



**NOTICE OF  
ANNUAL ORGANIZATIONAL MEETING  
ALLAN HANCOCK COLLEGE FOUNDATION  
BOARD OF DIRECTORS  
July 22, 2021  
4-6 p.m.**

# Agenda

In response to the coronavirus pandemic, the Governor has issued [Executive Order N-25-20](#), [Executive Order N-29-20](#), and [Executive Order N-35-20](#) modifying the Brown Act in order to facilitate essential public meetings being held through remote methods, such as telephonically or electronically. Directors and staff will attend via video conference.

The meeting will be conducted via Zoom: Meeting ID <https://hancockcollege.zoom.us/j/92564166709>

*Please note the meeting may be recorded for future viewing.*

*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.*

## **OFFICERS**

Lee-Volker Cox, Ed.D.  
*President*

Judith Dale  
*Vice President*

Debra Hood  
*Secretary*

Glenn Owen  
*Treasurer*

## **DIRECTORS**

Susan Appel  
James H. Bray  
Michael J. Carroll  
Maggi Daane  
J. Edwin Fields  
Erica Jane Flores  
Judy Frost  
Michael L. Gibson  
George Grama  
Tim Harrington  
Margaret S. Hesse  
Mario Juarez, Esq.  
Robert B. Klug  
Robert Manning  
Sam Orozco, D.P.A.  
Cynthia Schur

## **EMERITUS DIRECTOR**

Ronald L. Thatcher  
Doris T. Lahr, In Memoriam

## **COLLEGE TRUSTEE REPRESENTATIVES**

Jeffery Hall  
Gregory A. Pensa

## **COLLEGE REPRESENTATIVES**

Kevin G. Walthers, Ph.D.  
*Superintendent/President*  
Eric D. Smith  
*Associate Superintendent/ Vice President,  
Finance and Administration*  
Jon Hooten, Ph.D.  
*Executive Director,  
College Advancement*  
Nichole Dechaine  
*Faculty*  
Marcela Viveros  
*Student*

## **FOUNDATION STAFF**

Marlyn Cox  
Erin Gardner  
Tracy McKee  
Natalie Rucobo

Notice of Quarterly Meeting  
 Allan Hancock College Foundation Board of Directors  
 Thursday July 22, 2021  
 4:00 – 6:00 p.m.

In response to the coronavirus pandemic, the Governor has issued [Executive Order N-25-20](#), [Executive Order N-29-20](#), and [Executive Order N-35-20](#) modifying the Brown Act in order to facilitate essential public meetings being held through remote methods, such as telephonically or electronically. Directors and staff will attend via video conference.

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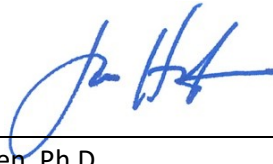
*Please note the meeting may be recorded for future viewing.*

**AGENDA**

	<b>Page</b>	<b>Time</b>
1. Call to order		4:00 p.m.
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 - July 22, 2021 (ACTION)		4:03 p.m.
5. Approval of Minutes - April 22, 2021, Quarterly Board Meeting (ACTION)	1-7	4:04 p.m.
6. Welcome and Remarks from Board President – Lee-Volker Cox (Information)		4:05 p.m.
7. Q&A: Beyond Incarceration Greater Education (B.I.G.E.) Program - with Marian Hancock Scholarship recipient and student delegate Rafael Valdovinos and B.I.G.E. president and founder Arturo “Cheech” Raygoza (Information)		4:07 p.m.
8. Governance and Nominations Committee		4:30 p.m.
8.A. 2021-22 Slate of Officers (ACTION)	8	
8.B. 2021-22 Committees and Chairs (ACTION)	9	
8.C. New Student Representative – Marcela Viveros (Information)	10	
9. Foundation Staffing Update (Information)	11	4:35 p.m.
10. Approval of Financial Statements through 5/31/2021 (ACTION)	12-16	4:45 p.m.
11. Advancement Committee		5:00 p.m.
11.A. Foundation Giving Report and Hancock Promise Campaign Update (Information)	17-20	
11.B. President’s Circle Subcommittee Report (Information)	21	
11.C. Scholarship Subcommittee Report (Information)	22	

12. Oral Reports (Information) 5:25 p.m.
- 12.A. Executive Director, College Advancement – Jon Hooten
  - 12.B. College Superintendent/President – Kevin Walthers
  - 12.C. College Trustee – Jeffrey Hall
  - 12.D. PCPA Foundation Representative – Jim Bray
  - 12.E. Faculty Representative – Nichole Dechaine
  - 12.F. Student Representative – Marcela Viveros
  - 12.G. Members of the Board of Directors – General Announcements
13. Consideration of New Business (Information) 5:45 p.m.
14. Next Meeting – Thursday, Oct 28, 2021, 4-6 p.m. (Information)
15. Adjourn (ACTION) 6:00 p.m.

*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

**ALLAN HANCOCK COLLEGE FOUNDATION**

Quarterly Meeting of the Board

Minutes of April 22, 2021

A regular meeting of the board of directors was held on April 22, 2021, at 4 p.m. via Zoom teleconference. This meeting was held remotely in compliance with Governor Newsom’s shelter-at-home order issued to help protect against the spread of COVID-19.

**1. Call to Order**

Foundation Board President L.V. Cox, called the meeting to order at 4:02 p.m.

**2. Roll Call**

*Directors Present:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll, M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, M. Juarez, R. Klug, B. Manning, G. Pensa, C. Schur, K. Walthers, E. Smith, N. Dechaine, S. Orozco

*Directors Absent:* J. Bray, G. Grama, J. Frost, P. Hesse, J. Hall

*Student Representative:* L. Espinoza

*Staff Present:* J. Hooten, M. Cox, E. Gardner, N. Rucobo, T. McKee

*Recorder:* T. McKee

**3. Public Comment - None**

**4. Approval of Agenda – April 22, 2021 (ACTION)**

**MOTION:** On a motion by M. Daane, seconded by F. Campo, the agenda for April 22, 2021, was approved by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll, M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, M. Juarez, R. Klug, B. Manning, G. Pensa, C. Schur, E. Smith, N. Dechaine

*Noes:* None

*Abstentions* None

**5. Approval of Minutes – January 28, 2021 (ACTION)**

The minutes from the January 28, 2021, quarterly board meeting were reviewed.

**MOTION:** On a motion by M. Gibson, seconded by M. Daane, the minutes were approved by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll, M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, M. Juarez, R. Klug, B. Manning, G. Pensa, C. Schur, E. Smith, N. Dechaine

*Noes:* None

*Abstentions* None

**6. Welcome and Remarks from Board President – Lee-Volker Cox (Information)**

L.V. Cox welcomed the board and thanked everyone for their work. He shared that despite the pandemic, the Foundation is still accomplishing a lot out in the community, and also noted that this board is positively impacting the community with the Hancock Promise.

