



**Executive Committee Meeting**

**Wednesday, October 16, 2019 ❖ 4:00 – 6:00 PM**

Allan Hancock College - Building B102 (Captain's Room)  
 800 South College Drive, Santa Maria, California 93454  
 Teleconference: 4327 Meridian Ave N, Seattle, Washington 98103

**AGENDA**

	Page	Tentative Time
1. Call to Order		4:00 PM
2. Roll Call		
3. Public Comment		
<p><i>This section of the agenda is intended for members of the public to address the Executive Committee on items involving the Foundation that are being considered in Open Session. Please note that Directors are prohibited by the Brown Act from responding to comments made regarding topics not on the official agenda. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.</i></p>		
4. Approval of Agenda for October 16, 2019 (ACTION)		4:03 PM
5. Approval of Minutes – July 10, 2019 (ACTION)	1-3	4:04 PM
6. Consent Agenda (ACTION)	4-6	4:05 PM
6.A. President's Circle Committee Update		
6.B. Scholarship Committee Update		
7. Finance Committee		4:10 PM
7.A. Review Financial Statements through 6/30/2019 Recommendation of Approval to the Board (ACTION)	7-14	
7.C. Endowment Challenge Title III Grant Update	15-16	
8. Review Foundation Staff Changes and Salary Schedule Recommendation of Approval to the Board (ACTION)	17-18	4:30
9. Hancock Promise Campaign Update	19-22	4:40 PM
10. Quarterly Board Meeting – October 24, 2019 – Agenda Review	23-24	4:50 PM
11. Executive Director's Report		4:55 PM
12. Consideration of New Business		5:05 PM
13. Next Meeting – January 8, 2020, 4:00-6:00 PM, Building B, Captain's Room		5:10 PM
14. Adjournment of Executive Committee Meeting (ACTION)		5:15 PM

800 South College Drive, P.O. Box 5170, Santa Maria, CA 93456-5170 | [www.ahcfoundation.org](http://www.ahcfoundation.org)  
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*The mission of the Allan Hancock College Foundation is to operate for the advancement of education by raising funds and building community support to meet the needs of the college in the areas of scholarships, capital/infrastructure projects and program support.*



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*In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.*

A handwritten signature in black ink that reads 'Jon Hooten'.

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Jon Hooten, Executive Director *JH*  
Allan Hancock College – College Advancement

**Executive Committee Members:**

Lee-Volker Cox, Chair  
Jim Bray, Director  
Robert Manning, Director  
Mary Nanning, Director  
Glenn Owen, Director  
Guy Walker, Director  
Jeff Hall, AHC Trustee  
Kevin Walthers, AHC President/Superintendent

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**ALLAN HANCOCK COLLEGE FOUNDATION**  
**A REGULAR MEETING OF THE EXECUTIVE COMMITTEE**  
**Minutes of July 10, 2019**

A regular meeting of the Executive Committee was held on Wednesday, July 10, 2019, at 4:00 p.m. at Allan Hancock College, Captain's Room - Building B102, 800 South College Drive, Santa Maria, California.

**Call to Order**

Foundation Board Vice President, Guy R. Walker, called the Executive Committee meeting to order at 4:00 p.m.

**Roll Call**

*Present:* Glenn Owen, Guy Walker, Mary Nanning, Bob Manning, Eric D. Smith  
*College Staff:* Jon Hooten, Ph.D.  
*Foundation Staff:* Maggie Moreton  
*Absent:* Jeffery Hall, Jim Bray, Dr. Kevin G. Walthers, Dr. Lee-Volker Cox

**Public Comment**

*None*

**Approval of Agenda**

**MOTION:** On a motion by Director Smith, seconded by Director Manning, the agenda for the July 10, 2019, Executive Committee meeting was approved by unanimous vote.

**Approval of Minutes – April 10, 2019**

**MOTION:** On a motion by Director Nanning, seconded by Director Manning, the minutes were approved by a voice vote. Director Smith abstained.

**Consent Agenda**

The consent agenda items are full reports that are included in the agenda for review before the meeting by all Directors. Directors may request to pull items from the consent agenda for further discussion. If not, items are requested to be discussed in depth, the items are voted upon as a group. No consent agenda items were pulled for review by the Executive Committee.

**MOTION:** On a motion by Director Smith and seconded by Director Nanning, the consent agenda was accepted as presented by unanimous voice vote.

**Finance Committee**

Director Owen reported that the Finance Committee discussed ensuring that all future Hancock Promise materials make it clear that the funds being raised for the Hancock Promise are being directed to the Hancock Promise Endowment in the interest of transparency with our donors.

The question was also raised about the possibility of state funding to support the second year of the Hancock Promise, particularly when work is being done to fund the first year. Director Smith reminded the committee that the state funds for the first year do not cover the cost of all students attending, as they are based on pre-Promise enrollment numbers. There is also the possibility of state funding being removed at any point in future years, reiterating the importance of building an endowment.

**Review and Approval of Financial Statements**

Director Owen presented on the financial statements of the Foundation, reconciled through April 30,

2019. Descriptions of financial output will be provided in the Board Book for the July 25 Board Meeting. The budget versus actual expenditures will be eliminated on the version presented to the Foundation Board. Instead, the sheet will show just what has been spent. Attention was also called to the funds being transferred from endowments to balance the budget. Work is to begin on creating a financial sustainability plan for the Foundation.

**MOTION:** On a motion by Director Owen and seconded by Director Manning, the Financial Statements were approved as amended to be forwarded for review at the Quarterly Board meeting by unanimous voice vote.

#### **Amended Agenda - Investment Policy**

**MOTION:** On a motion by Director Owen and seconded by Director Nanning, the agenda was amended to include a proposed vote to approve a change in investment policy to increase allowances on the international investments to a target from a minimum 15% to maximum of 50%, up from the current minimum of 5% to maximum of 15%. Agenda change was passed by a unanimous voice vote.

#### **Investment Policy- International Investments**

The Foundation's Investment Policy currently allows for investment in international investments of a 5% minimum to a 15% maximum. Upon the recommendation of financial advisors, the Finance Committee is recommending to the Executive Committee to increase the international equities target range to 15% minimum to 50% maximum.

