



**A Meeting of the Executive Committee
July 10, 2019 ❖ 4 – 6 PM**

Allan Hancock College - Building B, Room 102 (Captain's Room)
800 South College Drive, Santa Maria, California 93454

AGENDA

	Page	Time
1. Call to Order		4:00 PM
2. Roll Call		4:01 PM
3. Public Comment		4:02 PM
<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>		
4. Approval of Agenda for July 10, 2019 (ACTION)		4:07 PM
5. Approval of Minutes - April 10, 2019 (ACTION)	1-3	4:08 PM
6. Consent Agenda (ACTION)		4:10 PM
6. A. 2019-2020 Fiscal Year Calendar- Final	4-5	
The 2019-2020 Fiscal Year Calendar of meetings and major events is presented for approval.		
6. B. Hancock Promise Committee Update	6-12	
An update on the progress of the updated Hancock Promise campaign is included.		
6. C. Community Ambassador Committee Update	13	
The Community Ambassadors Committee has included a final report on the graduating class of ambassadors as well as an update on the program for the coming year.		
6. D. President's Circle Committee Update	14	
An update on events planned for the 2019-2020 year will be provided, as well as an update on membership.		
7. Executive Director's Report	15	4:15 PM
8. Finance Committee (ACTION)		
8. A. Financial Statements (ACTION)	16-18	4:20 PM
The financial statements for the period of 4/30/2019 are presented.		
8. B. Financial Sustainability Plan	19	4:25 PM
Review of plan to bring the Foundation operating budget into balance		

800 South College Drive, P.O. Box 5170, Santa Maria, CA 93456-5170 | 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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AGENDA

- within seven or fewer years.
- | | | |
|--|-------|---------|
| 9. Governance and Nominations (ACTION) | 20 | |
| 9. A. 2019-2020 Proposed Slate of Officers (ACTION) | | 4:30 PM |
| The proposed officers for the 2019-2020 FY are presented for final approval. | | |
| 9. B. Student Representative for 2019-2020 (Information) | | 4:35 PM |
| The new student representative to the Foundation is Mr. Tyler Little. | | |
| 10. Scholarship Committee | 21 | 4:45 PM |
| Post Scholarship Banquet Report and Questionnaire Results will be presented. | | |
| 11. Quarterly Board Meeting – July 25, 2019 – Agenda Review (Information) | 22-23 | 4:50 PM |
| 12. Next Committee Meeting- Wednesday, October 9, 2019. | | 4:55 PM |
| 13. Adjournment of Executive Committee Meeting (ACTION) | | 5:00 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.

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

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

A regular meeting of the Executive Committee was held on Wednesday, April 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 4:02 p.m.

Roll Call

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

Public Comment

None

Approval of Agenda

MOTION: On a motion by Director Bray, seconded by Director Nanning, the agenda for the April 10, 2019, Executive Committee meeting was approved by unanimous vote.

Approval of Minutes – January 16, 2019

Director Nanning requested a change to the Draft IRS 990 action notes to reflect the action of approving the 990 as submitted. Vice President Walker called for a motion to approve the minutes as amended based on the suggestion of Director Nanning.

MOTION: On a motion by Director Nanning, seconded by Director Bray, the minutes were approved as corrected by the committee with the exception of Vice President Walker, who abstained.

Consent Agenda

J. Hooten introduced the consent agenda, established to allow for the presentation of necessary but routine information. Any items can be pulled out and discussed separately if need be. Director Bray requested that under the President's Circle Report, the reference to the PCPA Foundation be changed to simply PCPA, as the PCPA Foundation has no staff. Vice President Walker added that the Promise campaign is getting on track, but is not there yet. As the updated campaign moves forward the Executive Committee will be kept up to date on progress.

MOTION: On a motion by Director Manning and seconded by Director Hall, the consent agenda was accepted with the changes proposed by Director Bray.