**7. Consent Agenda (ACTION)**

Consent agenda items include:

**7.A. New Student Representative – Lennette Espinoza**

L.V. Cox welcomed L. Espinoza, Hancock’s ASBG President, and thanked her for joining us.

J. Hooten welcomed L. Espinoza to the board and thanked her for the work she has done as ASBG President.

**7.B. Board Member Resignation – Frank Campo**

On behalf of the students of Hancock. L.V. Cox thanked F. Campo for his service as a member of the board of directors.

F. Campo shared that it was a pleasure to sit on the board and he has enjoyed his four years of service. He will be moving back to the mid-west to be closer to his twelve grandkids. He looks forward to participating in future events and will join in the Centennial Celebration on May 22. J. Hooten thanked F. Campo for his time and dedication.

**7.C. 2021-22 Calendar of Meetings and Events**

**MOTION:** On a motion by S. Appel, seconded by B. Manning, the consent agenda was approved by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, M. Juarez, R. Klug, B. Manning, G. Pensa, C. Schur, E. Smith, N. Dechaine

*Noes:* None

*Abstentions* None

**8. Presentation – Centennial Finale (Information)**

J. Hooten shared what the Foundation team has been doing in terms of planning and behind the scenes preparation for the Hancock 100 Centennial Celebration. He thanked the planning committee for their time, experience, and perspective and the goodwill they have all been putting into this event.

The purpose of this event is to celebrate the history of the college, with fundraising being the secondary goal. The celebration will be broadcast live on KCOY and will be streamed on Youtube on May 22, 2021, at 6 p.m. Santa Barbara County Supervisor Steve Lavagnino will serve as host and emcee. Local and state community leaders will send in video clips wishing the college a happy birthday.

The Hancock Promise will be featured in a segment as well as a Hometown Heroes segment to honor those who have been working hard and supporting our local community throughout the pandemic.

N. Dechaine’s chorus group will be featured singing the Hancock fight song, and thanked her for all the hard work that has gone into this piece as the results have turned out great.

J. Hooten shared the musical lineup with the committee and also gave an update on the preview party which will be our in-person President’s Circle event at the Hancock College Winery. This event will accommodate roughly 50 people per viewing party and we will host two parties on Saturday, May 15, 2021.

J. Hooten thanked the sponsorship subcommittee and Dr. Walthers for helping obtain sponsorships for the centennial. Sponsorship packages include dinner deliveries for top sponsors, watch party boxes, and

Hancock wines. As of this afternoon, at the committee has raised \$185,000 with seven sponsorships at \$10,000 level. Dinner deliveries will go to watch parties in cities from SLO County to the Santa Ynez Valley as well as one sponsor in Illinois.

K. Walthers joined the meeting at 4:30

The presenting sponsor is the Maddux family and the local McDonalds franchises. CoastHills came in at over \$10,000 so a new Millennial sponsorship level was created. A few other sponsor highlights are Brad and Barbara Johnson, Eddie and Jennifer Murray, The Mark & Dorothy Smith Foundation, Santa Barbara Foundation, Marian Medical Center/Dignity Health, local car companies, and Roebbelen Construction. J. Hooten encouraged the board to reach out with any sponsorship prospects.

M. Carroll added that Union Bank recently approved a \$2500 Centennial Celebration sponsorship that can be added to the campaign.

M. Gibson shared that if all the board of directors contributed \$250, sponsorships could surpass the \$250,000. J. Hooten encouraged the board to contact him if interested in contributing. All sponsorship proceeds will benefit the Hancock Promise endowment.

## **9. Finance Committee**

### **9.A. Financial Statements through 2/28/2021 (ACTION)**

G. Owen reviewed financial statements through February 28, 2021.

M. Juarez left the meeting at 4:41 p.m.

**MOTION:** On a motion by G. Owen, seconded by B. Manning, the financial statements through 2/28/2021 were approved as presented by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, R. Klug, B. Manning, G. Pensa,  
C. Schur, K. Walthers, E. Smith, N. Dechaine  
*Noes:* None  
*Abstentions* None

### **9.B. 2021-2022 Operating Budget (ACTION)**

G. Owen highlighted the importance of looking at the Foundation's adopted budget amount in order to compare it to the adjusted budget amount.

When the Finance Committee and the Executive Committee initially reviewed the proposed budget, the revenue exceeded expenditures. As a result, the Executive Committee decided to balance the budget by reducing the proposed "Intrafund Transfer In" revenue amount from the Hansen Unrestricted Endowment.

**MOTION:** On a motion by G. Owen, seconded by M. Gibson, the 2021-2022 Operating Budget was approved as presented by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, R. Klug, B. Manning, G. Pensa,  
C. Schur, K. Walthers, E. Smith, N. Dechaine  
*Noes:* None

*Abstentions* None

**9.C. 2021-2022 Foundation Budget – All Funds (ACTION)**

G. Owen presented the 2020-2022 Foundation Budget – All Funds. The overall Foundation budget incorporates all the funds including general operations, restricted funds, scholarship and endowments.

**MOTION:** On a motion by G. Owen, seconded by M. Gibson, the 2021-2022 Foundation Budget – All Funds was approved as presented by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, R. Klug, B. Manning, G. Pensa,  
C. Schur, K. Walthers, E. Smith, N. Dechaine

*Noes:* None

*Abstentions* None

**9.D. Independent 2019-2020 Auditor’s Report (ACTION)**

The Foundation audit for the fiscal year ending June 30, 2020, was performed by representatives from CWDL, Certified Public Accountants. The audit and a copy of the management letter prepared by Ms. Laura Becker, AHC Director - Business Services, was attached for the committee’s review and approval.

E. Smith confirmed that the district has a new auditing firm. K. Seyfert worked closely with the new auditors, and E. Smith thanked her for the amount of work performed. The auditor’s letter identified that are no internal findings in controls.

**MOTION:** On a motion by G. Owen, seconded by G. Pensa, the Independent 2019-2020 Auditor’s Report was approved as presented by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, M. Gibson, T. Harrington, D. Hood, R. Klug, B. Manning, G. Pensa,  
C. Schur, K. Walthers, E. Smith, N. Dechaine

*Noes:* None

*Abstentions* None

**9.E. Paycheck Protection Program Loan Forgiveness (Information)**

In April 2020, the Foundation was eligible and approved to receive a Payroll Protection Program loan issued by the Small Business Administration under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). The \$61,750 loan was obtained through Mechanics Bank and forgivable provided the loan was used for costs including employee compensation, employer contributions for health insurance, employer contributions for employee retirement plans, and employer state and local taxes assessed on employee compensation. In March 2021, a PPP Loan Forgiveness application was submitted and has been approved. Mechanics Bank provided an approval letter forgiving the Foundation’s PPP loan in the amount of \$61,750 for principal and \$537.98 for accrued interest.