**MOTION:** On a motion by Director Owen and seconded by Director Smith, the increase in international equities investment allowance to a range of 15% minimum to 50% maximum was passed by a unanimous voice vote to be forwarded for review at the Quarterly Board Meeting.

#### **Financial Sustainability Analysis**

The Finance Committee reviewed a 5-year sustainability plan for the Foundation's operating budget. The plan addresses drawdowns from unrestricted Young and Hansen quasi-endowments and a timeline of how long the endowments can support the operating budget. Funding options are being reviewed to cover the operating budget and ensure long-term financial sustainability. Several possible plans are being developed for Board review.

#### **Governance and Nominations**

##### **2019-2020 Proposed Slate of Officers**

The slate of officers for the 2019-2020 fiscal year was presented for review. The officers presented remained the same from the 2018-2019 fiscal year.

**MOTION:** On a motion by Director Smith, seconded by Director Owen, the 2019-2020 Board of Officers was approved to be forwarded to the Board for final approval.

#### **Scholarship Committee**

Regarding the May 2019 Scholarship Banquet, Natalie's work and dedication was highly praised by all Directors. Directors were interested in what can be done about no-show participants and making more information available from the beginning.

**Quarterly Board Meeting- July 25, 2019**

The agenda for the July 25, 2019 board meeting was reviewed.

**Next Meeting- Wednesday, October 9, 2019, 4:00 PM – 6:00 PM**

The regular meeting of the Executive Committee was adjourned at 5:01 PM on a motion from Director Owen, seconded by Director Nanning. The motion was approved unanimously.

<b>To: Executive Committee</b>	<b>CONSENT</b>
<b>From: Maggi Daane, Chair President's Circle Committee</b>	<b>October 16, 2019</b>
<b>Subject: President's Circle Committee Update</b>	

**Membership Report:**

As of October 3, 2019, the President's Circle membership stood as follows:

<b>Membership Categories</b>	<b>Number of PC Memberships</b>
Current	84
Pending	3
Lapsed	2
Discontinued	15
<b>Total</b>	<b>104</b>

Individual contacts were made for lapsed members and those expressing continuing interest will be sent custom invitations to re-join for the 2019-2020 year. Those indicating that they have discontinued their membership intentionally have been moved from lapsed to discontinued and will be removed from future President's Circle membership campaigns. The goal for this year is to add 16 new memberships.

Each member of the Foundation's Board of Directors is invited and encouraged to become a member of the President's Circle. The President's Circle is a wonderful way to show your support for Hancock and the vision of our President.

**Financial Report:**

<b>Categories</b>	
July 1, 2019 Opening Balance	\$ 96,866
Revenue July 1 – October 1, 2019	\$ 3,519
<b>Subtotal</b>	<b>\$ 100,385</b>
Expenses July 1 – October 1, 2019	\$ 29,690
<b>Balance</b>	<b>\$ 70, 696</b>

**2019-2020 Event Calendar:**

We have a strong schedule of events for the coming year:

- November 16, 2019: *Under the Sea* reception in the Severson – Families included. We are working with the Encore Circle to maximize our budget for this event by sharing costs for décor and catering for a wonderful experience that includes a family friendly reception prior to PCPA's *The Little Mermaid*. The Encore Reception is prior to ours so many of the decorations used can be shared, reducing costs for both groups. We are including two additional children's tickets for

President's Circle members on a first come first served basis, and we anticipate a great turnout. Invitations should be out the week of October 16.

- Late April, 2020 : Joint Event with the Encore Circle – this annual event is a favorite and we always have a great response.
- Late June, 2020 : BBQ with the President – we are bringing back this popular event and working with a caterer to hold the lunchtime event at Riverbench Winery.

<b>To: Board of Directors</b>	<b>CONSENT</b>
<b>From: Bob Manning Chair, Scholarship Committee</b>	<b>October 16, 2019</b>
<b>Subject: Scholarship Committee Update</b>	

**BACKGROUND**

Work is underway on the 2019-2020 AHC Foundation Scholarship Program. The scholarship working team committee will be meeting on Friday, October 25<sup>th</sup> to discuss changes to the online scholarship program, rubric, and goals for each meeting.

The online application will launch November 6, and students may submit their application through Wednesday, February 12, 2020. The work of the review teams will begin immediately after that through April with reading, ranking and identifying students for donor scholarships.

Mark your calendar for Thursday, May 21, 2020 – the annual scholarship banquet.



<b>To: Executive Committee</b>	<b>ACTION</b>
<b>From: Glenn Owen, Chair Finance Committee</b>	<b>October 16, 2019</b>
<b>Subject: Review Financial Statements through 6/30/2019</b>	

**BACKGROUND**

A review of the Allan Hancock College Foundation financial statements.

- Contributions Report 7/1/2018 – 6/30/2019 pg. 8
- Statement of Operations 6/30/2019 pg. 9
- Statement of Financial Position 6/30/2019 pg. 10
- General Operations Budget 6/30/2019 pg. 11
- AHC Financial Overview – General Operations 6/30/2019 pg. 12
- AHC Financial Overview – Foundation 6/30/2019 pg. 13
- AHC Foundation Financial Overview – Investments 6/30/2019 pg. 14

**RECOMMENDATION**

The Finance Committee recommends approval of the financial statements as submitted. If approved, the recommendation will be forwarded to the full board for their review and approval at the October 24, 2019 quarterly meeting.

