  
For Possible Position of Foundation Director

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**A. BACKGROUND:** The Foundation has been operating with constrained unrestricted resources which has limited the Board's ability to consider major initiatives. There is a question as to whether such initiatives need the position of Foundation Director to achieve and if so what does that position look like and what would be involved in pursuing such a person.

With the close out of the Passport to College program there are now some resources available to the Foundation Board. Because the on-going unrestricted revenues are limited the addition of a director will most likely draw down the reserves and absent true increases in revenue will do rather quickly.

The Board has requested that this topic be a discussion item on the September agenda

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

**Director of the Foundation**

Bargaining Unit: Management

Class Code:  
1341

SAN JOAQUIN DELTA COLLEGE

Established Date: Jan 7, 2014

Revision Date: Jan 7, 2014

**SALARY RANGE**\$7,324.58 - \$8,745.92 Monthly  
\$87,895.00 - \$104,951.00 Annually**DESCRIPTION:**

Under the general supervision of the Superintendent/President and with input from the Foundation's Board of Directors, the Director of the Foundation provides strategic direction and entrepreneurial leadership for the design, coordination and execution of a comprehensive development and fund raising plan for the District and the San Joaquin Delta College Foundation. The program includes but is not limited to annual giving major gifts, planned gifts, federal, corporate, and foundation relations, alumni relations, special events, and specific campaigns. Responsible for personnel management, strategic planning, fiscal planning, accountability, program planning and implementation.

**RESPONSIBILITIES AND DUTIES:**

*The following duties are typical for this position. Incumbents may be required to perform additional or different duties to address business needs and changing business practices.*

1. **VISION, PLANNING, AND LEADERSHIP:** Develop and implement a comprehensive fund-raising program and work plan with specific long-range and short-range goals and objectives in support of the Foundation. Participate in the development of and manage the goals, objectives, policies, and priorities of the Foundation.
2. **PROGRAM:** Coordinate the Foundation Board of Directors; participate in all board and committee meetings; implement policies and procedures that direct the management, investment, and distribution of Foundation funds. Develop, communicate, implement, monitor, and evaluate work plans to meet the Foundation's annual and long-term fund-raising goals. Plan and implement events, programs, and initiatives designed to involve current and prospective donors such as planned giving, annual giving, corporate and individual donations, scholarships and grants. Develop and maintain systems of prospect management, research, and donor relations. Assure fiscal control and accountability of programs and initiatives. Develop and oversee the publication of Foundation marketing and informational materials.
3. **PERSONNEL:** Recruit, assign, supervise, motivate, and evaluate Foundation staff; provide and coordinate staff training as needed. Communicate department mission, vision and plans to staff and volunteers. Recruit, supervise, train, motivate and involve volunteers at fund-raising activities. Assist and direct administrators and other employees in the solicitation and acceptance of gifts and other contributions.
4. **MANAGEMENT:** Develop and monitor the department as well as specific program budgets. Execute effective management in administering the department including preparing a variety of reports, monitoring reports required of faculty and staff, obtaining supplies and materials, maintaining and inventorying equipment, and accounting. Recommend and participate in the development of policies as necessary for the Foundation to properly implement, evaluate, augment, and change fund-raising efforts, programs and services.
5. **MEETINGS, AGENDAS, AND MINUTES:** Responsible for the preparation, maintenance and circulation of all meeting agendas and minutes pertaining to the department and activities.
6. **EXTERNAL RELATIONS:** Participate in a wide variety of community activities to promote a positive image and community support of the District and the Foundation's programs and services.
7. Perform other related duties as assigned.

**QUALIFICATIONS:****ABILITY TO:**

- Meet agreed upon expectations for capital campaigns, naming opportunities, major gifts, corporate sponsorships as well as generating student, faculty, alumni and community support.
- Work with a diverse population representing a wide range of abilities, ages, nationalities, and cultures; work in a collaborative environment of shared decision-making.
- Manage, lead and coordinate the work of others including training or performance, scheduling, motivation, and performance evaluation.
- Identify, research, and seek potential funding sources.
- Provide administrative and professional leadership and direction.
- Establish and maintain cooperative working relationships with others using interpersonal skills such as tact, patience and courtesy.
- Communicate and work cooperatively with students, staff, corporate partners, local businesses, government agencies, and other educational partners and professional organizations.

- Lead, plan, organize, develop, and evaluate programs, activities and services.
- Understand the fund-raising needs of the District and participate to set realistic, achievable goals and objectives.
- Conduct effective meetings, presentations and trainings.
- Communicate clearly and concisely, both orally and in writing.

**KNOWLEDGE OF:**

- Principles and concepts of educational foundations and fundraising programs. Modern and complex principles of program development and administration.
- Public relations and marketing principles and practices.
- Laws, rules, and regulations pertaining to California Community Colleges including but not limited to program assessment, analysis, and evaluation processes; collective bargaining contracts and budget management
- Principles and practices of effective administration, supervision and training.
- Computers and computer applications such as Microsoft Office (Word, Excel, PowerPoint) FileMaker Pro, etc. and ability to learn college systems that support management systems. Fundraising/development software such as Raiser's Edge.