**9.F. Investment Advisor Review (Information)**

At the Finance Committee meeting held on Wednesday, March 31, 2021, the committee reviewed 2020 annual reports presented by investment advisors from Santa Barbara Foundation, Northern Trust, Morgan Stanley, Monarch Wealth Management and Mechanics Wealth Management annual reports of 2020 investments. An advisor recommended providing an analysis of all Foundation’s investments to compare allocations, risks and brokerage fees for the committee’s review.

The investment advisor review meetings have been refined and all the advisors provided an overview of market conditions, how they are following our investment policies, and they are all in compliance.

The Northern Trust representative suggested that we may be over-diversified due to having too many advisors. He suggested we do a review analysis across all investment advisors in order to compare themselves with each other. This would help us get an idea of the fees being incurred and how efficient were doing things. The FC committee will discuss this at the next meeting.

It was reported that these annual meetings continue to be very important and efficient.

S. Orozco joined at 5:03 p.m.

## **10. Advancement Committee**

### **10.A. Foundation Giving Report (Information)**

The quarterly Foundation Giving Report provides a snapshot of Foundation fundraising between January 1 and March 19 for both 2020 and 2021.

### **10.B. President's Circle Subcommittee Report (Information)**

J. Hooten provided an update on the President's Circle campaign. The President's Circle often supports campus-based programs and there's a relatively large fund in there that has been unspent that's been available for the Student Emergency Fund. Foundation staff is using the centennial event as a recruiting tool for the President's Circle with all sponsors who give \$1000 or above receiving an honorary one-year President's Circle membership. The next event will be a wine and cheese mixer party leading up to the centennial celebration at the Hancock winery.

M. Daane agreed that adding the membership for higher level centennial sponsors will provide the Foundation staff with a solid place to work from after the centennial. M. Daane reported that President's Circle saw 100% membership renewal rate the last time around and encouraged the Foundation staff keep up the good work on the President's Circle outreach.

Mike Gibson left the meeting at 5:10 p.m.

### **10.C. Scholarship Subcommittee Report (Information)**

N. Rucobo gave an update on the scholarship rubric that the scholarship committee used this year. The rubric makes the reviewing process less subjective and gives more guidance to committee members. There was a 12% increase in scholarship funding this year.

The scholarship committee has awarded over \$200,000 and is working hard to finish the awarding process next week. Donors will receive a save the date invite to virtual zoom receptions within two weeks. Students will be notified of their awards via email by the end of this month.

The scholarship program is projected to break a record in the amount of funding that will be awarded this year. Scholarship funding is well over \$500,000.

J. Hooten and N. Rucobo thanked those who contributed all the hard work to the scholarship process.



## **Oral Reports (Information)**

### **11.A. Executive Director, College Advancement – Jon Hooten**

J. Hooten thanked the board for their contributions to the centennial celebration thus far.

### **11.B. College Superintendent/President – Kevin Walthers**

K. Walthers shared an update on the vaccination clinics here on campus. The farmworkers vaccine clinic had a turnout of 530 farmworkers which was a few hundred more than expected. He extended thanks to LeeAnne McNulty and Nohemy Ornelas for their exceptional work in managing the vaccination clinics.

Foodshare Because We Care has served 450,000 people to-date. He thanked all the students and staff that have been running the food share lines and distributing food.

### **11.C. College Trustee – G. Pensa (J. Hall did not attend)**

G. Pensa shared that he's had the opportunity to watch the students in action at the Foodshare distribution and congratulated them on the great job they are doing.

The board of trustees had a successful steel topping ceremony at the new Fine Arts Complex this past week where the highest beams of the new building were signed by the trustees and construction company representatives.

G. Pensa informed the committee that Larry Lahr is stepping down from the board of trustees after 27 years of service and noted what an important figure he has been during his time serving.

### **11.D. PCPA Foundation Representative – Jim Bray (Absent)**

### **11.E. Faculty Representative – Nichole Dechaine**

N. Dechaine shared a video of the Hancock chorus group singing the Hancock alma mater/fight song which was recorded virtually using Zoom. She plans to add old photos and historic imagery from the college's archives which will be included during the Hancock centennial celebration.

### **11.F. Student Representative – Lennette Espinoza**

L. Espinoza reminded the board that ASBG elections are approaching in May. L. Espinoza thanked the board for opportunity to serve as a student representative on the Foundation board.

K. Walthers added that she has done a great job as student body president and has shown great leadership.

### **11.G. Members of the Board of Directors – General Announcements**

K. Walthers shared that college staff and faculty are preparing for students to return to campus this fall.

N. Dechaine added that the faculty has been incredibly adaptable and innovative in coming up with ways to engage their students during the pandemic. She thanked Dr. Walthers for the support he has provided to the faculty this past year.

## **11. Consideration of New Business (Information)**

E.J. Flores made a special mention of Erin Krier and her agriculture program students for putting together care packages for the homeless in our community.

L.V. Cox thanked the board for their time, work, and effort in making a positive impact on the lives of our students and community.

**12. Next Meeting – Thursday, July 22, 2021, 4-6 p.m. (Information)**

**13. Adjourn (ACTION)**

**MOTION:** On a motion by G. Pensa, seconded by F. Campo, the meeting was adjourned at 5:51 p.m. by the following vote:

*Ayes:* L.V. Cox, J. Dale, G. Owen, S. Appel, F. Campo, M. Carroll,  
M. Daane, J. Fields, E.J. Flores, T. Harrington, D. Hood, R. Klug, B. Manning, G. Pensa, C. Schur, K.  
Walthers, E. Smith, N. Dechaine, S. Orozco

*Noes:* None

*Abstentions* None

<b>To: Board of Directors</b>	<b>ACTION</b>
<b>From: Mario Juarez, Chair Governance and Nominations Committee</b>	<b>July 22, 2021</b>
<b>Subject: 2021-22 Slate of Officers</b>	

**BACKGROUND**

The slate of officers for the 2021-2022 fiscal year is presented for approval.

- President – Lee-Volker Cox
- Vice President – Judith Dale
- Secretary – Debra Hood
- Treasurer – Glenn Owen
- Member-at-Large #1 – Jim Bray
- Member-at-Large #2 – Bob Manning

**RECOMMENDATION**

The Governance and Nominations Committee recommends the Board of Directors accept the 2021-2022 slate of officers as presented.

<b>To: Board of Directors</b>	<b>ACTION</b>
<b>From: Mario Juarez, Chair Governance and Nominations Committee</b>	<b>July 22, 2021</b>
<b>Subject: 2021-22 Committees and Chairs</b>	

**BACKGROUND**

Updated rosters for the Allan Hancock College Foundation’s committees for the 2021-22 fiscal year are presented for approval.