Finance Committee

Review and Approval of Financial Statements

Director Owen presented on the financial statement from July 1, 2018- February 28, 2019. The Portfolio

Summary was presented first. Director Owen reported that all the investment managers are within their allowed range, based on the investment policy. Vice President Walker directed attention to upcoming need for funds to complete the Fine Arts complex. Director Walker asked if those funds should be invested more conservatively, as the money will be needed sooner rather than later to complete the progress. K. Walthers stated that the college would be issuing bonds in the next week, which would cover the first part of funding for the project. Boyd funds will be last dollars in, so there is no need to change the investment strategy yet, although it is on the radar of the finance committee. Director Owen then directed the committee to review the General Operations sheet, page 12, in the packet. Director Owen directed the committee to the overview page he has prepared, which gives a more simplified version of the budget. The numbers are pulled from the General Operations sheet. Eight months into the year, the Foundation is on track to be on budget. For the 2018-2019 fiscal year, there was a large budget set for unrealized gains. With the market being so volatile, these were not realized. The decision has been made to not budget for unrealized gains in the future, as there is no guarantee that the funds will be realized and budgeting for this money is not advisable. Director Bray asked about the possibility of Title III funding being released. J. Hooten said we are cautiously optimistic about a positive resolution and have a new contact

MOTION: On a motion by Director Owen and seconded by Director Hall, the General Operations financials were approved by unanimous vote.

Director Owen then drew attention to the District Operations sheet. The information presented was summarized on a handout presented by Director Owen.

MOTION: On a motion by Director Owen and seconded by Director Hall, the District Operations sheet was approved to be forwarded for review at the Quarterly Board meeting by unanimous vote.

2019-2020 Proposed Operating Budget for the AHC Foundation and the 2019-2020 Tentative Foundation District Budget

Director Owen presented the proposed Foundation budget, as well as the tentative budget for the district. The budgets do not need to be finalized until September, and are being presented now to allow plenty of time for their review. The hope is that they can be finalized at the July board meeting. Descriptions will be included on the basis sheet to help board members be aware of the decisions and their impact. Directors drew attention to areas in the 2018-2019 budget that have had expenses greater than anticipated. These questions were primarily addressed at the finance committee meeting and can be addresses at the full board meeting (Marlyn Cox is aware of the rationale and was not present at the Executive Committee meeting). There will be a detailed report on the budget available for the Board meeting and the Finance Committee will be available to answer any questions regarding spending in the 2018-2019 FY, as well as the proposed budget for FY 2019-2020.

MOTION: On a motion by Director Owen and seconded by Director Manning, the 2019-2020 Proposed Operating Budget for the AHC Foundation and the 2019-2020 Tentative Foundation District Budget were approved for review by the board of directors by a unanimous vote.

Governance and Nominations

New Board Member Approval

J. Hooten presented the proposed new board member, Ms. Judith Dale. The board agreed that she appeared well suited to the board and will be an asset to the work of the Foundation.

MOTION: On a motion by K. Walthers, seconded by Director Nanning, the nomination was approved to be forwarded to the full board for approval.

Committee Membership- Governance and Nominations

Director Judy Frost has joined the Governance and Nominations Committee. Should Ms. Dale be approved to be on the Board of Directors, she will be asked to joined the committee as well.

2019-2020 Officers Panel

All members of the Executive Committee have expressed the desire to continue in their roles. The slate of officers will be presented as an information item at the April board meeting and for approval at the July board meeting.

K. Walthers departed at 4:59 PM

Quarterly Board Meeting- April 25, 2019

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

Executive Director's Report- Jon Hooten

The Hancock Promise committee has been working on new promotional materials for the campaign. The committee will also be hosting weekly tours on campus as an entry point for potential donors. These will be held on the Thursdays from noon to one pm. Further information will be presented at the board meeting.

Next Meeting- Wednesday, July 10, 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 Hall, seconded by Director Nanning. The motion was approved unanimously.

To: Executive Committee	Consent
From: Jon Hooten, Executive Director College Advancement	July 10, 2019
Subject: 2019-2020 Fiscal Year Calendar- Final	

BACKGROUND

The 2019-2020 proposed Foundation calendar is included on the next page for review by the executive committee.

RECOMMENDATION

Staff recommends approval of the 2019-2020 proposed calendar as presented. If approved, the proposed calendar will be forwarded to the full board for their review and approval at the July 25, 2019 quarterly meeting.

