Executive Committee Meeting
Thursday, November 12, 2026, 4:00 – 5:00 p.m.
Allan Hancock College – Captain's Room B-102

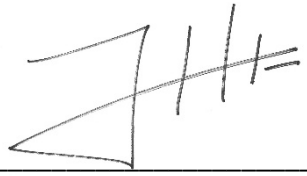
AGENDA

		Page	Tentative Time
1.	Call to Order		4:00 PM
2.	Roll Call		
3.	Public Comment *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. 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 five minutes.*		
4.	Approval of Agenda for November 12, 2026 (ACTION)	1-2	4:01 PM
5.	Approval of Minutes for July 15, 2026 (ACTION)	3-5	
6.	Executive Director's Report		4:05 PM
7.	Governance and Nominations Committee		
	7.A. New Member Nomination – Joseph "Joe" Dana (ACTION)	6-9	
	7.B. Updated 2026-2027 Slate of Officers (ACTION)	10	
	7.C. Updated 2026-2027 Committees and Chairs (ACTION)	11	
	7.D. Board Retreat (Information)	12	
	7.E. Board Term Ends – Judy Frost (Information)	13	
	7.F. Board Term Ends – Tim Harrington (Information)	14	
8.	Finance Committee		4:25 PM
	8.A. Review and Approval of Financial Statements through 9/30/2026 (ACTION)	15-23	
	8.B Endowment Scholarships & Program Funding (ACTION)	24-26	
9.	Advancement Committee (Information)		4:45 PM
	9.A. Fundraising Report	27	
	9.B. Campaign Update	28	
	9.C. Scholarship Subcommittee Report	29	
	9.D. Alumni Update	30	
10.	Manager of Philanthropy (ACTION)	31-34	
11.	Board Meeting – November 19, 2026– Agenda Review (ACTION)	35-36	4:57 PM

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12.	Board Retreat – January 28, 2027– Agenda Review (ACTION)	37
13.	Consideration of New Business (Information)	4:58 PM
14.	Next Meeting – March 17, 2027 4-5 p.m.	
15.	Adjourn (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, Executive Director
Allan Hancock College – College Advancement

Executive Committee Members:
Mike Gibson, President/Chair
Erica Jane Flores, Vice President
Tim Harrington, Secretary
Judith Dale, Member-at-large
Michael Carroll, Member-at-large
Kevin Walthers, AHC President/Superintendent

ALLAN HANCOCK COLLEGE FOUNDATION
A REGULAR MEETING OF THE EXECUTIVE COMMITTEE
Minutes of July 15, 2026, 4:00 – 5:00 p.m.

A regular Executive Committee meeting was held at Allan Hancock College – Bldg. B, 102.

1. Call to Order
Foundation Executive Director, J. Hooten, called the meeting to order at 4:01 p.m.

2. Roll Call

Committee Members Present:	Erica Jane Flores, Paul Cook, Judith Dale, Tim Harrington
Committee Members Absent:	Michael Carroll, Mike Gibson, Kevin Walthers
Staff Present:	Jon Hooten, Marisol Diaz

3. Public Comment
None

4. Approval of Agenda for July 15, 2026 (ACTION)
MOTION: On a motion by P. Cook, seconded by J. Dale, the agenda was approved by a unanimous voice vote.

5. Approval of Minutes for March 18, 2026 (ACTION)
MOTION: On a motion by T. Harrington, seconded by P. Cook, the minutes were approved by a unanimous voice vote.

6. Executive Director's Report
J. Hooten reported that planning and fundraising for Hancock Honors on September 12 are progressing well. He also provided an update on outreach efforts related to the college bond initiative.

7. Governance and Nominations Committee
7.A. New Student Representative – Khadija Abdourahamane Moussa (ACTION)
MOTION: On a motion by E. Flores, seconded by J. Dale, the committee approved Khadija as the new student representative for 2026-2027 and was approved by a unanimous voice vote.