<p><b><u>Executive Committee</u></b></p> <ul style="list-style-type: none"> <li>- <b>Lee-Volker Cox (2025), President/Chair</b></li> <li>- Judith Dale (2029), Vice President</li> <li>- Debra Hood (2028), Secretary</li> <li>- Glenn Owen (2026), Treasurer</li> <li>- Jim Bray (2023), Member-at-large</li> <li>- Bob Manning (2022), Member-at-large</li> <li>- Jeff Hall</li> <li>- Kevin Walthers</li> </ul>	<p><b><u>Finance Committee</u></b></p> <ul style="list-style-type: none"> <li>- <b>Glenn Owen (2026), Treasurer/Chair</b></li> <li>- Lee-Volker Cox (2025) President</li> <li>- Peggy Hesse (2023)</li> <li>- Jim Fields (2025)</li> <li>- Judy Frost (2027)</li> <li>- Eric Smith</li> </ul>
<p><b><u>Advancement Committee</u></b></p> <ul style="list-style-type: none"> <li>- <b>Mike Gibson (2030), Chair</b></li> <li>- Susan Appel (2030)</li> <li>- Mike Carroll (2024)</li> <li>- Maggi Daane (2027)</li> <li>- J. Edwin Fields (2025)</li> <li>- Erica Jane Flores (2030)</li> <li>- Bob Manning (2022)</li> <li>- Greg Pensa</li> <li>- Kevin Walthers</li> </ul> <p><b><u>President’s Circle Subcommittee</u></b></p> <ul style="list-style-type: none"> <li>o <b>Maggi Daane (2027), Chair</b></li> </ul> <p><b><u>Scholarship Subcommittee</u></b></p> <ul style="list-style-type: none"> <li>o <b>Bob Manning (2022), Chair</b></li> <li>o George Grama (2030)</li> <li>o Tim Harrington (2027)</li> </ul>	<p><b><u>Governance and Nominations Committee</u></b></p> <ul style="list-style-type: none"> <li>- <b>Mario Juarez (2025), Chair</b></li> <li>- Judith Dale (2029), Vice President</li> <li>- Judy Frost (2027)</li> </ul> <p><i>Note: According to the Foundation’s bylaws, a director will term off at the January meeting following their 9<sup>th</sup> year of service. Each director will term off in January of the year listed. These years are based on each director’s election date according to board minutes.</i></p>

**RECOMMENDATION**

The Governance and Nominations Committee recommends the Board of Directors accept the 2021-22 committees and chairs as presented.

<b>To: Board of Directors</b>	<b>Information</b>
<b>From: Mario Juarez, Chair Governance and Nominations Committee</b>	<b>July 22, 2021</b>
<b>Subject: New Student Representative – Marcela Viveros</b>	

**BACKGROUND**

Marcela Viveros has been elected to serve as president of the Allan Hancock College Associated Student Body Government for the 2021-2022 academic year and will act as student representative to the Allan Hancock College Foundation while in office.

Ms. Viveros currently has plans to a transfer to four-year university to pursue her bachelor's degree and obtain a PsyD in psychology with a minor in criminal justice. She would like to eventually become a psychologist specializing in forensic psychology.

<b>To: Board of Directors</b>	<b>Information</b>
<b>From: Lee-Volker Cox, Chair Executive Committee</b>	<b>July 22, 2021</b>
<b>Subject: Foundation Staffing Approval</b>	

**BACKGROUND**

At the Executive Committee meeting held on January 13, 2021, the committee approved hiring Ms. Terri Lee Coleman to assist staff in soliciting Centennial Celebration sponsorships and support with the event. Ms. Coleman's solicitations brought in \$63,700 in support. The hours of work to accomplish the soliciting sponsors exceeded the approved \$5,015 hourly wage and payroll taxes. The Executive Committee approved Ms. Coleman's total hourly wages and payroll taxes of \$15,311 at the July 7, 2021 meeting.

<b>To: Board of Directors</b>	<b>ACTION</b>
<b>From: Judy Frost, Convener Finance Committee</b>	<b>July 22, 2021</b>
<b>Subject: Review and Approval of Financial Statements through 5/31/2021</b>	

**BACKGROUND**

A review of the Allan Hancock College Foundation financial statements.

Contributions Report	7/1/2021-5/31/2021	pg. 13
Statement of Operations	5/31/2021	pg. 14
Statement of Financial Position	5/31/2021	pg. 15
General Operations Budget	5/31/2021	pg. 16

**RECOMMENDATION**

Judy Frost, who chaired the Finance Committee meeting in Glenn Owen's absence, recommends approval of the financial statements as submitted.

**Allan Hancock College Foundation  
Contributions  
July 1, 2020 through June 30, 2021**

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 8,756	\$ 10,040	\$ 10,035	\$ 7,341	\$ 2,950	\$ 4,804	\$ 7,066	\$ 137	\$ 35	\$ 7,071	\$ 900	\$ -	\$ 59,135
Other Local Income	\$ -	\$ 8	\$ -	\$ -	\$ 24	\$ -	\$ 28	\$ -	\$ -	\$ -	\$ 31	\$ -	\$ 91
President's Circle	\$ 4,581	\$ 3,831	\$ 2,541	\$ 2,558	\$ 4,055	\$ 17,008	\$ 2,005	\$ 2,143	\$ 5,191	\$ 1,609	\$ 1,356	\$ -	\$ 46,877
Restricted	\$ 1,429	\$ 3,376	\$ 1,090	\$ 11,990	\$ 4,040	\$ 1,970	\$ 1,105	\$ 794	\$ 23,409	\$ 106,026	\$ 94,717	\$ -	\$ 249,946
Scholarships	\$ 83,832	\$ 25,971	\$ 22,432	\$ 31,925	\$ 12,367	\$ 42,500	\$ 36,079	\$ 51,265	\$ 59,360	\$ 40,113	\$ 13,631	\$ -	\$ 419,475
Hancock Promise	\$ 200,827	\$ 16,232	\$ 29,559	\$ 6,903	\$ 5,369	\$ 106,557	\$ 14,048	\$ 46,248	\$ 54,632	\$ 7,933	\$ 1,734	\$ -	\$ 490,042
Title V - Hancock Promise				\$ 371	\$ 19,533	\$ 32,382	\$ 47,714	\$ -	\$ 5,200	\$ 2,151	\$ 696	\$ -	\$ 108,047
Endowments	\$ 124,259	\$ 20,000	\$ -	\$ 7,846	\$ 18,025	\$ 131,100	\$ 2,000	\$ 3,601	\$ 5,050	\$ 12,000	\$ -	\$ -	\$ 323,881
<b>MONTHLY TOTALS</b>	<b>\$ 423,683</b>	<b>\$ 79,457</b>	<b>\$ 65,657</b>	<b>\$ 68,934</b>	<b>\$ 66,364</b>	<b>\$ 336,321</b>	<b>\$ 110,045</b>	<b>\$ 104,188</b>	<b>\$ 152,877</b>	<b>\$ 176,903</b>	<b>\$ 113,065</b>	<b>\$ -</b>	<b>\$ 1,697,494</b>
<b>CURRENT YTD TOTALS</b>	<b>\$ 423,683</b>	<b>\$ 503,141</b>	<b>\$ 568,798</b>	<b>\$ 637,731</b>	<b>\$ 704,095</b>	<b>\$ 1,040,416</b>	<b>\$ 1,150,461</b>	<b>\$ 1,254,649</b>	<b>\$ 1,407,526</b>	<b>\$ 1,584,429</b>	<b>\$ 1,697,494</b>	<b>\$ -</b>	<b>\$ 1,697,494</b>