Meeting and Events - July 2019 to July 2020

Meeting or Event	Day	Date	Time	Location
Finance Committee	w	7/10/2019	1:00-3:00 PM	Captain's Room- Bldg B
Executive Committee	w	7/10/2019	4:00- 6:00 PM	Captain's Room- Bldg B
Board of Director's Annual Organizational Meeting	Th	7/25/2019	4:00 - 6:00 PM	Boardroom - Bldg B
Community Ambassador Program Launch	Th	8/15/2019	9:00 AM	G106 A&B
All Staff Day	F	8/16/2019	9:00 AM	Marian Theater
Finance Committee	W	10/9/2019	1:00- 3:00 PM	Captain's Room- Bldg B
Executive Committee	W	10/9/2019	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	10/24/2019	4:00 - 6:00 PM	Boardroom - Bldg B
<i>Celebrate Philanthropy!</i> Luncheon	Th	11/7/2019	11:30 AM- 1:30 PM	Santa Maria Country Club
Finance Committee	W	1/8/2020	1:00- 3:00 PM	Boardroom- Bldg B
Executive Committee	W	1/8/2020	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	01/23/2020	4:00 - 6:00 PM	Boardroom - Bldg B
Finance Committee	W	4/8/2020	1:00 - 3:00 PM	Captain's Room - Bldg B
Executive Committee	W	4/8/2020	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	4/23/2020	4:00 - 6:00 PM	Lompoc Valley Center- Room TBD
Scholarship Annual Event	Th	5/21/2020	TBD	Joe White Gymnasium
Finance Committee	W	7/8/2020	1:00- 3:00 PM	Captain's Room- Bldg B
Executive Committee	W	7/8/2020	4:00- 6:00 PM	Captain's Room- Bldg B
Community Ambassador's Graduation	Th	7/23/2020	3:30- 4:00 PM	Boardroom – Bldg B
Board of Director's Annual Organizational Meeting	Th	7/23/2020	4:00 - 6:00 PM	Boardroom – Bldg B

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To: Executive Committee	Consent
From: Jon Hooten, Executive Director College Advancement	July 10, 2019
Subject: Hancock Promise Committee Update	

The Hancock Promise Fund FY2019-2020 Campaign Strategy

DRAFT: July 1, 2019

CAMPAIGN UPDATE

The Hancock Promise Fund campaign has \$3,493,202 in gifts and pledges toward a \$10 million goal in the 18 months since the campaign launched in December 2017. This total includes the allocation of a pending bequest of approximately \$2 million and the \$1 million pledge from Rabobank. If the campaign were to progress evenly at \$2 million per year over five years, the effort is right on target, thanks to these two large gifts.

Remove these two outliers, and the campaign has booked about \$500,000 from 175 individuals, foundations, corporations, and community organizations.

Hancock Promise Gifts Needed to Raise \$10,000,000					
Gift Level	Gifts Committed	Total Received	% of Goal	Gifts Needed	% of Goal
\$2,000,000	1	\$2,000,000	100%	1	100%
\$750,000	1	\$1,000,000	133%	1	100%
\$500,000	0	\$0	0%	3	0%
\$250,000	0	\$0	0%	6	0%
\$100,000	0	\$0	0%	10	0%
\$50,000	0	\$0	5%	20	5%
\$25,000	5	\$151,000	25%	20	20%
\$10,000	12	\$176,646	29.33%	50	18%
\$5,000	8	\$44,200	6.56%	150	6%
<\$5,000	150	\$121,357	20.79%	450+	33%
	177	\$3,493,202	32%		28%

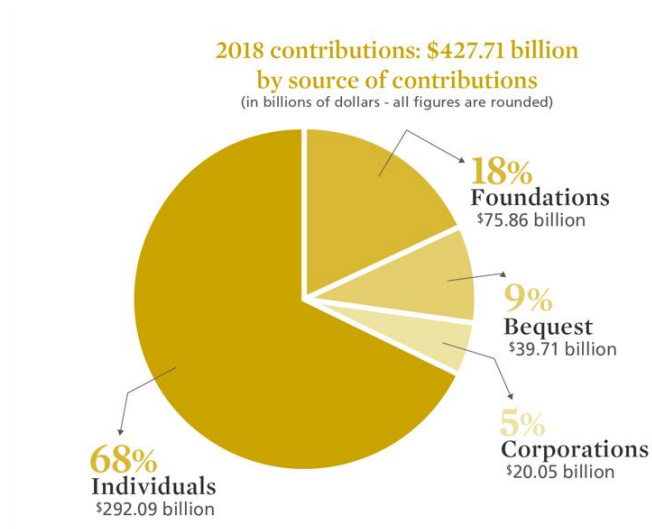
2019-20 GOAL

The goal of the following strategy and tactical approach is to raise **\$1,125,000 million** in FY2019-2020.