7.B. 2026-2027 Slate of Officers (ACTION)
MOTION: On a motion by J. Dale, seconded by T. Harrington, the committee approved the 2026-2027 slate of officers by a unanimous voice vote.

7.C. 2026-2027 Calendar of Meetings and Events (ACTION)
The 2026–2027 meeting calendar was approved with the November Executive Committee meeting moved to a Thursday due to the college being closed for the Veteran's Day holiday.
MOTION: On a motion by J. Dale, seconded by E. Flores, the committee approved the 2026-2027 calendar of meetings and events by unanimous voice vote.

7.D. 2026-2027 Committees and Chairs (ACTION)
MOTION: On a motion by J. Dale, seconded by T. Harrington, the committee approved the 2026-2027 committees and chairs by unanimous voice vote.

8. Finance Committee

8.A. Review and Approval of Financial Statements through 5/31/2026 (ACTION)

The Executive Committee reviewed financial statements through May 31, 2026.

MOTION: On a motion by J. Dale, seconded by E. Flores, the financial statements were approved as submitted by a unanimous voice vote.

8.B. Auditors 2024-2025 IRS Form 990 Report (ACTION)

P. Cook reported that the Finance Committee had a productive discussion regarding the IRS Form 990 and thanked staff for their attention to detail in preparing this report.

MOTION: On a motion by E. Flores, seconded by T. Harrington, the committee accepted the 2024-2025 IRS Form 990 Report as presented by a unanimous voice vote.

9. Advancement Committee (Information)

9.A. Foundation Giving Report

J. Hooten highlighted that the Cloverlane Foundation has contributed approximately $130,000 to date. He thanked J. Dale for helping establish the relationship and noted Clover Lane's strong interest in supporting Allan Hancock College, particularly Public Safety programs.

9.B. Unrestricted Giving & PC Campaign

J. Hooten gave an update on unrestricted giving, stating this fund has taken off after the Promise Campaign. He discussed ongoing efforts to strengthen donor stewardship and engagement while expanding unrestricted support to meet the Foundation's highest priorities.

9.C. Scholarship Subcommittee Report

J. Hooten reported that the Foundation is implementing a new scholarship disbursement process that will provide scholarship checks directly to students rather than sending payments to educational institutions. Students will receive a legal acknowledgment outlining that scholarship funds are intended for tuition, fees, and other qualified educational expenses. The Foundation will continue requiring verification of enrollment and class registration before funds are distributed.

9.D. Public Safety Alumni BBQ

J. Hooten reported on the success of the inaugural Public Safety Alumni BBQ held on June 17, 2026. Approximately 30 alumni attended, representing the Fire Academy, Law Enforcement Academy, and EMS programs. Alumni from graduating classes dating back to the 1970s participated and toured the Public Safety facilities. Although the event was designed primarily to strengthen alumni engagement rather than serve as a fundraiser, it generated approximately $1,500 for the Public Safety Training Student Emergency Fund.

9.E. Hancock Honors

J. Hooten shared that production of the honoree videos are underway, and event preparations continue to progress. Looking ahead, he noted that next year's Hancock Honors will serve as a signature celebration of the Foundation's 50th Anniversary.

10. Foundation Staffing Update (ACTION)

J. Hooten provided an overview of Glen Quiring’s background and extensive experience in advancement services, strategic planning, donor data management, and fundraising analytics. He also discussed recent staffing changes within the Foundation where Marisol Diaz has transitioned into the role of Operations Manager after successfully laying the foundation for alumni engagement program during its inaugural year. Following consultation with an external advisor, Foundation leadership determined that alumni relations responsibilities can be effectively

integrated among existing staff rather than creating a dedicated alumni position at this time. This approach will allow the Foundation to continue growing alumni engagement while prioritizing fundraising capacity.
MOTION: On a motion by P. Cook seconded by J. Dale, the Foundation staffing updates were approved by a unanimous voice vote.