**PRIOR YEARS CONTRIBUTIONS**

July 2019 - June 2020	3,661,328
July 2018 - June 2019	1,646,016
July 2017 - June 2018	2,547,577
July 2016 - June 2017	1,167,156
July 2015 - June 2016	1,766,065
July 2014 - June 15	1,354,736
July 2012-June 2013	11,662,226
July 2011 - June 2012	774,867
July 2010 - June 2011	907,673
July 2009 - June 2010	941,725
July 2008 - June 2009	1,053,236
July 2007 - June 2008	1,070,668
July 2006 - June 2007	1,098,427
July 2005 - June 2006	1,125,361

**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 05/31/2021**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
<b>REVENUES:</b>							
PPP Loan Forgiveness Income	0	12,998	0	0	0	0	12,998
Contributions, Gifts, Grants & Endwmnts	0	59,135	786,865	419,475	431,928	0	1,697,403
Sales and Commission	0	0	1,010	0	0	0	1,010
Interest and Investment Income	0	17,359	45	0	0	605,384	622,789
Realized Gain/Loss on Invest	0	6,954	0	0	0	940,674	947,628
Unrealized Gain/Loss on Invest	0	81,357	0	0	0	4,975,773	5,057,130
Other Local Revenues	0	91	0	0	0	0	91
<b>Total Revenues</b>	<b>0</b>	<b>177,895</b>	<b>787,919</b>	<b>419,475</b>	<b>431,928</b>	<b>6,521,832</b>	<b>8,339,050</b>
<b>EXPENSES:</b>							
Non Bargaining Unit	0	224,824	0	0	0	0	224,824
Payroll Expense/Other Forgivable Ex	0	12,998	0	0	0	0	12,998
Benefits	0	22,922	0	0	0	0	22,922
Public Relations/Recognitions	0	370	0	0	0	0	370
Office/Operational Supplies	0	2,944	12,670	0	0	0	15,615
In Kind Supply Expense	0	0	1,010	0	0	0	1,010
Non Instr Printing	0	7,876	6,397	0	0	0	14,273
Contest Prizes	0	0	200	0	0	0	200
Food - Business Meetings/Events	0	2,517	30,008	0	0	0	32,525
Indep Contractor (Individuals)	0	0	14,500	0	0	0	14,500
Service Contracts (Businesses)	0	3,119	7,106	0	0	0	10,225
Travel - All Travel Costs	0	1,938	265	0	0	0	2,203
On-Site-Prof. Develop/Webinars	0	1,327	300	0	0	0	1,627
Foundation Community Activities	0	1,477	11,759	0	0	0	13,236
Dues & Memberships	0	1,079	2,693	0	0	0	3,772
Non-Tech Licenses, Permits, Fees	0	2,518	3,978	0	0	0	6,496
Software/Technology Licenses	0	0	19,276	0	0	0	19,276
Facility Rental	0	0	4,000	0	0	0	4,000
Software Maintenance Agreement	0	8,567	1,125	0	0	0	9,692
Equipment Rental	0	0	2,512	0	0	0	2,512
Misc Operating Expenses	0	0	5,000	0	0	0	5,000
District/College Support	0	0	178,083	0	0	0	178,083
Postage/Express Services	0	3,938	53	0	0	0	3,992
Advertising	0	1,440	12,394	0	0	0	13,834
Bank Service Charges	0	3,516	1,054	0	0	0	4,570
Investment Brokerage Fees	0	3,211	0	0	0	244,647	247,858
PCPA Support	0	0	12,850	76,990	0	0	89,840
Student Assistance	0	0	22,927	0	0	0	22,927
Scholarships	0	0	6,895	462,989	0	0	469,884
Misc Payments to/for Students	0	0	280	0	0	0	280
<b>Total Expenses</b>	<b>0</b>	<b>306,582</b>	<b>357,338</b>	<b>539,979</b>	<b>0</b>	<b>244,647</b>	<b>1,448,545</b>
<b>Net Income (Loss)</b>	<b>0</b>	<b>(128,686)</b>	<b>430,581</b>	<b>(120,504)</b>	<b>431,928</b>	<b>6,277,185</b>	<b>6,890,505</b>
<b>OTHER FINANCING SOURCES/OUTGO:</b>							
Intrafund Transfer-In	0	143,779	105,864	315,332	1,118,524	17,262	1,700,760
Intrafund Transfers-Out	0	22,500	1,142,138	2,551	45,324	488,247	1,700,760
Other Transfer-In	0	190,073	0	0	0	0	190,073
<b>Net Transfers</b>	<b>0</b>	<b>311,352</b>	<b>(1,036,274)</b>	<b>312,781</b>	<b>1,073,200</b>	<b>(470,986)</b>	<b>190,073</b>
<b>Net Inc/Dec in Fund Bal</b>	<b>0</b>	<b>182,665</b>	<b>(605,693)</b>	<b>192,277</b>	<b>1,505,128</b>	<b>5,806,200</b>	<b>7,080,578</b>
<b>FUND BALANCE:</b>							
Fund Equity, July 1	0	389,170	2,841,568	589,105	22,344,971	3,839,151	30,003,966
<b>Current Balance</b>	<b>0</b>	<b>571,836</b>	<b>2,235,876</b>	<b>781,382</b>	<b>23,850,099</b>	<b>9,645,351</b>	<b>37,084,543</b>