**Allian Hancock College Foundation  
Contributions  
July 1, 2018 through June 30, 2019**

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 6,228	\$ 20	\$ 7,927	\$ 6,692	\$ 785	\$ 15,178	\$ 6,238	\$ 140	\$ 1,640	\$ 19,322	\$ 135	\$ 320	\$ 64,624
Non Cash Contribution												\$ 2,580	\$ 2,580
Other Local Income	\$ 75	\$ -	\$ 325	\$ 25	\$ 3,863	\$ 129	\$ 46		\$ 1,000	\$ 2,252	\$ 9,255		\$ 16,970
District Grant Contributions	\$ 5,651	\$ 7,927	\$ -	\$ 3,234	\$ 12,375	\$ 9,309	\$ 5,676	\$ 5,596	\$ 5,549	\$ 5,548	\$ 5,549	\$ 5,549	\$ 71,963
President's Circle	\$ 5,264	\$ 10,998	\$ 1,320	\$ 2,521	\$ 3,354	\$ 2,373	\$ 3,455	\$ 6,362	\$ 2,925	\$ 4,434	\$ 3,112	\$ 3,372	\$ 49,491
Restricted	\$ 6,566	\$ 15,081	\$ 3,283	\$ 55,736	\$ 10,720	\$ 53,384	\$ 13,041	\$ 33,173	\$ 11,816	\$ 8,865	\$ 61,497	\$ 3,750	\$ 276,912
Scholarships	\$ 48,085	\$ 28,308	\$ 9,250	\$ 25,273	\$ 5,863	\$ 45,146	\$ 41,083	\$ 39,711	\$ 41,029	\$ 48,931	\$ 76,189	\$ 20,666	\$ 429,533
Hancock Promise	\$ 16,000	\$ 3,700	\$ 125	\$ 19,275	\$ 19,200	\$ 192,744	\$ 8,225	\$ 53,762	\$ 21,759	\$ 80,023	\$ 4,015	\$ 5,275	\$ 424,104
Endowments	\$ -	\$ 3,000	\$ 3,979	\$ 100	\$ 5,050	\$ 31,986	\$ 2,000	\$ 13,345	\$ 55,458	\$ 123,600	\$ 60,000	\$ 11,321	\$ 309,839
<b>MONTHLY TOTALS</b>	\$ 87,869	\$ 69,033	\$ 26,208	\$ 112,857	\$ 61,210	\$ 350,249	\$ 79,764	\$ 152,089	\$ 141,176	\$ 247,975	\$ 359,580	\$ 58,005	
<b>CURRENT YTD TOTALS</b>	\$ 87,869	\$ 156,902	\$ 183,110	\$ 295,967	\$ 357,177	\$ 707,426	\$ 787,190	\$ 939,279	\$ 1,080,455	\$ 1,328,430	\$ 1,688,010	\$ 1,746,016	\$ 1,646,016

**PRIOR YEARS CONTRIBUTIONS**

July 17 -June 18	2,547,577
July 16 -June 17	1,167,156
July 15 -June 16	1,766,065
July 14 -June 15	1,354,736
July 12 -June 13	11,662,226
July 11 -June 12	774,867
July 10 -June 11	907,673
July 09 -June 10	941,725
July 08 -June 09	1,053,236
July 07 -June 08	1,070,668
July 06 -June 07	1,098,427
July 05 -June 06	1,125,361
July 04 -June 05	951,050

**NOTES:**

- a) Report does not include investment portfolio activity.
- b) Report does not include outstanding pledges.

ALLAN HANCOCK COLLEGE FOUNDATION  
STATEMENT OF OPERATIONS  
FOR THE PERIOD ENDING 06/30/2019

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
<b>REVENUES:</b>							
Contributions, Gifts, Grants & Endwmnts	0	64,624	750,507	429,533	309,839	0	1,554,503
Non Cash Contribution	0	0	2,580	0	0	0	2,580
District/Grant Contribution	0	71,963	0	0	0	0	71,963
Interest and Investment Income	0	24,623	154	0	0	777,031	801,808
Realized Gain/Loss on Invest	0	85,518	0	0	0	499,761	585,279
Unrealized Gain/Loss on Invest	0	(58,889)	0	0	0	15,091	(43,799)
Other Local Revenues	0	425	16,545	0	0	0	16,970
<b>Total Revenues</b>	<b>0</b>	<b>188,264</b>	<b>769,786</b>	<b>429,533</b>	<b>309,839</b>	<b>1,291,883</b>	<b>2,989,304</b>
<b>EXPENSES:</b>							
Non Bargaining Unit	0	254,896	0	0	0	0	254,896
Benefits	0	23,426	0	0	0	0	23,426
Public Relations/Recognitions	0	680	165	0	0	0	845
Office/Operational Supplies	0	5,917	40,187	0	0	0	46,104
Non Instr Printing	0	1,980	6,948	0	0	0	8,929
Contest Prizes	0	0	1,400	0	0	0	1,400
Food - Business Meetings/Events	0	5,590	57,640	0	0	0	63,230
Indep Contractor (Individuals)	0	500	8,808	0	0	0	9,308
Service Contracts (Businesses)	0	4,558	10,373	0	0	0	14,931
Travel - All Travel Costs	0	4,084	17,077	0	0	0	21,161
On-Site-Prof. Develop/Webinars	0	0	84	0	0	0	84
Foundation Community Activities	0	21,431	51,877	0	39,708	0	113,017
Dues & Memberships	0	0	2,621	0	0	0	2,621
Non-Tech Licenses, Permits, Fees	0	516	2,472	0	0	0	2,988
Software/Technology Licenses	0	0	23,339	0	0	0	23,339
Insurance	0	0	195	0	0	0	195
Telephone	0	491	0	0	0	0	491
Facility Rental	0	0	933	0	0	0	933
Equipment Rental	0	678	4,692	0	0	0	5,370
Fngprnt/Bckgrnd/Psy Tst/Poly	0	99	0	0	0	0	99
District/College Support	0	0	342,431	0	0	0	342,431
Postage/Express Services	0	1,799	1,018	0	0	0	2,818
Freight	0	0	15	0	0	0	15
Advertising	0	2,317	8,265	0	0	0	10,582
Bank Service Charges	0	893	499	0	0	0	1,392
Merchant Fees	0	0	22	0	0	0	22
Investment Brokerage Fees	0	13,684	0	0	0	182,737	196,422
PCPA Support	0	0	6,700	74,648	0	0	81,348
PCPA Foundation Support	0	0	3,400	0	0	0	3,400
Vit & Enology Foundation Support	0	0	26,576	10,000	0	0	36,576
Equipment	0	773	575	0	0	0	1,348
Student Assistance	0	0	6,200	0	0	0	6,200
Scholarships	0	0	46,453	490,470	0	0	536,923
<b>Total Expenses</b>	<b>0</b>	<b>344,312</b>	<b>670,965</b>	<b>575,118</b>	<b>39,708</b>	<b>182,737</b>	<b>1,812,841</b>
<b>Net Income (Loss)</b>	<b>0</b>	<b>(156,048)</b>	<b>98,821</b>	<b>(145,585)</b>	<b>270,130</b>	<b>1,109,146</b>	<b>1,176,463</b>
<b>OTHER FINANCING SOURCES/OUTGO:</b>							
Intrafund Transfer-In	0	205,797	478,849	158,730	465,507	66,754	1,375,637
Intrafund Transfers-Out	0	35,454	548,173	21,524	329,534	440,952	1,375,637
<b>Net Transfers</b>	<b>0</b>	<b>170,342</b>	<b>(69,324)</b>	<b>137,206</b>	<b>135,973</b>	<b>(374,198)</b>	<b>0</b>
<b>Net Inc/Dec in Fund Bal</b>	<b>0</b>	<b>14,294</b>	<b>29,497</b>	<b>(8,379)</b>	<b>406,104</b>	<b>734,948</b>	<b>1,176,463</b>
<b>FUND BALANCE:</b>							
Fund Equity, July 1	0	140,801	1,764,750	708,033	20,168,127	3,345,584	26,127,293
<b>Current Balance</b>	<b>0</b>	<b>155,095</b>	<b>1,794,246</b>	<b>699,654</b>	<b>20,574,231</b>	<b>4,080,531</b>	<b>27,303,757</b>