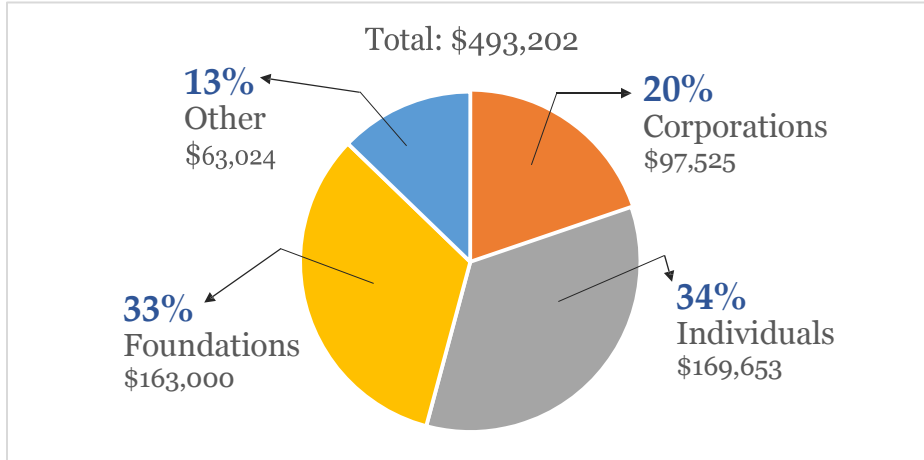
\$900,000	The Centennial Fund
\$100,000	Private Foundations
\$50,000	Private Receptions
\$30,000	Corporations/Small Business
\$25,000	Affinity Groups
\$20,000	Community Orgs / Other
\$1,125,000	2019-20 GOAL

2019-20 STRATEGY

Sources of charitable contributions in the U.S. has remained relatively constant distribution over the last ten years (though total individual giving decreased in 2018 for the first time in a decade, and the number of individual donors has been steadily decreasing for a number of years). These national trends in giving can serve as a general blueprint for constructing our campaign's giving mix and solicitation strategy.



Modeling our giving mix on national trends gives us an educated approach to dividing time and resources. If we round the numbers slightly, this means that \$6.8 million will ideally come from individuals' outright gifts, \$1.8 million from foundations, \$900,000 from bequests, and \$500,000 from corporations. Existing gifts and pledges have already shifted the giving mix, which will continue through the end of the campaign. If divided into the categories above, our campaign mix currently looks like this:



This year’s strategy puts a heavy emphasis on individual major giving – 86% of total goal – with foundations representing 8 percent of the total, corporations at 3%, and other at 2 percent.

FUNDRAISING TACTICS

Individual Giving

- **The Centennial Fund**

In advance of the college’s Centennial celebration that begins in August 2020, we are launching a year-long fundraising effort to leverage the momentum and excitement of the Centennial celebration to the benefit of the Promise fundraising.

We are assembling the Centennial Circle, a leadership committee 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. The goal is to book 100 gifts of \$10,000 or more, which totals \$1,000,000. A portion of these monies will be applied toward costs associated with Centennial promotion and events, with the remainder being applied to the Promise Fund.

- Fundraising Goal: **\$900,000** to the Promise campaign (depending on Centennial costs)
- Costs: \$5,000, funded from monies raised for the Centennial
- Donor Prospects: Increase number of prospects in the five- and six figure categories by 125+

- **Private Receptions**

Each month in 2019-2020 (December excepted), we will hold “Promise Parties” hosted in private homes or

businesses. Reception hosts will invite 12-20 friends to hear from the college president about the positive effects of the Promise and the need to fund it locally and privately. Invitees will be expected to be potential donors with capacity to make gifts of \$1,000 and above.

- Fundraising Goal: **\$50,000** (\$5,000 per reception)
- Costs: Minimal, assumes each event is hosted.
- Donor Prospects: Expands pool of mid-level and major prospects by approximately 175.