**ALLAN HANCOCK COLLEGE FOUNDATION  
STATEMENT OF FINANCIAL POSITION  
FOR THE PERIOD ENDING 05/31/2021**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
<b>ASSETS:</b>							
Claim on Cash	(11,305,072)	557,734	1,631,098	783,997	(1,313,107)	9,645,351	0
AHC Fdtn Mechanics Bank Checking	449,958	0	0	0	0	0	449,958
AHC Fdtn MS Active Assets MM	466,226	0	0	0	0	0	466,226
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	165,433	0	165,433
MS Select UMA Unrestr 2948 Inv Cash	17,015	0	0	0	0	0	17,015
Monarch With Strategies Pooled Cash	22,365	0	0	0	0	0	22,365
Monarch With Strategies Lahr Cash	0	0	0	0	311	0	311
Northern Trust Boyd Cash	0	0	0	0	405,537	0	405,537
Northern Trust Young Cash	0	0	0	0	66,959	0	66,959
Mechanics Bank With Mgmt Boyd Cash	0	0	0	0	275,073	0	275,073
MS Select UMA Pooled 1441 Inv Cash	317,921	0	0	0	0	0	317,921
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	728	0	728
Accounts Receivable	0	0	500	0	0	0	500
Pledge Receivable - Current	0	0	173,824	0	0	0	173,824
Pledge Receivable - Non Current	0	0	427,495	0	0	0	427,495
Discount on Pledge Receivable	0	0	(17,514)	0	0	0	(17,514)
Due From Other Funds	0	6,367	427	0	0	0	6,794
Inventory	0	0	770	0	0	0	770
Prepaid Items	0	7,948	19,276	0	0	0	27,224
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,164,880	0	2,164,880
MS Select UMA Unrestr 2948 Inv Cost	485,787	0	0	0	0	0	485,787
Monarch With Strategies Pooled Cost	1,584,633	0	0	0	0	0	1,584,633
Monarch With Strategies Lahr Cost	0	0	0	0	59,063	0	59,063
Northern Trust Boyd Cost	0	0	0	0	7,003,555	0	7,003,555
Northern Trust Young Cost	0	0	0	0	1,224,969	0	1,224,969
Mechanics Bank With Mgmt Boyd Cost	0	0	0	0	4,737,126	0	4,737,126
MS Select UMA Pooled 1441 Inv Cost	5,279,497	0	0	0	0	0	5,279,497
Interest in CA Comm Colleges Cost	0	0	0	0	145,588	0	145,588
SB Fdtn Hancock Promise Cost	0	0	0	0	4,136,116	0	4,136,116
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	99,818	0	99,818
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	672,398	0	672,398
MS Select UMA Unrestr 2948 FMV Adj	140,542	0	0	0	0	0	140,542
Monarch With Strtgs Pooled FMV Adj	470,180	0	0	0	0	0	470,180
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	14,911	0	14,911
Northern Trust Boyd FMV Adj	0	0	0	0	1,660,427	0	1,660,427
Northern Trust Young FMV Adj	0	0	0	0	509,767	0	509,767
Mechanics Bk With Mgmt Boyd FMV Adj	0	0	0	0	1,029,519	0	1,029,519
MS Select UMA Pooled 1441 FMV Adj	2,070,948	0	0	0	0	0	2,070,948
SB Fdtn Hancock Promise FMV Adj	0	0	0	0	786,741	0	786,741
MrgStnly Title V HSI HP 8826 FMV Adj	0	0	0	0	4,289	0	4,289
<b>Total Assets</b>	<b>0</b>	<b>572,049</b>	<b>2,235,877</b>	<b>783,997</b>	<b>23,850,099</b>	<b>9,645,351</b>	<b>37,087,372</b>
<b>LIABILITIES:</b>							
Sales Tax Payable	0	213	1	0	0	0	214
Due To/From Interchart Scholarsh.	0	0	0	2,615	0	0	2,615
<b>Total Liabilities</b>	<b>0</b>	<b>213</b>	<b>1</b>	<b>2,615</b>	<b>0</b>	<b>0</b>	<b>2,829</b>
<b>FUND BALANCE:</b>							
Fund Equity FYB	0	389,170	2,841,568	589,105	22,344,971	3,839,151	30,003,966
Current Income/Loss	0	182,665	(605,693)	192,277	1,505,128	5,806,200	7,080,578
<b>Total Fund Balance</b>	<b>0</b>	<b>571,835</b>	<b>2,235,875</b>	<b>781,382</b>	<b>23,850,099</b>	<b>9,645,351</b>	<b>37,084,544</b>
<b>Total Liabilities &amp; Fund Balance</b>	<b>0</b>	<b>572,048</b>	<b>2,235,876</b>	<b>783,997</b>	<b>23,850,099</b>	<b>9,645,351</b>	<b>37,087,373</b>

**Allan Hancock College Foundation  
Foundation General Operations**

Query View Budget Quick Query  
 Fiscal period start 07/01/2020  
 Fiscal period end 8/30/2021  
 As of Date 5/31/2021

Chart of Accounts 3  
 Fund 831001 and 831002  
 Organization AFN  
 Account All  
 Program 709001

Account	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
<b>Expenses</b>					
214000	Non Bargaining Unit	\$ 259,362	\$ 261,863	\$ 224,824	\$ 37,039
215000	Payroll Expense/Other Forgivable	\$ -	\$ -	\$ 12,998	\$ (12,998)
332000	Classified Non Instr FICA-Soc Scrt	\$ 16,080	\$ 16,235	\$ 14,710	\$ 1,525
336000	Classified Non-Instr FICA-Medicare	\$ 3,761	\$ 3,797	\$ 3,440	\$ 357
342000	Classified Non Instr Health & Wlfr	\$ 1,200	\$ 1,200	\$ 574	\$ 626
352000	Classified Non-Instr SUI	\$ 728	\$ 2,334	\$ 2,334	\$ 0
352500	Classified ETT-Foundation	\$ 28	\$ 28	\$ 6	\$ 22
382000	Classified Non Instr Workers Comp	\$ 1,985	\$ 2,050	\$ 1,858	\$ 192
451500	Public Relations/Recognitions	\$ 500	\$ 500	\$ 370	\$ 130
452000	Office/Operational Supplies	\$ 6,000	\$ 6,000	\$ 2,944	\$ 3,056
454000	Non Instr Printing	\$ 6,500	\$ 9,000	\$ 7,876	\$ 1,124
471000	Food - Business Meetings/Events	\$ 6,000	\$ 4,800	\$ 2,517	\$ 2,283
511000	Indep Contractor (Individuals)	\$ 3,500	\$ -	\$ -	\$ -
511200	Service Contracts (Businesses)	\$ 3,500	\$ 3,500	\$ 3,119	\$ 381
521000	Travel - All Travel Costs	\$ 6,000	\$ 2,200	\$ 1,938	\$ 262
522000	On-Site-Prof. Develop/Webinars	\$ 500	\$ 2,000	\$ 1,327	\$ 673
522400	Foundation Community Activities	\$ 15,000	\$ 2,500	\$ 1,477	\$ 1,023
531000	Dues & Memberships	\$ 2,000	\$ 2,000	\$ 1,079	\$ 921
532000	Non-Tech Licenses,Permits,Fees	\$ 550	\$ 2,300	\$ 2,518	\$ (218)
566000	Software Maintenance Agreement	\$ 10,000	\$ 20,000	\$ 8,587	\$ 11,433
569000	Equipment Rental	\$ 850	\$ 850	\$ -	\$ 850
587000	Postage/Express Services	\$ 2,500	\$ 4,250	\$ 3,938	\$ 312
588000	Advertising	\$ 3,500	\$ 1,894	\$ 1,440	\$ 454
589200	Bank Service Charges	\$ 1,500	\$ 4,000	\$ 3,517	\$ 483
589500	Investment Brokerage Fees	\$ 5,000	\$ 6,000	\$ 3,211	\$ 2,789
641000	Equipment	\$ 1,500	\$ 1,500	\$ -	\$ 1,500
721500	Intrafund Transfers-Out	\$ 23,500	\$ 22,500	\$ 22,500	\$ -
<b>Revenue</b>					
819900	PPP Loan Forgiveness Income	\$ -	\$ -	\$ 12,998	\$ (12,998)
882000	Contributions,Gifts,Grants&Endwmnts	\$ 40,000	\$ 40,000	\$ 59,135	\$ (19,135)
886000	Interest and Investment Income	\$ 26,250	\$ 27,250	\$ 17,359	\$ 9,891
887000	Realized Gain/Loss on Investment	\$ -	\$ -	\$ 88,312	\$ (88,312)
889000	Other Local Revenues	\$ 425	\$ 425	\$ 91	\$ 334
898200	Intrafund Transfer-In	\$ 121,179	\$ 121,936	\$ 143,779	\$ (21,843)
898300	Other Transfer In	\$ 193,690	\$ 193,690	\$ 190,073	\$ 3,617
Revenue Total		\$ 381,544	\$ 383,301	\$ 511,747	\$ (130,203)
Expenditure Total		\$ 381,544	\$ 383,301	\$ 329,082	\$ 52,482
Report Total (of all records)		\$ -	\$ -	\$ 182,665	\$ (182,665)
<b>Intra Fund Transfers-Out</b>		<b>Budget</b>	<b>Actual</b>		
Raiser's Edge donor database		\$ 22,500	\$ 22,500		
		\$ 22,500	\$ 22,500		
<b>Intra Fund Transfers-In</b>					
Administration Fee @ 1.5%		\$ 82,500	\$ 113,705		
President's Circle Fee @ 15%		\$ 15,000	\$ -		
Unrestricted Endowment Proceeds		\$ 5,000	\$ 6,100		
Hancock Promise Gift Fee @ 1.5%		\$ 7,500	\$ 16,343		
Hansen Unrestricted Endowment		\$ 11,271	\$ 7,631		
Other Transfer-In (District Support)		\$ 71,355	\$ 87,073		
Other Transfer-In (District Support)		\$ 123,000	\$ 123,000		
		\$ 315,626	\$ 333,852		