**EDUCATION AND EXPERIENCE REQUIREMENTS:**

- A Bachelor's degree in business or business administration or the equivalent is required.
- A minimum of five years experience of successful fundraising for a large organization is required with evidence of at least five successful fundraising, annual giving and/or major gifts campaigns. Demonstrated experience fundraising from individuals as well as corporations required. Demonstrated experience in personnel management, strategic planning, fiscal planning, accountability and program planning and implementation is highly desirable
- Possess sensitivity to and understanding of the diverse academic, socioeconomic, cultural, disability, and ethnic backgrounds of community college students.
- Certification by the Association of Fundraising Professionals, CFRE, desirable.

**License/Certification:**

A valid Class "C" California Driver's License.

**HISTORICAL NOTES:**

Drafted 8/17/2011

Revised 2/10/2012

Revised 4/26/2012

**RANGE:**

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# ***Foundation Board of Directors***

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

**ITEM 4.1**

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**SUBJECT:** Comparative Data 2016-17 and 2017-18  
Budgets

**DATE:** September 11, 2017

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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<sup>th</sup> Foundation meeting the Foundation Directors inquired about data that would compare the 2016-17 and the 2017-18 budgets.
- C. BUDGETARY IMPLICATIONS:** Comparative data helps establish trends and identify anomalies. This information facilitates better budget planning for future budgets.

# ***Foundation Board of Directors***

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

ITEM 4.2

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**SUBJECT:** 2016-17 Year-End Financial Reports

**DATE:** September 11, 2017

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- A. RECOMMENDATION:** It is recommended that the Foundation Board receive the 2016-17 Year-End 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 June 30, 2017*

<b>Revenue and Support</b>	<u>Actuals</u>
Passport to College	453,060
Gladys L Benerd	156,231
Schultz, Earl, and Bianchi	98,699
Fundraising Revenue Restricted	91,333
Program Service Revenues Restricted	333,433
Interest and Investment Income	12,874
Net Realized and Unrealized Gains/Losses	45,434
Other Contributions and Capital Gifts	237,077
<b>Total</b>	<u>1,428,141</u>
<b>Expenses</b>	
Passport Student Fees	314,387
Student Scholarships and Grants	47,464
Program Support	556,269
Fundraising Expenses	48,222
General and Administrative	60,461
<b>Total</b>	<u>1,026,803</u>
<b>Excess of Revenue over Expenses</b>	401,339
<b>Net Assets, Beginning of Year</b>	<u>4,958,162</u>
<b>Net Assets, Period Ending June 30, 2017</b>	<u><u>5,359,500</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, 2017.

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>Public Support and Revenue</b>			
Contributions, Gifts and Grants	\$ 108,151	\$ 118,318	\$ 226,469
Market Contribution		\$ 228,667	\$ 228,667
Membership Contribution		\$ 16,183	\$ 16,183
Program Service Revenue	\$ 4,000	329,433	\$ 333,433
Fundraising Revenue	-	91,333	\$ 91,333
Realized/Unrealized Gain (Loss) On Investments	-	424,387	\$ 424,387
Interest and Dividends	-	107,669	\$ 107,669
<b>Total</b>	<u>112,151</u>	<u>1,315,990</u>	<u>1,428,141</u>
<b>Expenses</b>			
Passport Student Fees	2,239	312,148	314,387
Student Scholarships & Grants		47,464	47,464
Program Support	-	556,269	556,269
Fundraising Expenses	-	48,222	48,222
General and Administrative		60,461	60,461
<b>Total</b>	<u>2,239</u>	<u>1,024,564</u>	<u>1,026,803</u>
<b>Excess of Revenue over Expenses</b>	109,912	291,426	401,338
<b>Net Assets, Beginning of Year</b>	71,145	4,887,018	4,958,162
<b>Net Assets, Period Ending June 30, 2017</b>	<u>\$ 181,057</u>	<u>\$ 5,178,444</u>	<u>\$ 5,359,500</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 June 30, 2017