- **Affinity Groups**

Engaging populations who share commonalities is a tried and true fundraising technique. In the coming year, we will bring together two or three affinity groups, beginning with an African American event and a women's event. 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.

- Fundraising Goal: **\$25,000**
- Costs: \$2,000 to cover costs of small events; these could also be formatted as hosted private receptions above.
- Donor Prospects: Expands donor pool of mid-level and major prospects by approximately 75.

- **Promise Tours**

Each month, we will host two Promise Tours on campus as a standing event to which to invite new prospects to come to campus and learn more about the impact of the Promise. The purpose is primarily prospect- and donor-relations through identification of interested prospects and cultivation of current donors.

- Costs: Minimal
- Donor Prospects: Expands prospect pool by 100

Foundations

Based on both current and recurring grants, as well as foundations under cultivation, we project a conservative goal of \$100,000 raised from private foundations this year.

- Fundraising Goal: **\$100,000**
- Costs: Minimal

Corporations

We will continue to engage existing corporate partners to continue their giving and engage new partners for new gifts. Based on previous annual giving as well as businesses under cultivation, we conservatively predict a goal of \$30,000 for the coming year.

- Fundraising Goal: **\$30,000**

- Costs: Minimal

Community Organizations / Other

We will continue to engage the various community and social clubs (such as Rotary, Kiwanis, Lions, etc.) for charitable gifts to the Promise endowment. Based on previous annual giving as well as organizations under cultivation, we predict a goal of \$20,000 for the coming year.

- Fundraising Goal: **\$20,000**
- Costs: Minimal

CAMPAIGN INFRASTRUCTURE

Budget

Now in its second year, the campaign still does not have a stand-alone budget. If this year's efforts are successful, 1.5% of cash received will be added to the Foundation's operating budget. If \$1 million is raised in cash, for example, that means \$15,000 will be available for campaign expenses.

Communication Plan

As it enters its second full year, The Hancock Promise program is well-known in the district but the Campaign to support it generally isn't. Additionally, first-year marketing materials primarily works to introduce the new program. As such, we are evolving the brand of the Promise Fund Campaign to be more student-focused and outcomes oriented, and less explanatory. This is happening in several ways:

- **"Partner with the Promise:"** This secondary logo was developed as part of the original rollout but has not been widely used. Because it is fundraising specific, we will predominantly use this going forward to signify campaign-related communications, replacing the primary airplane logo for fundraising purposes.



- **Social Media:** The Foundation currently does not have a social media presence, which will change this summer when we begin engaging current and prospective donors, as well as the community at large. Facebook and Instagram will be the primary focus, and growing followers and engagement will be the priority this first year.
- **Email Outreach:** In August, we will begin a monthly email update to the approximately 2,500 email addresses we already have on file, focusing on student profiles, success metrics, and other content gathered/created for other purposes. Growing and analyzing this email list for engagement will be a priority.
- **Targeted Mail:** Targeted mailings were part of year-one activities and will continue this year with a Campaign Impact Report going out this summer to current donors, prospects, targeted community members, and faculty/staff. Solicitations will be sent in November as well as in the spring.
- **Web:** The Foundation web site will be updated with the new branding, and we will explore whether a link to the Foundation's Campaign pages can be added to the College's front page.

Multi-year Pledges

We are launching an effort to focus on securing as many multi-year pledges from individuals and corporations as possible, with a new giving society to recognize those who have made long-term commitments to the campaign. This approach offers the benefit of booking entire gift amounts in the first year, which builds public momentum and moves the "thermometer" up more quickly. It also offers an important efficiency for a small staff that does not have to approach those individuals or corporations each year for additional solicitations.

Institutional In-reach

Awareness about, and support of, the campaign among faculty and staff is particularly low. This year we will continue to communicate more directly to college employees about the importance of and progress toward campaign goals. An employee giving campaign will be key to the effort this fall, as we work to increase the number of employee gifts (to the campaign or other college needs) from 115 to 200 by the end of the calendar year.

Alumni Outreach

The College does not have a fully-fledged alumni relations program, but we will begin to build our database and intentionally reach out to graduates in campaign materials. The

focus will be on helping our graduates (1) identify as Hancock alumni/ae and (2) re- connect with Hancock through social media, on-campus events, and the Career Center.