11. Board Meeting July 23, 2026 – Agenda Review (ACTION)
MOTION: On a motion by P. Cook, seconded by T. Harrington, the agenda for the July 23, 2026 meeting of the Board of Directors was approved by a unanimous voice vote.

12. Working Meeting September 24, 2026 – Agenda Review (ACTION)
MOTION: On a motion by J. Dale, seconded by T. Harrington, the agenda for the September 24, 2026 meeting of the Board of Directors was approved by a unanimous voice vote.

13. Consideration of New Business
None

14. Next Meeting – November 12, 2026, 4-5 p.m.

15. Adjourn (ACTION)
MOTION: On a motion by J. Dale, seconded by P. Cook, the meeting was adjourned at 4:33 p.m. by a unanimous voice vote.

To: Executive Committee	**ACTION**
From: Jon Hooten, Executive Director Allan Hancock College Foundation	**November 12, 2026**
Subject: New Member Nomination – Joseph "Joe" Dana	

BACKGROUND

Joseph "Joe" Dana retired from a 37-year career in the Orcutt Union School District that included service as a teacher, school administrator, and district administrator. Joe is very active in the community and has served on various boards including Santa Maria Valley YMCA, Orcutt Children's Art Foundation, Santa Maria Public Library Foundation, Supporting Orcutt Academy's Academic Resources (SOAAR), and Northern Santa Barbara County United Way.

Nominee statement of interest: I am a proud product of Allan Hancock College who attended full-time from August 1982 through December 1983 before transferring to UC Berkeley. Hancock set me up beautifully for success at Berkeley, and I will always be grateful! I have been recognized as a Distinguished Alumnus of Hancock in 2000 and again in 2021. The biggest reason I am interested in serving on the AHC Foundation Board is that I am passionate about delivering scholarships to Hancock students. After my mom, Susan Dana, passed away in 2005, our family endowed a scholarship in her memory to go to students in Hancock's nursing program (my mom was a nurse). It is one of the greatest things our family has done, and we all have experienced great joy giving out my mom's scholarship each year. The annual scholarship night put-on by the AHC Foundation is one of my most looked-forward-to events of the year, and I would love to get even more scholarships for students in the future!

RECOMMENDATION

Staff recommend the Executive Committee accept Joe's nomination and forward to the board for approval.

NOMINATION FOR BOARD OF DIRECTORS

1. Name *

Joseph (Joe) Dana

2. Email*

[redacted]

3. Phone number *

[redacted]

4. Street Address *

[redacted]

5. City *

Santa Maria

6. ZIP Code *

[redacted]

7. Spouse/Partner name (if applicable) Angelina

(Angie) Galvez-Dana

8. Company/Organization name (if applicable)

Orcutt Union School District

9. Title/Position (if applicable)

Retired assistant superintendent; I work part-time for the district now. Also running for the Area 5 seat on the Santa Maria Joint Union High School District Board of Trustees.

10. **Interest:**

Please provide a brief statement outlining why you are interested in serving on the AHC Foundation Board. Please mention your passion for Hancock or higher education; relevant experience and expertise; community involvement and leadership; and/or commitment to philanthropy.

I am a proud product of Allan Hancock College who attended Hancock full-time from August 1982 through December 1983 before transferring to UC Berkeley. Hancock set me up beautifully for success at Berkeley and I will always be grateful! I have been recognized as a Distinguished Alumnus of Hancock in 2000 and again in 2021.

The biggest reason I am interested in serving on the AHC Foundation Board is I am passionate about delivering scholarships to Hancock students. After my mom, Susan Dana, passed away in 2005, our family endowed a scholarship in her memory to go to students in Hancock's nursing program (my mom was a nurse). It is one of the greatest things our family has done, and we all have experienced great joy giving out my mom's scholarship each year. The annual scholarship night put on by the AHC Foundation is one of my most looked-forward-to events of the year, and I would love to get even more scholarships for students in the future!