**ALLAN HANCOCK COLLEGE FOUNDATION  
STATEMENT OF FINANCIAL POSITION  
FOR THE PERIOD ENDING 06/30/2019**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
<b>ASSETS:</b>							
Claim on Cash	(9,629,975)	147,168	2,329,083	707,534	2,365,659	4,080,531	0
AHC Fdtn Rabo Checking	532,151	0	0	0	0	0	532,151
AHC Fdtn MS Active Assets MM	507,440	0	0	0	0	0	507,440
Cash on Hand	100	0	0	0	0	0	100
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	123,280	0	123,280
MS Select UMA Unrestr 2948 Inv Cash	17,322	0	0	0	0	0	17,322
Monarch With Strategies Pooled Cash	22,069	0	0	0	0	0	22,069
Monarch With Strategies Lahr Cash	0	0	0	0	927	0	927
Northern Trust Boyd Cash	0	0	0	0	174,990	0	174,990
Northern Trust Young Cash	0	0	0	0	31,696	0	31,696
Rabobank With Mgmt Boyd Cash	0	0	0	0	171,723	0	171,723
MS Select UMA Pooled 1441 Inv Cash	187,154	0	0	0	0	0	187,154
Accounts Receivable	0	28	2,710	0	0	0	2,738
Pledge Receivable - Current	0	0	0	0	833	0	833
Pledge Receivable - Non Current	0	0	25,000	0	629,267	0	654,267
Discount on Pledge Receivable	0	0	(728)	0	(18,352)	0	(19,081)
Accrued Interest Receivable	0	0	0	0	16,897	0	16,897
Due From Other Funds	0	11,097	2,026	0	0	0	13,123
Inventory	0	0	2,580	0	0	0	2,580
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,100,627	0	2,100,627
MS Select UMA Unrestr 2948 Inv Cost	454,577	0	0	0	0	0	454,577
Monarch With Strategies Pooled Cost	1,554,347	0	0	0	0	0	1,554,347
Monarch With Strategies Lahr Cost	0	0	0	0	63,201	0	63,201
Northern Trust Boyd Cost	0	0	0	0	6,625,357	0	6,625,357
Northern Trust Young Cost	0	0	0	0	1,184,741	0	1,184,741
Rabobank With Mgmt Boyd Cost	0	0	0	0	4,415,960	0	4,415,960
MS Select UMA Pooled 1441 Inv Cost	5,256,166	0	0	0	0	0	5,256,166
Interest in CA Comm Colleges Cost	0	0	0	0	121,564	0	121,564
SB Fdtn Hancock Promise Cost	0	0	0	0	886,431	0	886,431
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	142,661	0	142,661
MS Select UMA Unrestr 2948 FMV Adj	69,415	0	0	0	0	0	69,415
Monarch With Strtgs Pooled FMV Adj	143,607	0	0	0	0	0	143,607
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	2,783	0	2,783
Northern Trust Boyd FMV Adj	0	0	0	0	866,253	0	866,253
Northern Trust Young FMV Adj	0	0	0	0	174,363	0	174,363
Rabobank With Mgmt Boyd FMV Adj	0	0	0	0	449,290	0	449,290
MS Select UMA Pooled 1441 FMV Adj	885,627	0	0	0	0	0	885,627
SB Fdtn Hancock Promise FMV Adj	0	0	0	0	44,081	0	44,081
<b>Total Assets</b>	<b>0</b>	<b>158,294</b>	<b>2,360,670</b>	<b>707,534</b>	<b>20,574,231</b>	<b>4,080,531</b>	<b>27,881,260</b>
<b>LIABILITIES:</b>							
Accounts Payable	0	3,172	566,424	7,880	0	0	577,476
Sales Tax Payable	0	27	0	0	0	0	27
<b>Total Liabilities</b>	<b>0</b>	<b>3,199</b>	<b>566,424</b>	<b>7,880</b>	<b>0</b>	<b>0</b>	<b>577,503</b>
<b>FUND BALANCE:</b>							
Fund Equity FYB	0	140,801	1,764,750	708,033	20,168,127	3,345,584	26,127,293
Current Income/Loss	0	14,294	29,497	(8,379)	406,104	734,948	1,176,463
<b>Total Fund Balance</b>	<b>0</b>	<b>155,095</b>	<b>1,794,247</b>	<b>699,654</b>	<b>20,574,231</b>	<b>4,080,532</b>	<b>27,303,756</b>
<b>Total Liabilities &amp; Fund Balance</b>	<b>0</b>	<b>158,294</b>	<b>2,360,671</b>	<b>707,534</b>	<b>20,574,231</b>	<b>4,080,532</b>	<b>27,881,259</b>

Budget Quick Query  
07/01/2018  
06/30/2019

Allan Hancock College Foundation  
General Operations Budget  
FY19, As of Date 6/30/2019