###

To: Executive Committee	Consent
From: Michael Carroll Chair, Community Ambassador's Committee	July 10, 2019
Subject: Community Ambassador's Committee Update	

BACKGROUND

The second class of Community Ambassadors have been sent on their way to educate others on all the college offers. They had their final meeting on May 10, 2019.

Applications are STILL open to the 2019-2020 class of ambassadors. The deadline to apply is July 31, 2019. As always, we ask our directors to please refer any potential community leaders and/or business executives to the AHC Foundation website to apply. A press release was sent out on July 1st and the program is being highlighted in chamber newsletters as well. Brochures are available.

To: Executive Committee	Consent July 10, 2019
From: Maggi Daane, Chair President’s Circle Committee	
Subject: President’s Circle	

BACKGROUND

In the first six months of 2019, the President’s Circle hosted the following:

- A reception before the Spring 2019 Dance Spectrum Event that celebrated the 50th Anniversary of the Allan Hancock College Dance program. The event was held on March 16, 2019 from 5:30pm-7:00pm, with the show beginning immediately following the reception. While attendance by President’s Circle Members was low, follow-up discussions yielded an improved approach for the future including longer lead time, more significant outreach to members and more obvious branding to make this event more recognizable as a President’s Circle event.
- A joint PCPA Encore Circle/ President’s Circle Annual Event was held on April 26, 2019 and enjoyed its usual strong attendance. The pre-show show and intermission receptions were very successful and the featured show, “A Gentlemen’s Guide to Love and Murder” was roundly praised.
- A spring/ summer cultivation event is currently under discussion and additional details will be provided as they are confirmed.

The President’s Circle has funded critical services for students such as:

- The Book Lending program and Food Share Because We Care in two locations on the Santa Maria Campus and also on the Lompoc Campus. These programs are available whenever regular classes are in session.
- Vital outreach and community building efforts on behalf of Hancock are also funded by the President’s Circle.

Membership and financial status:

- The revenue at last report for the President’s Circle from members was \$42,319 and the expenditures were \$84,935 which reflects a current deficit of (\$42,617.) However, approximately 40% of President’s Circle memberships are paid monthly, quarterly or semi- annually and expenses may be booked in advance of membership fulfillment. Our year-end reconciliation will be reported at the next meeting.
- The table below details current President’s Circle membership status. Follow-up plans were discussed and individual contact plans are underway for lapsed members. Discontinued members were confirmed.

Membership Categories	Number of PC Members in Category
Current	81
Pending	4
Lapsed	9
Discontinued	9
Total	103

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.

To: Executive Committee	INFORMATION
From: Jon Hooten, Executive Director College Advancement	July 10, 2019
Subject: Executive Directors Report	

BACKGROUND

The Executive Director will give a report on recent AHC Foundation happenings.

To: Executive Committee	ACTION
From: Glenn Owen, Chair Finance Committee	July 10, 2019
Subject: Review and Approval of Financial Statements	

BACKGROUND

Further information will be available after the April 10 Finance Committee Meeting.

A review of the Allan Hancock College Foundation financial statements.

- AHC Financial Overview Pg. 18
- AHC Foundation Financial Overview- Investments Pg. 19

RECOMMENDATION

Pending July 10, 2019 Finance Committee meeting.

AHC Financial Overview - General Operations

Fiscal year 2018-2019

Statement of Activity	Actual as of 4/30/2019	% of Budget	Budget 2018-19
Support and revenue			
Unrestricted contributions	64,169	86%	75,000
Title 5 support	55,317	89%	62,018
Transfers in:			
Admin fee @ 1.5%	72,706	77%	94,750
President's Circle Fee @1%	4,122	27%	15,000
Other	-		3,000
Promise fee 1.5%	162		-
Hansen Proceeds	-		-
Young Proceeds	87,170	100%	87,190
Net transfers in	164,160	82%	199,940
Other	425		-
Total support and revenue	284,071	84%	336,958
Expenditures - See below	(292,114)	77%	(376,958)
Other Income:			
Net realized gain	85,769		-
Net unrealized gain (loss)	(62,492)		15,000
Interest and dividends	21,400	86%	25,000
Total other income	44,677	112%	40,000
Change in net assets	36,634		-
Net assets, beginning	140,801		140,801
Net assets, end	177,435		140,801