11. **Skills, Experience, & Expertise**

Please select as many as apply: *

- [ ] Accounting / Finance
- [ ] Advocacy
- [x] Community Relations
- [ ] Corporate relations
- [ ] Effectiveness & Innovation
- [ ] Entrepreneurship
- [ ] Estate planning
- [ ] Event planning
- [ ] Fund development / Philanthropy
- [ ] Higher education
- [ ] Human Resources
- [ ] Investment
- [ ] Legal
- [ ] Marketing
- [x] Nonprofit leadership & governance
- [ ] Technology
- [ ] Strategic Planning
- [ ] Other

12. **Industry experience**

Select as many as apply: *

- [ ] Aerospace
- [ ] Agriculture
- [ ] Communications / PR
- [ ] Construction
- [x] Education
- [ ] Energy
- [ ] Financial Services
- [ ] Government
- [ ] Healthcare
- [ ] Hospitality
- [ ] Law
- [ ] Management / Consulting
- [ ] Manufacturing
- [x] Media / Entertainment
- [ ] Military
- [ ] Nonprofits
- [ ] Technology
- [ ] Wine

13. **On what other boards have you served (past and present)?** *

Santa Maria Valley YMCA, current board member and past chair
Orcutt Children's Arts Foundation, longtime board member and current board president
Santa Maria Public Library Foundation, current board member
Dana Adobe Cultural Center, past board member and board president
Northern Santa Barbara County United Way, past board member
SOAAR (Supporting Orcutt Academy's Academic Resources) Foundation, current board member

14. **In what other charitable or community organizations are you involved (past and present)?** *

In addition to everything mentioned above, I am active at St. Louis de Montfort Church and am a proud member of Santa Maria Elks Lodge 1538. In 2020 my daughter, Sabrina, was the Santa Maria Elks Rodeo Queen candidate for Northern Santa Barbara County United Way.

15. **What connections (if any) do you have with Hancock?** *

Please see comment for No. 10. I love Allan Hancock College and am a proud Bulldog. I have been involved in the Yes on Measure H campaign for Hancock.

16. The AHC Foundation Board currently meets six times per year (in person), usually on Thursday afternoons at 4-6 p.m. Board members also serve on at least one committee, which usually meets three times per year at various times. Are you able to make this time commitment? *

- (●) Yes
- ( ) No
- ( ) Not sure

17. The Governance and Nominations Committee will consider your responses and make a recommendation to the Executive Committee, which in turn makes a recommendation to the full Board of Directors for consideration.

    If invited to join the board, do you intend to accept the invitation? *

- (●) Yes
- ( ) No
- ( ) Not sure ... let's talk more!

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Updated 2026-2027 Slate of Officers	

BACKGROUND

The updated slate of officers includes Claudia Ortiz assuming the role of Treasurer, filling the currently vacant position while Michael Carroll will assume the role of Secretary following the conclusion of Tim Harrington's term in January 2027.The updated slate of officers for the 2026-2027 fiscal year is presented for approval:

Mike Gibson, President
Erica Jane Flores, Vice-President
Claudia Ortiz, Treasurer
Tim Harrington, Secretary
Michael Carroll, Secretary Elect

RECOMMENDATION

Staff recommend the Executive Committee accept the updated 2026-2027 slate of officers as presented and forward to the board of directors for approval.

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Updated 2026-2027 Committees and Chairs	

BACKGROUND

The updated committees and chairs for the 2026-2027 fiscal year are presented for approval.