3 Allan Hancock College Fdtn. Chart of Accounts  
831001 and 831002 Fdtn General Operations Fund

Account Title	Adjusted Budget	Year to Date	Available Balance	FY 2019-20 Budget
Non Bargaining Unit	\$ 254,923	\$ 254,896	27 \$	249,993
Classified Non Instr FICA-Soc Scrt	\$ 15,843	\$ 15,804	39 \$	15,500
Classified Non-Instr FICA-Medicare	\$ 3,719	\$ 3,696	23 \$	2,809
Classified Non Instr Health & Wlfr	\$ 1,200	\$ 676	524 \$	1,200
Classified Non-Instr SUI	\$ 980	\$ 978	2 \$	672
Classified ETT-Foundation	\$ 43	\$ 42	1 \$	28
Classified Non Instr Workers Comp	\$ 2,875	\$ 2,230	645 \$	219
Public Relations/Recognitions	\$ 500	\$ 680	-180 \$	500
Office/Operational Supplies	\$ 6,000	\$ 5,917	83 \$	6,000
Non Instr Printing	\$ 7,500	\$ 1,980	5,520 \$	6,500
Contest Prizes	\$ -	\$ -	0 \$	-
Food - Business Meetings/Events	\$ 6,500	\$ 5,590	910 \$	6,000
Indep Contractor (Individuals)	\$ 1,025	\$ 500	525 \$	2,500
Service Contracts (Businesses)	\$ 4,650	\$ 4,558	92 \$	3,500
Travel - All Travel Costs	\$ 5,500	\$ 4,084	1,416 \$	6,000
On-Site-Prof. Develop/Webinars	\$ -	\$ -	0 \$	500
Foundation Community Activities	\$ 21,000	\$ 21,431	-431 \$	15,000
Dues & Memberships	\$ 2,500	\$ -	2,500 \$	2,500
Non-Tech Licenses,Permits,Fees	\$ 550	\$ 516	34 \$	550
Telephone	\$ 700	\$ 491	209 \$	-
Software Maintenance Agreement	\$ -	\$ -	0 \$	10,000
Equipment Rental	\$ 850	\$ 678	172 \$	850
Fngprnt/Bckgrnd/Psy Tst/Poly	\$ 100	\$ 99	1 \$	100
Postage/Express Services	\$ 3,600	\$ 1,799	1,801 \$	2,500
Advertising	\$ 3,600	\$ 2,317	1,283 \$	4,000
Bank Service Charges	\$ 1,400	\$ 893	507 \$	1,500
Investment Brokerage Fees	\$ 13,000	\$ 13,684	-684 \$	13,000
Equipment	\$ 1,000	\$ 773	227 \$	1,000
*Intrafund Transfers-Out	\$ 33,500	\$ 35,454	-1,954 \$	33,500
			0	
Contributions,Gifts,Grants&Endwmnt	\$ 75,000	\$ 64,624	-10,376 \$	39,750
District/Grant Contribution	\$ 62,018	\$ 71,962	9,944 \$	65,611
Interest and Investment Income	\$ 25,000	\$ 24,623	-377 \$	25,000
Realized Gain/Loss on Investment	\$ 15,000	\$ 85,518	70,518 \$	-
Unrealized Gain/Loss on Invest	\$ -	\$ (58,889)	-58,889 \$	-
Other Local Revenues	\$ -	\$ 425	425 \$	425
*Intrafund Transfer-In	\$ 199,940	\$ 205,797	5,857 \$	255,634
	\$ 376,958	\$ 394,060	17,102 \$	386,420
	\$ 393,058	\$ 379,766	13,292 \$	386,420
Report Total (of all records)	\$ (16,100)	\$ 14,294	2,850 \$	(0)
<b>*Intrafund FY19 Transfer-out</b>			<b>*Intrafund FY20 Transfer-out</b>	
May 2019 Scholarship Banquet	\$ 18,604		May 2019 Sch Banquet	\$ 20,000
Title III Scholarship & Prgm	\$ 16,850		Title III Scholarship & Prgm	\$ 13,500
	\$ 35,454			\$ 33,500
<b>*Intrafund FY20Transfer-in:</b>			<b>*Intrafund FY20Transfer-in:</b>	
Administration Fee @ 1.5%	\$ 87,895		Administration Fee @ 1.5%	\$ 81,634
President's Circle @ 15%	\$ 7,360		President's Circle @ 15%	\$ 15,000
Young Unrestricted End.	\$ 87,190		Young Unrestricted End.	\$ 50,000
Unrest End. Proceeds	\$ 3,650		Unrest End. Proceeds	\$ 3,000
Hancock Promise 1.5%	\$ 3,602		Hancock Promise 1.5%	\$ 7,500
Hansen Unrestricted End.	\$ 16,100		Hansen Unrestricted End.	\$ 98,500
	\$ 205,797			\$ 255,634

## AHC Financial Overview - General Operations

Statement of Activity	Actual as of 6/30/2019	% of Budget	Budget 2018-19
Support and revenue			
Unrestricted contributions	64,624	86%	75,000
Title 5 support	71,963	116%	62,018
Transfers in:	-		-
Admin fee @ 1.5%	87,895	93%	94,750
President's Circle Fee @1%	7,360	49%	15,000
Other	3,650	122%	3,000
Promise fee 1.5%	3,602		-
Hansen Proceeds	16,100		-
Young Proceeds	87,190	100%	87,190
Net transfers in	205,797	103%	199,940
Other	424		-
Total support and revenue	342,808	102%	336,958
Expenditures - See below	(379,766)	101%	(376,958)
Other Income:			
Net realized gain	85,518		-
Net unrealized gain (loss)	(58,889)		15,000
Interest and dividends	24,623	98%	25,000
Total other income	51,252	128%	40,000
Change in net assets	14,294		-
Net assets, beginning	140,801		140,801
Net assets, end	155,095		140,801

Statement of Financial Position	Actual as of 6/30/2019
<b>Assets</b>	
Current Assets	
Cash	147,168
Accounts receivable	29
Due from other funds	11,097
Total current assets	158,294
Pledges receivable - non current	
Investments	
<b>Total assets</b>	<b>158,294</b>
<b>Liabilities and Net assets</b>	
Current liabilities	3,199
Net Assets	155,095
<b>Total liabilities and net assets</b>	<b>158,294</b>