Expenditures	Actual as of 4/30/2019	% of Budget	Budget 2018-19
Advertising and postage	3,949	44%	8,900
Bank and brokerage charges	14,452	100%	14,400
Building and equipment	1,451	145%	1,000
Community activities	20,186	96%	21,000
Contest prizes			
Contracted personal services	500	3%	16,650
Contracts and leases	3,928	714%	550
District College Support			
Employee benefits	20,054	84%	23,760
Food	4,891	98%	5,000
Memberships and permits	-		2,500
Miscellaneous expense	572	53%	1,075
PCPA support			
Salaries	215,345	94%	228,923
Scholarships			
Scholarship banquet support	-		20,000
Software maintenance	-		-
Student Assistance			
Supplies and materials	5,839	43%	13,500
Telephone	519	74%	700
Title III funding	-	0%	13,500
Travel and conference	428	8%	5,500
Viticulture support			
Total expenditures	292,114	77%	376,958

Statement of Financial Position	4/30/2019
Assets	
Current Assets	
Cash	176,653
Pledges receivable - current	
Other assets	808
Total current assets	177,461
Pledges receivable - non current	
Investments	
Total assets	177,461
Liabilities and Net assets	
Current liabilities	6
Net Assets	177,455
Total liabilities and net assets	177,461

AHC Financial Overview - District

Fiscal year 2018-2019

Statement of Activity	Actual as of 4/30/2019	% of Budget	Budget 2018-19
Support and revenue			
Unrestricted contributions	1,299,565	86%	1,505,000
Title 5 support	55,317	89%	62,018
Transfers in:			
Admin fee @ 1.5%			
President's Circle Fee @1%			
Other			
Promise fee 1.5%			
Hansen Proceeds			
Young Proceeds			
Net transfers in			
Other	7,715	39%	20,000
Total support and revenue	1,362,597	86%	1,587,018
Expenditures - See below	(1,398,818)	62%	(2,268,858)
Other Income:			
Net realized gain	573,065	164%	350,000
Net unrealized gain (loss)	(67,841)		750,000
Interest and dividends	667,724	95%	700,000
Total other income	1,172,948	65%	1,800,000
Change in net assets	1,136,727	102%	1,118,160
Net assets, beginning	26,127,293	100%	26,127,293
Net assets, end	27,264,020	100%	27,245,453

Expenditures	Actual as of 4/30/2019	% of Budget	Budget 2018-19
Advertising and postage	12,652	29%	43,200
Bank and brokerage charges	178,629	123%	145,500
Building and equipment	2,867	42%	6,850
Community activities	110,839	528%	21,000
Contest prizes	1,400		
Contracted personal services	3,008	25%	11,925
Contracts and leases	7,928	206%	3,850
District College Support	158,863	21%	750,000
Employee benefits	20,054	84%	23,760
Food	44,518	223%	20,000
Memberships and permits	1,945	49%	4,000
Miscellaneous expense	1,962	1962%	100
PCPA support	74,648	101%	74,000
Salaries	215,345	94%	228,923
Scholarships	466,988	57%	815,000
Scholarship banquet support			
Software maintenance		0%	500
Student Assistance	6,200	41%	15,000
Supplies and materials	41,836	94%	44,500
Telephone	519	69%	750
Title III funding			
Travel and conference	12,041	20%	60,000
Viticulture support	36,576		
Total expenditures	1,398,818	62%	2,268,858

Statement of Financial Position	4/30/2019
Assets	
Current Assets	
Cash	1,250,388
Pledges receivable - current	206,833
Other assets	10,954
Total current assets	1,468,175
Pledges receivable - non current	639,866
Investments	25,161,901
Total assets	27,269,942
Liabilities and Net assets	
Current liabilities	5,922
Net Assets	27,264,020
Total liabilities and net assets	27,269,942

To: Executive Committee	ACTION
From: Glenn Owen, Chair Finance Committee	July 10, 2019
Subject: Financial Sustainability Plan	

BACKGROUND

The Foundation staff has been tasked with developing a financial sustainability plan. A handout will be presented at the meeting.