Executive Committee

- Mike Gibson (2030), **President/Chair**
- Erica Jane Flores (2030), Vice President
- Claudia Ortiz (2035), Treasurer
- Tim Harrington (2027), Secretary
- Michael Carroll (2035), Secretary elect
- Judith Dale (2029), Member-at-large
- Kevin Walthers

Finance Committee

- Claudia Ortiz (2035), **Chair**
- Judy Frost **(2027)**
- Mike Gibson (2030)
- Len Jarrott (2033)
- Manny Molera (2034)
- Laura Becker
- Keli Seyfert

Advancement Committee

- Greg Pensa, **Chair**
- Carolyn Baldiviez (2035)
- Mike Brady (2035)
- Michael Carroll (2035)
- Tim Harrington **(2027)**
- Len Jarrott (2033)
- Suzanne Levy
- Kevin Walthers

Scholarship Subcommittee

- Tim Harrington (2027)
- George Grama (2030)
- Nichole Dechaine
- Christina Hernandez (2034)

Governance and Nominations Committee

- Judith Dale (2029), **Chair**
- Michael Boyer (2034)
- Katie Gorndt (2034)
- Christina Hernandez (2034)
- Tim Harrington (2027)
- Luis Servin (2035)

Note: According to the Foundation's bylaws, a director will term off at the January meeting following their 9th 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.

RECOMMENDATION

Staff recommend the Executive Committee accept the updated 2026-2027 Committees and Chairs as presented and forward to the board for approval.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Board Retreat	

BACKGROUND

Our annual board retreat will take place on January 28, 2027, at the CoastHills Community Room with a tentative time of 1:30 – 5 p.m. We will discuss potential topics and activities for the retreat as we continue preparing for the upcoming comprehensive campaign.

The retreat will be followed by a private unveiling of the new Spike statue for the board.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Board Director Term Ending – Judy Frost	

BACKGROUND

Judy Frost will be terming off from the Allan Hancock College Board of Directors after serving a full 9-year term. Foundation staff would like to thank her for her years of service and dedication to the board and to our students. Judy will be thanked and acknowledged at the January 28, 2027 meeting.

To: Executive Committee	**Information**
From: Jon Hooten, Executive Director **Allan Hancock College Foundation**	**November 12, 2026**
Subject: Board Director Term Ending – Tim Harrington	

BACKGROUND

Tim Harrington will be terming off from the Allan Hancock College Foundation Board of Directors after serving a full 9-year term. Foundation staff would like to thank him for his years of service and dedication to the board and to our students. Tim will be thanked and acknowledged at the January 28, 2027 meeting.

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

Contributions Report	6/1/2026 - 9/30/2026	16-17
Statement of Operations	6/1/2026 and 9/30/2026	18-19
Statement of Financial Position	6/1/2026 and 9/30/2026	20-21
General Operations Budget	6/1/2026 and 9/30/2026	22-23

RECOMMENDATION

Staff recommend approval of the financial statements as submitted. Upon approval, the financial statements will be forwarded to the board for review and approval.

Allan Hancock College Foundation
Contributions
July 1, 2025 through June 30, 2026