<b>To: Board of Directors</b>	<b>Information</b>
<b>From: Jon Hooten, Executive Director Allan Hancock College Foundation</b>	<b>July 22, 2021</b>
<b>Subject: Foundation Giving Report and Promise Campaign Update</b>	

**BACKGROUND**

The quarterly Foundation Giving Report provides a snapshot comparison of Foundation fundraising for fiscal year 2019-2020 and fiscal year 2020-2021 through June 18, 2021. The first line, *Total Revenue Committed*, represents revenue from all one-time gifts and pledges made in that time frame whereas *Total Revenue Received* reflects all one-time gifts and payments made on pledges. Note that received revenue in fiscal year 2020-2021 is more than committed revenue because pledge payments were received on pledges that were committed before July 1, 2020. Foundation revenue is further broken out by campaign category illustrating the designation for revenue received in each time period.

<b><u>Foundation Revenue Comparison</u></b>	<b><u>FY20: 7/1/19 – 6/30/20</u></b>	<b><u>7/1/20 – 6/18/21</u></b>
Total Revenue Committed	\$3,646,043	\$1,773,828
<b>Total Revenue Received</b>	<b>\$3,483,551</b>	<b>\$1,969,651</b>
<b>Received Revenue by Campaign</b>		
Hancock Promise	\$2,123,169 <sup>1</sup>	\$770,395
Annual Scholarships	\$304,623	\$444,415 <sup>2</sup>
Endowed Scholarships	\$259,396 <sup>3</sup>	\$199,223
Endowments (Other) <sup>4</sup>	\$172,322	\$124,259
President's Circle	\$37,670	\$49,310
Unrestricted Operations	\$65,104	\$58,143
Other restricted (Depts, programs, etc.)	\$521,267	\$323,906 <sup>5</sup>
	<b>\$3,483,551</b>	<b>\$1,969,651</b>

<sup>1</sup> The Foundation received two gifts totaling \$1,845,275 from the Mary and Wayne Leutloff bequest in February and April 2020 as well as \$44,550 from the George Ehmen Trust in June 2020.

<sup>2</sup> Timing of annual gifts often plays a role in Annual Scholarship revenue reporting, as gift dates tend to vary for donors from year to year.

<sup>3</sup> The Foundation received a total of \$211,000 in fall 2019 to start two new scholarship endowments, as well as a \$10,000 gift to an existing scholarship endowment in August 2019 compared to three smaller scholarship endowments started in 2020-2021.

<sup>4</sup> The *Endowments (Other)* category contains all gifts to non-scholarship endowments that support Hancock programs or the Foundation.

<sup>5</sup> The decrease in *Other Restricted* funds is due in part to a decrease in revenue to the Hancock Promise Working Fund from the AHC Bookstore (Auxiliary Corporation) as well as decreased grant revenue in 2020-2021. Included below is detail of grants received in fiscal year 2019-2020 and fiscal year 2020-2021 through June 18, 2021.

**AHC Foundation Grants – FY20 (7/1/19 – 6/30/20)**

	<b>Date</b>	<b>Amt</b>	<b>Designation</b>
Exxon Mobil Production Company	8/14/2019	\$7,000	Allan Hancock College's MESA Program
Santa Barbara Foundation	9/24/2019	\$250	AHC Career Fair
P.G. & E. Corporation	10/1/2019	\$5,000	Hancock Promise Fund
Union Bank Foundation	10/3/2019	\$5,000	Hancock Promise Fund
Wells Fargo Foundation	10/3/2019	\$10,000	AIM Fund Scholarship
State of California	11/6/2019	\$115,672	Adult Rentry Warm Handoff
McCune Foundation	11/18/2019	\$2,500	Hancock Promise Fund
Santa Barbara Foundation	11/18/2019	\$28,000	Vocation ESL Program
Hutton Parker Foundation	11/26/2019	\$2,200	Hancock Promise Fund
Hutton Parker Foundation	12/17/2019	\$12,500	Foundation General Operations
Roy and Ida Eagle Foundation	12/17/2019	\$25,000	Hancock Promise Fund
Santa Barbara Foundation	1/17/2020	\$25,000	Bulldog Bound
Santa Barbara Foundation	4/13/2020	\$20,000	Student Emergency Fund
Foundation for California Community Colleges	4/29/2020	\$4,545	Student Healthcare Support
The Fund for Santa Barbara, Inc.	6/22/2020	\$10,000	BIGE Club
Henry W. Bull Foundation	6/30/2020	\$5,000	Hancock Promise Fund
	<b>TOTAL</b>	<b><u>\$277,667</u></b>	