RECOMMENDATION

Pending July 10, 2019 Finance Committee meeting.

To: Executive Committee	ACTION
From: Mario Juarez, Chair Governance and Nominations Committee	July 10, 2019
Subject: Governance and Nominations Committee	

BACKGROUND

9. A. 2019-2020 Officers Panel (ACTION)

As has been in previous years, executive committee members have been asked if they would like to consider serving for the next year. All officers have said that they would like to continue in their roll. Suggested officers for 2019-2020 are below.

President – Lee-Volker Cox
 Vice President – Guy Walker
 Secretary – Mary Nanning
 Treasurer – Glenn Owen
 Member-at-Large #1 – Bob Manning
 Member-at-Large #2 – Jim Bray

RECOMMENDATION

The Governance and Nominations Committee recommends:

--Approval to forward the 2019-2020 panel of officers at the July 25 board meeting, for discussion and approval by the full board.

9. B. Student Representative for 2019-2020 (Information)

The associated student body government has approved Mr. Tyler Little as the 2019-2020 student representative to the Allan Hancock College Foundation Board of Directors.

To: Executive Committee	Information
From: Bob Manning Chair, Scholarship Committee	July 10, 2019
Subject: Scholarship Committee Update	

BACKGROUND

The Rising Stars Scholarship Awards Banquet was a great success! Over \$500,000 was awarded to 325 students. There was a total of 433 awards. A survey was sent out after the banquet and the attached handout is an explanation of those results.

The scholarship applications will open back up in Mid-November and will run through the end of February.

Notice of Annual Organizational Meeting
Allan Hancock College Foundation Board of Directors
Thursday, July 25, 2019
4:00 – 6:00 p.m.

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

Please join us for a reception celebrating the second graduating class of Community Ambassadors at 3:30 pm in the boardroom – prior to the start of the Foundation Quarterly Board Meeting.

AGENDA

	Page	Time
Call to order		4:00 PM
1) Roll Call		4:01 PM
2) Public Comment		4:02 PM
<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>		
3) Approval of Agenda for July 25, 2019 (ACTION)		4:05 PM
4) Approval of Minutes – April 25, 2019 Quarterly Board Meeting (ACTION)	1-6	4:06 PM
5) Governance & Nominations Committee Report		
5. A. 2018-2019 Slate of Officers (ACTION)	8	4:10 PM
The Foundation’s 2018-2019 slate of officers is presented for board approval.		
5. B. New Student Representative for 2019-2020 (ACTION)	8	
A new representative for the student body will be introduced.		
6) Executive Committee		
6. A. 2018-2019 Proposed Calendar (ACTION)	10-11	4:30 PM
A proposed calendar of foundation meetings and events for the new fiscal year.		
7) Finance Committee		
7. C. Review of Financial Statements (ACTION)	21-24	4:55 PM
A review of Foundation financial statements for the period ending 4/30/2019.		
8) Committee Reports		
8. A. Hancock Promise (Information)	25	5:05 PM
An update from the Hancock Promise Committee will be presented.		

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| 8. B. Community Ambassador (Information)
Information on the incoming class of Community Ambassadors will be presented. | 26 | 5:15 PM |
| 8. C. President's Circle (Information)
A review of the 2018-2020 PC cycle is presented. | 27 | 5:25 PM |
| 8. D. Scholarship (Information)
A final review of the 2019 Scholarship Banquet will be reviewed. | 28 | 5:35 PM |
| 9) Oral Reports | | |
| 9. A. Members of the Board of Directors | General Announcements | |
| 9. B. College Superintendent/President | Dr. Kevin G. Walthers | |
| 9. C. College Trustee | Mr. Jeffery Hall | |
| 9. D. PCPA Foundation Representative | Mr. Jim Bray | |
| 9. E. Faculty Representative | Mr. Christopher Diaz | |
| 9. F. Student Representative | Mr. Tyler Little | |
| 9. G. Executive Director, College Advancement | Dr. Jon Hooten | |
| 10) Next Meeting
The next meeting of the board is Thursday, October 25, 2018, 4:00-6:00 PM. | | 5:59 PM |
| 11) Adjournment (ACTION)
A motion to adjourn the quarterly meeting of the Allan Hancock College Foundation Board of Directors. | | 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.

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