	Actual as of 6/30/2019	% of Budget	Budget 2018-19
Expenditures			
Advertising and postage	4,796	54%	8,900
Bank and brokerage charges	14,577	101%	14,400
Building and equipment	1,451	145%	1,000
Community activities	21,431	102%	21,000
Contracted personal services	500	3%	16,650
Contracts and leases	4,558	829%	550
Employee benefits	23,426	99%	23,760
Food	5,590	112%	5,000
Memberships and permits	516	21%	2,500
Miscellaneous expense	2,079	193%	1,075
Salaries and benefits	254,896	111%	228,923
Scholarship banquet support	18,604	93%	20,000
Supplies and materials	5,917	44%	13,500
Telephone	491	70%	700
Title III funding	16,850	125%	13,500
Travel and conference	4,084	74%	5,500
<b>Total expenditures</b>	<b>379,766</b>	<b>101%</b>	<b>376,958</b>

## AHC Financial Overview - Foundation

Statement of Activity	Actual as of 6/30/2019
Support and revenue	
Unrestricted contributions	1,557,083
Title 5 support	71,963
Other	16,970
Total support and revenue	1,646,016
Expenditures - See below	(1,812,841)
Other income:	
Net realized gain	585,279
Net unrealized gain (loss)	(43,799)
Interest and dividends	801,808
Total other income	1,343,288
Change in net assets	1,176,463
Net assets, beginning	26,127,293
Net assets, end	27,303,756

Statement of Financial Position	Actual as of 6/30/2019
<b>Assets</b>	
Current Assets	
Cash	1,768,852
Pledges receivable - current	833
Other assets	35,340
Total current assets	1,805,025
Pledges receivable - non current	635,176
Investments	25,441,059
Total assets	27,881,260
<b>Liabilities and Net assets</b>	
Current liabilities	577,504
Net Assets	27,303,756
Total liabilities and net assets	27,881,260

	Actual as of 6/30/2019
Expenditures	
Advertising and postage	15,660
Bank and brokerage charges	197,814
Building and equipment	7,651
Community activities	113,017
Contest prizes	
Contracted personal services	9,308
Contracts and leases	14,931
District College Support	342,431
Employee benefits	23,426
Food	63,230
Memberships and permits	5,609
Miscellaneous expense	313
PCPA support	84,748
Salaries	254,896
Scholarships	536,923
Software maintenance	23,339
Student Assistance	6,200
Supplies and materials	55,033
Telephone	491
Title III funding	
Travel and conference	21,245
Viticulture support	36,576
<b>Total expenditures</b>	<b>1,812,841</b>

**AHC Foundation Financial Overview - Investments**  
**July 1, 2018 - June 30, 2019**

Cash & Investments	7/1/2018	Interest &			Realized	Unrealized	6/30/2019	
		Deposits	Dividends	Withdrawals				Gain/(Loss)
General Operations, Restricted, and Scholarships	\$ 1,031,038	\$ 3,313,164	\$ 17,868	\$ (2,811,819)	\$ (2,772)	\$ 85,620	\$ (52,115)	\$ 1,580,984
Endowments								
Morgan Stanley - UMA Active Assets	\$ 6,216,427	\$ -	\$ 151,798	\$ (264,000)	\$ (59,576)	\$ 140,649	\$ 143,649	\$ 6,328,947
Morgan Stanley - Boyd Music Program	\$ 2,305,446	\$ -	\$ 115,497	\$ (92,500)	\$ (14,071)	\$ (39,879)	\$ 92,073	\$ 2,366,565
Monarch Wealth Strategies - LPL	\$ 1,643,232	\$ -	\$ 67,144	\$ -	\$ (16,882)	\$ 155,843	\$ (129,313)	\$ 1,720,024
Monarch Wealth Strategies - LPL - Lahr	\$ 63,490	\$ -	\$ 3,471	\$ -	\$ (865)	\$ 1,288	\$ (473)	\$ 66,911
Osher-Bartleson	\$ 121,564	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 121,564
Northern Trust - Young	\$ 1,453,787	\$ 819	\$ 35,774	\$ (87,190)	\$ (8,321)	\$ 44,937	\$ (48,961)	\$ 1,390,845
Santa Barbara Foundation - Hancock Promise	\$ 425,622	\$ 460,610	\$ 9,692	\$ 15,023	\$ (7,197)	\$ (897)	\$ 27,653	\$ 930,507
Rabobank Wealth Mgmt. - Boyd	\$ 4,777,850	\$ -	\$ 183,605	\$ -	\$ (42,814)	\$ 70,706	\$ 47,626	\$ 5,036,971
Northern Trust - Boyd	\$ 7,508,920	\$ -	\$ 197,689	\$ -	\$ (40,954)	\$ 147,145	\$ (145,952)	\$ 7,666,848
Total	\$ 25,547,376	\$ 3,774,593	\$ 782,538	\$ (3,240,486)	\$ (193,452)	\$ 605,412	\$ (65,813)	\$ 27,210,165
<b>Statement of Financial Position</b>								
Cash								\$ 1,768,852
Investments								\$ 25,441,059
Subtotal Cash + Investments								\$ 27,209,911
Receivables & Other								\$ 671,349
Total assets								\$ 27,881,260



<b>To: Executive Committee</b>	<b>Information</b>
<b>From: Jon Hooten Executive Director, College Advancement</b>	<b>October 16, 2019</b>
<b>Subject: Endowment Challenge Title III Grant Update</b>	

**BACKGROUND**

Staff received the attached letter dated October 3, 2019, from Dr. James E. Laws, Jr., Division Director, of the U.S. Department of Education, stating the Foundation has been released from the U.S. Department of Education Challenge Title III Grant as of September 30, 2018.



UNITED STATES DEPARTMENT OF EDUCATION  
OFFICE OF POSTSECONDARY EDUCATION

October 3, 2019

Dr. Michael Black  
Vice President  
Allan Hancock College Foundation  
936 South College Drive  
P.O. Box 5170  
Santa Maria, CA 93456-5170

PR Award Number: P031G950152

Dear Dr. Black:

We are pleased to make available to Allan Hancock College Foundation the combined Federal and university matching share of the Endowment Activity program fund. Under the terms of the Endowment Activity award, the twenty-year investment period was completed on September 30, 2018. This release totals amount \$1,810,961 and includes the \$750,000 corpus established in 1998 plus \$1,060,961 in earned income reported as of September 30, 2018. These funds may be used for any educational purpose including strengthening your capability to meet financial goals for the university and increase student access to quality higher education.