**AHC Foundation Grants – 7/1/20 - 6/18/21**

	<b>Date</b>	<b>Amt</b>	<b>Designation</b>
The Towbes Foundation	7/8/2020	\$10,000	AIM Fund Scholarship
Exxon Mobil Corporation	7/8/2020	\$3,300	Allan Hancock College's MESA Program
Arthur N. Rupe Foundation	7/23/2020	\$40,000	Arthur Rupe Foundation Scholarship
Sierra College	7/23/2020	\$5,211	SkillsUSA
Union Bank Foundation	8/10/2020	\$5,000	Hancock Promise
The Fund for Santa Barbara, Inc.	10/6/2020	\$10,000	BIGE Club
U.S. Department of Education	1/20/2021	\$19,904	Hancock Promise
U.S. Department of Education	1/28/2021	\$30,096	Hancock Promise
Santa Ynez Valley Rotary	3/16/2021	\$5,000	Hancock Promise
Arthur N. Rupe Foundation	3/30/2021	\$31,245	Arthur Rupe Foundation Scholarship
The Towbes Foundation	5/28/2021	\$7,500	AIM Fund Scholarship
Hutton Parker Foundation	6/1/2021	\$2,500	Media grant - Centennial Celebration
Bank of America	6/2/2021	\$10,000	Student Emergency Fund
MUFG Union Bank Foundation	6/9/2021	\$2,500	Centennial Celebration
MUFG Union Bank Foundation	6/14/2021	\$2,500	Hancock Promise
	<b>TOTAL</b>	<b><u>\$184,756</u></b>	

### **Other Metrics**

The below report tracks total number of new donors and LYBUNTs (“Last Year But Unfortunately Not This”) for fiscal year 2019-2020 and fiscal year 2020-2021 through June 18, 2021. For each year listed, LYBUNTs represent the number of donors who gave in the time frame the previous year, but not in the one listed (i.e. gave in fiscal year 2018-2019 but not 2019-2020).

	<b><u>FY20: 7/1/19 – 6/30/20</u></b>	<b><u>7/1/20 – 6/18/21</u></b>
New donors	159	167
LYBUNTs	229	192

### **Foundation Support to District**

The Foundation also provides the AHC Joint Community College District support for other programs and projects beyond scholarships. Below is a report of restricted fund expenses paid to the district in support of Hancock students during fiscal year 2020-2021 through April 30, 2021.

<b><u>Restricted Funds Expenses</u></b>	
AHC Programs (restricted dept. support)	\$234,300
President's Circle	\$35,340
Student Emergency Fund	\$14,157
<b>Subtotal</b>	<b><u>\$283,797</u></b>
<b><u>Scholarships Funded</u></b>	
Scholarships	\$537,364
<b>Subtotal</b>	<b><u>\$537,364</u></b>
<b>Total Support to District 7/1/20 – 4/30/21</b>	<b><u>\$821,161</u></b>

### **Hancock Promise Campaign Update**

As of June 18, 2021, the Hancock Promise campaign has **\$5,358,725** in gifts and pledges and has officially passed the \$5 million milestone toward its \$10 million goal.

Since January 1, 2021, the Foundation has added more than \$496,000 to the campaign total, including approximately \$240,000 in Centennial Celebration sponsorships and a \$50,000 pledge from the Murphy Foundation. Foundation staff will continue the private receptions that were put on hold during the pandemic to build upon the campaign’s momentum. The next reception is being planned for August 2021.

### **Hancock 100 Centennial Celebration**

The Foundation successfully planned and executed the Hancock 100 Centennial Celebration on May 22, 2021. The virtual format and rebroadcast on KCOY allowed the entire community to celebrate. Foundation staff and community members worked with Big Red Marketing to produce the event along with a VIP Preview Party on May 15, 2021, at the AHC Winery. The sponsorship committee, led by Mike Gibson, Terri Lee Coleman, Greg Pensa, and Maggi Daane worked to secure approximately \$240,000 in sponsorships and pledges towards the Centennial Celebration.

In addition to the official announcement of the Centennial Circle’s collective gift of \$350,000, Dr.

Walters announced an additional \$50,000 pledged to the Promise by the Murphy Foundation during the night’s festivities. In lieu of a live auction, the Foundation utilized GivBee, a text marketing platform that integrates with its donor database to help raise an additional \$2,300 during and after the event.

Following the event, the Foundation sent an event survey to all participants to gather feedback about the Centennial Celebration. Based on the 90 responses received, participants had an overall positive experience rating the event an average of 4.46 out of 5 stars.

**Hancock 100 Centennial Celebration: By the Numbers**

Individuals registered	578
Corporate and individual sponsors	166
Revenue (sponsorships, gifts, pledges)	\$290,990
New donors	58
Streamed online	220
Current YouTube Views	838

<b>To: Board of Directors</b>	<b>Information</b>
<b>From: Maggi Daane, Chair President’s Circle Subcommittee</b>	<b>July 22, 2021</b>
<b>Subject: President’s Circle Subcommittee Report</b>	

**Membership Report**

January 1, 2021 – June 1, 2021

<b>Current Total</b>	<b>103</b>
Pending Renewal	2

In an effort to increase awareness and participation in the President’s Circle, we included a free PC membership to those who contributed \$1,000 or more to the Centennial Celebration this Spring. As a result of these 55 Centennial sponsorships, the President’s Circle membership has grown to over 100. Staff will solicit these new members for renewed membership in July 2022.

**Financial Report**

Staff is currently closing year-end books. An updated financial report will be given at the July Quarterly Board Meeting.

**President’s Circle Renewals**

Staff is sending out renewals through July and is hopeful that all renewals will generate a positive response.

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 support the vision of our President.

**Preview Party Event**

On May 15, 2021, the President’s Circle hosted a Preview Party for Centennial sponsors and members at the AHC Winery. The event was held outdoors in the winery yard following CDC safety guidelines. Louie Ortega entertained guests while they enjoyed a complimentary bottle of wine and a charcuterie plate. The President’s Circle and Foundation staff would like to thank the winery staff and students, Louie Ortega, and the AHC facilities staff for their help making this event a success.

**Future President’s Circle Events**

The Foundation is planning to host three events throughout our 2022 fiscal year (July 2021 – June 2022), including one this Fall. More details will be shared as dates are solidified.



<b>To: Board of Directors</b>	<b>Information</b>
<b>From: Bob Manning, Chair Scholarship Subcommittee</b>	<b>July 22, 2021</b>
<b>Subject: Scholarship Subcommittee Report</b>	

**BACKGROUND**

The 2020-2021 scholarship season has come to an end, and staff would like to thank the scholarship committee for all their work on reviewing, ranking, and awarding 465 scholarships to 358 students. The scholarship program had a record-breaking year awarding over \$561,000!

Like last year, nearly 1,000 applications were initiated with approximately 560 that were completed and submitted in February. The coronavirus pandemic prevented the Foundation from hosting the traditional scholarship banquet again this year, so donors were invited to participate in Zoom calls to meet their students in June. Fifty-five donors and 90 students participated in four different Zoom receptions. Staff received great feedback on the zoom receptions.

Last year, staff streamlined the post-acceptance process and had scholarship recipients upload thank you letters and photos to AcademicWorks. This allowed staff to better track what students had completed all of their requirements. Students will be asked to do the same thing this year.

The 2021 – 2022 scholarship season will open in November.