		Morgan Stanley						
	Shultz, Earl and Bianchi	Academic Scholarship	Benerd Councils	County Treasury Councils	Bank of Stockton Passport to College	Tiaa Cref (Annuity) Marilyn Jones	Total	
Beginning Market Value	\$ 826,622	\$ 439,749	\$ 1,506,412	\$ 67,109	\$ 1,867,755	\$ 46,879	\$ 7,414,354	
Bank Account Contributions	-	-	-	4,793	379,795	-	384,588	
<b>Total</b>	<b>826,622</b>	<b>439,749</b>	<b>1,506,412</b>	<b>71,902</b>	<b>2,247,550</b>	<b>46,879</b>	<b>7,798,942</b>	
Investment Income & Growth	18,377	9,777	33,250	1,952	43,168	809	107,333	
Interest/Dividends	16,729	5,863	16,900	-	(8,371)	304	31,425	
Realized Gains/Losses	63,593	33,459	106,081	(867)	184,021	2,663	388,950	
Unrealized Gains/Losses								
<b>Total Investment Income &amp; Growth</b>	<b>98,699</b>	<b>49,099</b>	<b>156,232</b>	<b>1,085</b>	<b>218,818</b>	<b>3,776</b>	<b>527,709</b>	
Disbursements	(4,293)	(2,269)	(7,779)	(2)	(18,556)	(616)	(33,515)	
Fees	-	-	-	-	-	(4,200)	(4,200)	
Withdrawals	(4,293)	(2,269)	(7,779)	(2)	(18,556)	(4,816)	(37,715)	
<b>Total Disbursements</b>	<b>(4,293)</b>	<b>(2,269)</b>	<b>(7,779)</b>	<b>(2)</b>	<b>(18,556)</b>	<b>(4,816)</b>	<b>(37,715)</b>	
Ending Market Value	\$ 921,029	\$ 486,579	\$ 1,654,864	\$ 72,985	\$ 2,447,811	\$ 45,838	\$ 8,288,934	
Yearly Rate of Return	11.42%	10.65%	9.85%	8.76%	31.06%	6.74%	11.80%	



# Delta College Foundation

## Delta College Market 16-17 Report For the period ending June 30, 2017

<b>Revenue and Support</b>	<u>Budget 16-17</u>	<u>Actuals 16-17</u>
Other local revenues	\$ -	\$ 154
Sales	620,000	573,063
<b>Total</b>	<u>620,000</u>	<u>573,217</u>
 <b>Expenses</b>		
Salaries and Benefits	213,877	201,527
Supplies, Food, Vehicles, Gas & Oil	13,700	9,345
Management & Staff Travel	1,250	121
Advertising Promo & Contract Services	9,700	-
Printing, Duplicating & Banking Charges	1,800	3,079
Permits, Licenses, Fees & Cell Phone	250	2,405
Refuse Disposal	18,000	25,151
Security & Fire Systems	40,000	50,480
Software, Licenses & Equipment Rental	49,060	48,737
Repairs and Maintenance Services	6,000	2,299
New Equipment	-	1,129
Site Improvements (Berm Removal) & Other Misc Exp	450	276
<b>Total</b>	<u>354,087</u>	<u>344,550</u>
 Net Market Revenue	 265,913	 228,667
Transfer to Passport	(265,913)	(228,667)
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, 2017

Endowment/Wills, Trusts & Passport to College	Total	Councils - Restricted Cash and Investments	Total
Benerd Fund - Endowment	\$ 1,654,864	Academic Scholarship Council	\$ 486,579
Schultz, Earl and Bianchi - Wills, Trusts	921,029	Council Investments (Health, Ag, Eng, & Culinary Arts)	72,985
Marilyn Jones - Annuity	45,838		
Passport to College - Investments	2,447,811	<b>Other Assets</b>	
Passport to College - Amounts Due	(1,361,455)	Restricted Savings-Chg Fund	2,598,430
		Amounts Due From Various Scholarships&Councils	219,388.89
<b>Subtotal</b>	<b>\$ 3,708,087</b>		
		<b>Unrestricted Operating Cash</b>	<b>181,058</b>
		<b>Subtotal</b>	<b>\$ 3,558,440</b>
		<b>Total Foundation Cash and Investments</b>	<b>7,266,527</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 Shulz 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	\$	7,266,527
Receivables		-
<b>Total Assets</b>		<b>7,266,527</b>
Liabilities		(1,907,028)
<b>Net Assets</b>	<b>\$</b>	<b>5,359,500</b>

# ***Foundation Board of Directors***

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

ITEM 4.3

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**SUBJECT:** Gifts and Donations

**DATE:** September 11, 2017

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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

## Delta College Foundation List of Donations

*The following is a summary of donations and contributions activity  
for the period ending June 30, 2017*

### Cash Donations

Donor Name	Account Name	<u>Actual Amount</u>
Henry & Sylvia Wong	Foundation General	89,088
Helen E. Danner	Foundation General	18,013
Various	Health Sector Partnership	15,000
Bank of Stockton	Passport to College	600
Pepsi	Passport to College	5,000
Various	SBDC Council	2,500
Various	Hazel Hill Council	1,886
Various	Applied Science Councils	24,248
Various	Athletics Councils	36,677
Various	Various Councils	26,798
<b>Total:</b>		<u><b>219,810</b></u>

### In Kind Contributions

Donor Name	Account Name	<u>Fair Market Value</u>
Marianne McCarroll Memorial Scholars	Culinary Arts Council	4,793
Various	Culinary Arts Council	1,243
Delicato Family Vineyards	Women's History Month	623
<b>Total:</b>		<u><b>6,659</b></u>

**Total Donations and Contributions**                      **226,469**