If you have any questions regarding the release of the endowment fund, please feel free to contact Beverly Baker, Endowment Activity program coordinator at (202) 453-6162.

Sincerely,



Jaynes E. Laws, Jr., Ed.D.

Director, Strengthening Institutions  
Division Acting Director, Institutional Program  
Development Division

Cc: Marlyn Cox  
Jon Hooten

400 MARYLAND AVE., S.W., WASHINGTON, DC 20202  
[www.ed.gov](http://www.ed.gov)

<b>To: Executive Committee</b>	<b>ACTION</b>
<b>From: Jon Hooten, Executive Director – College Advancement</b>	<b>October 16, 2019</b>
<b>Subject: Review Foundation Staff Changes and Salary Schedule</b>	

**BACKGROUND**

The Foundation's employee Ms. Maggie Moreton, Operations Specialist, is on an approved leave of absence status effective August 1, 2019, to fill a district position coordinating AHC's Bulldog Bound. Ms. Moreton became employed by the district as a temporary Professional Expert while the district approves the position. Ms. Erin Gardner was hired as Administrative Assistant on August 21, 2019, as a "temporary" employee.

As part of the Foundation's annual audit, a review takes place of the Executive Committee's minutes approving hiring of Foundation employees. On November 13, 2018, Ms. June Aiello was hired as a full-time Major Gift Officer, with an annual salary of \$53,139, which is Step 4 on the Foundation Salary Schedule, and receives an additional annual cash-in-lieu health and welfare benefit of \$5,000. The Foundation Salary Schedule effective July 1, 2019 is included for the Committee's review.

**RECOMMENDATION**

Jon Hooten, Executive Director of College Advancement, recommends approval of hiring Ms. Erin Gardner as the temporary Administrative Assistant effective August 21, 2019, and the hiring of Ms. June Aiello, Major Gifts Officer, effective November 13, 2018. If approved, the recommendation will be forwarded to the full board for their review and approval at the October 24, 2019 quarterly meeting.

**ALLAN HANCOCK COLLEGE FOUNDATION  
STAFF SALARY SCHEDULE  
Effective July 1, 2019**

1% COLA

<u>RANGE</u>		<u>STEP 1</u>	<u>STEP 2</u>	<u>STEP 3</u>	<u>STEP 4</u>	<u>STEP 5</u>	<u>STEP 6</u>	<u>STEP 7</u>
A	HOURLY	24.10	25.30	26.57	27.90	29.29	30.75	32.29
	MONTHLY	3,864	4,057	4,260	4,473	4,696	4,931	5,178
	ANNUAL	46,363	48,681	51,115	53,670	56,354	59,172	62,130
B	HOURLY	23.12	24.27	25.49	26.76	28.10	29.50	30.98
	MONTHLY	3,707	3,892	4,087	4,291	4,505	4,731	4,967
	ANNUAL	44,478	46,702	49,038	51,490	54,064	56,767	59,605
C	HOURLY	21.81	22.90	24.05	25.25	26.91	28.26	29.67
	MONTHLY	3,497	3,672	3,856	4,048	4,315	4,530	4,757
	ANNUAL	41,967	44,065	46,268	48,581	51,776	54,364	57,082

<u>RANGE</u>	<u>TITLE</u>
A	Major Gifts Officer Advancement Officer
B	Advancement Specialist Operations Specialist
C	Administrative Assistant Fiscal Technician

\*Merit increases are based on individual employee performance and not included in the salary schedule.

<b>To: Executive Committee</b>	<b>Information</b>
<b>From: Jon Hooten Executive Director, AHC Foundation</b>	<b>October 16, 2019</b>
<b>Subject: Hancock Promise Campaign Update</b>	

### The Hancock Promise Endowment

The Hancock Promise Endowment campaign has \$3,524,805 in gifts and pledges toward its \$10 million goal. This total includes the proceeds of a bequest, that matured during the last reporting period, of approximately \$2 million. It also includes the \$1 million multi-year pledge from Rabobank, now Mechanics Bank, which we have been informed will be honored.

<b>Hancock Promise Gifts Needed to Raise \$10,000,000</b>				
<b>Gift Level</b>	<b>Gifts Committed</b>	<b>Total Received</b>	<b>% of Goal</b>	<b>Gifts Needed</b>
\$2,000,000	1	\$2,000,000	100%	1
\$750,000	1	\$1,000,000	133%	1
\$500,000	0	\$0	0%	3
\$250,000	0	\$0	0%	6
\$100,000	0	0	0%	10
\$50,000	0	\$0	5%	20
\$25,000	6	\$186,000	25%	20
\$10,000	12	\$176,646	29%	50
\$5,000	9	\$49,200	7%	150
<\$5,000	154	\$135,454	21	450+
<b>TOTALS</b>	<b>183</b>	<b>\$3,524,805</b>	<b>32%</b>	<b>n/a</b>

## 2019-20 GOAL

The goal of the following strategy and tactical approach is to raise **\$1,225,000 million** in FY2019-2020.

Source	2019-2020 Goal	Gifts & Pledges	\$ Needed	% of Goal Pledged
*The Centennial Fund (>\$10,000)	1,000,000	142,500	857,500	14%
Foundations	100,000	15,000	85,000	15%
Private Receptions/Individuals (\$1,000-\$10,000)	50,000	17,650	32,350	35%
Corporations/Small Businesses	30,000	5,000	25,000	17%
Affinity Groups	25,000	0	25,000	0%
Community Organizations/Other	20,000	5,000	15,000	25%
<b>TOTALS</b>	<b>\$1,225,000.00</b>	<b>\$185,150</b>	<b>1,039,850</b>	<b>15%</b>

**\*Internal numbers only.** Public campaign DOES NOT include Centennial funds.

### Individual Giving

#### **The Centennial Fund - \$1 million**

Recruiting for the Centennial Circle is underway. This leadership committee will be comprised of at least 15 individuals who can commit to:

- (1) making a \$10,000 gift/pledge and,
- (2) will volunteer to help secure 5-6 other \$10,000 gifts.

It is important to note that these are new gifts. In order for the financial goal in this sector to be realized, "soft credit," or previous donations cannot be used for additional recognition in the Centennial Circle.

Dr. Walthers is hosting a reception on Sunday, November 3, 2019 at his home for the inaugural members of the Centennial Circle. This will also be an opportunity to invite others to be part of the Centennial Circle Campaign.

Additional receptions will be hosted in the spring of 2020 to recruit new donors in the targeted gift levels. Ron and Mary Nanning have agreed to host the first.

The Centennial Circle has raised \$142,500 in pledges and gifts. No gifts to the Centennial Circle will be shared with the public until August of 2020. At this time there will be an announcement that the Centennial Circle is making a collaborative gift to the Promise that will be marked by a celebration that will also serve to kick-off the 2020-2021 Centennial Year.

The final phase of the Centennial Circle Campaign will be the Centennial Gala, to be held on Saturday, March 20, 2021.

### **Foundations - \$100,000**

The Promise is to be included as part of a number of large foundation grants this year. Some proposals to foundations are already submitted and pending review. Others are calendared over the fiscal year.

### **Private Receptions - \$50,000**

We have planned for an average of \$5,000 per month in contributions generated from "Promise Parties" hosted in private homes, businesses, or other public settings. Reception hosts will invite 12-20 friends, or in some cases more, to hear from the college president about the positive effects of the Promise and the need to fund it locally and privately. The hosts set the style of the party, as well as the guest list. Given current projections, we anticipate surpassing this goal. The line-up to date is:

- |             |  |
|-------------|--|
| 9/30/2019:  | Debra Hood at Vino et Amicis: <ul style="list-style-type: none"><li>• Yielded ten new prospects</li><li>• Three of which are qualified to be capable of gifts at or over \$5,000</li><li>• Individual scripted follow-up calls are underway.</li></ul>   |
| 10/26/2019: | Pam & Bruce Lackey; Janice & Jim Paulsen; Betty & Jack Scully <ul style="list-style-type: none"><li>• The three couples are hosting approximately 40 guests at the home of Pam &amp; Bruce Lackey.</li><li>• These hosts have already hosted a fundraiser for another organization and raised over \$34,000. Their events are very popular among the Trilogy homeowners.</li></ul>                     |
| 1/17/2020   | Jim Fields/April Gillette <ul style="list-style-type: none"><li>• Jim and April will be hosting a reception in their home. They live a convenient distance from both Lompoc and Solvang.</li><li>• Well-chosen wine and hors d'oeuvres will be served for 12-20 guests.</li><li>• The guest list will be carefully planned to include 50% prospects capable of giving at the \$10,000 level.</li></ul> |

2/2020

Tracy Beard

- Tracy and her husband will be hosting an event in Solvang at the home of a donor qualified at the \$10,000 level.
- Additional details TBD.

### **Affinity Groups - \$25,000**

Engaging populations who share commonalities is a tried and true fundraising technique. In the coming year, we will bring together three affinity groups:

- an African American group
- a women's group
- a group built around a sector of industry strongly aligned with the values of Hancock.

The goal is to connect the impact of the Promise on specific communities and populations in order to mobilize those communities to support the Promise as a result.

### **Promise Tours**

Replaced with Promise Parties, receptions, and BBQs.

### **Corporations - \$30,000**

We will continue to engage existing corporate partners to continue their giving and engage new partners for new gifts, as well as creating a structure for B2B asks. Based on last year's giving and our current cultivation efforts, we anticipate surpassing this goal.

### **Community Organizations / Other - \$20,000**

Engagement and stewardship are on-going for district community and social clubs (such as Rotary, Kiwanis, Lions, etc.) for charitable gifts to the Hancock Promise Endowment. Based on our current relationships and previous year's giving, we anticipate surpassing this goal.



Notice of Quarterly Meeting  
Allan Hancock College Foundation Board of Directors  
Thursday, October 24, 2019  
4:00 – 6:00 p.m.

Allan Hancock College, Boardroom, Bldg. B100, 800 South College Drive, Santa Maria, CA 93454

## AGENDA

	Page	Time
1. Call to order		4:00 PM
2. Roll Call		
3. Public Comment <i>Public comment not pertaining to specific agenda items is welcome at this time. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.</i>		
4. Approval of Agenda for October 24, 2019 (ACTION)		4:08 PM
5. Approval of Minutes – July 25, 2019 Quarterly Board Meeting (ACTION)		4:09 PM
6. Welcome and Remarks from Board President – Dr. Lee-Volker Cox		4:10 PM
7. Hancock Promise 2019 Update – Dr. Nohemy Ornelas, Associate Superintendent/ Vice President of Student Services		4:15 PM
8. Finance Committee		4:35 PM
8.A. Review and Approve Financial Statements through 6/30/19 (ACTION)		
8.B. Review and Approve Foundation Staff Changes and Salary Schedule (ACTION)		
8.C. Endowment Challenge Title III Grant Update		
9. President’s Circle Committee Report		4:55 PM
10. Scholarship Committee Update		5:00 PM
11. Hancock Promise Committee Report		5:05 PM
12. Oral Reports		5:15 PM
13.A. Members of the Board of Directors – General Announcements		
13.B. College Superintendent/President – Dr. Kevin G. Walthers		
13.C. College Trustee – Mr. Jeffrey Hall		
13.D. PCPA Foundation Representative – Mr. Jim Bray		

800 South College Drive, P.O. Box 5170, Santa Maria, CA 93456-5170 | [www.ahcfoundation.org](http://www.ahcfoundation.org)  
805.925.2004 or 805.922.6966, ext. 3621 | [ahcfoundation@hancockcollege.edu](mailto:ahcfoundation@hancockcollege.edu)

*The mission of the Allan Hancock College Foundation is to operate for the advancement of education by raising funds and building community support to meet the needs of the college in the areas of scholarships, capital/infrastructure projects and program support.*

- 13.E. Faculty Representative – Mr. Christopher Diaz
- 13.F. Student Representative – Mr. Tyler Little
- 13.G. Executive Director, College Advancement – Dr. Jon Hooten
- 13. Consideration of New Business 5:45 PM
- 14. Next Meeting – Thursday, January 23, 2020, 4:00-6:00 PM. 5:55 PM
- 15. Adjournment of Quarterly Board Meeting (ACTION) 6:00 PM

*In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.*

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Jon Hooten, Ph.D.  
Executive Director  
Allan Hancock College Foundation