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	$ 6,703	$ 92	$ 73	$ 6,778	$ 151	$ 7,284	$ 114	$ 117	$ 328	$ 7,397	$ 107	$ 97	$ 29,241
Other Local Income	$ -	$ -	$ 10	$ 2,216	$ 848	$ 2,172	$ -	$ 360	$ 4,275	$ 20,725	$ 2,204	$ 1,859	$ 34,669
President's Circle Campaign	$ 14,387	$ 7,841	$ 17,022	$ 61,525	$ 3,922	$ 51,721	$ 3,658	$ 2,479	$ 1,828	$ 11,379	$ 8,371	$ 3,494	$ 187,627
Restricted	$ 15,735	$ 33,675	$ 7,525	$ 3,080	$ 25,185	$ 107,571	$ 20,620	$ 57,870	$ 50,625	$ 69,816	$ 975	$ 75,155	$ 467,832
Scholarships	$ 48,084	$ 17,822	$ 22,159	$ 30,269	$ 7,781	$ 136,122	$ 28,976	$ 8,013	$ 72,426	$ 33,019	$ 55,371	$ 17,207	$ 477,248
Hancock Honors	$ 67,200	$ 69,000	$ 31,179	$ 12,150	$ -	$ 3,700	$ 350	$ 350	$ 50,000	$ 24,350	$ 700	$ 13,250	$ 272,229
Hancock Promise	$ 1,283	$ 22,163	$ 130	$ 141	$ 130	$ 5,245	$ 130	$ 1,130	$ 125	$ 130	$ 35	$ 30	$ 30,672
Endowments	$ 21,171	$ 18,000	$ 25,000	$ 250	$ 3,286	$ 76,600	$ 2,000	$ 10,423	$ 5,500	$ 25,000	$ 25,000	-	$ 212,230
MONTHLY TOTALS	*$ 174,563*	*$ 168,593*	*$ 103,098*	*$ 116,409*	*$ 41,303*	*$ 390,415*	*$ 55,848*	*$ 80,742*	*$ 185,107*	*$ 191,816*	*$ 92,763*	*$ 111,093*	$ 1,711,748
CURRENT YTD TOTALS	**$ 174,563**	**$ 343,156**	**$ 446,254**	**$ 562,663**	**$ 603,965**	**$ 994,380**	**$ 1,050,229**	**$ 1,130,970**	**$ 1,316,078**	**$ 1,507,893**	**$ 1,600,656**	**$ 1,711,748**	**$ 1,711,748**

PRIOR YEARS CONTRIBUTIONS	
July 2024 -June 2025	1,549,236
July 2023 -June 2024	2,898,514
July 2022 -June 2023	1,186,168
July 2021 -June 2022	1,754,527
July 2020 -June 2021	1,912,505
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 2015	1,354,736
July 2013 - June 2014	4,230,595
July 2012-June 2013	11,662,226
July 2011 - June 2012	774,867
July 2010 - June 2011	907,673

*Oct PCC Unrestr.: Received $50,000 from the District/Radaz Trust
*Nov Restricted funds: Student Emergency & Food solicitation
*Dec Restricted funds: $75,000.00 Cloverlane grant
*April: Athletic Golf Tny increased Other for raffle tix/in kind

NOTES:
a) Report does not include investment portfolio activity.

Allan Hancock College Foundation
Contributions
July 1, 2026 through June 30, 2027

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	$ 7,537	$ 95	$ 334										$ 7,966
Other Local Income	$ -	$ -	$ 3,268										$ 3,268
President's Circle Campaign	$ 8,494	$ 4,604	$ 13,444										$ 26,543
Restricted	$ 73,455	$ 2,775	$ 19,160										$ 95,389
Scholarships	$ 34,345	$ 13,456	$ 29,156										$ 76,957
Hancock Honors	$ 27,650	$ 81,550	$ 37,131										$ 146,331
Hancock Promise	$ 23,649	$ 25	$ 30										$ 23,704
Endowments	$ -	$ -	$ 50,000										$ 50,000
MONTHLY TOTALS	*$ 175,129*	*$ 102,505*	*$ 152,524*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	$ 430,157
CURRENT YTD TOTALS	**$ 175,129**	**$ 277,634**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**	**$ 430,157**

PRIOR YEARS CONTRIBUTIONS	
July 2025 -June 2026	1,711,748
July 2024 -June 2025	1,549,236
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July 2013 - June 2014	4,230,595
July 2012-June 2013	11,662,226
July 2011 - June 2012	774,867

NOTES:
a) Report does not include investment portfolio activity.

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 06/30/2026

	Cash Admin	General Operations	Restricted	Scholar-ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions,Gifts,Grants&Endwmnts	0	477,868	488,158	477,248	212,230	0	1,655,504
Non Cash Contribution	0	11,229	10,346	0	0	0	21,575
Interest and Investment Income	0	33,513	2,079	0	0	741,828	777,420
Chg in Beneficial Int in Asset FCCC	0	0	0	0	21,019	0	21,019
Realized Gain/Loss on Invest	0	24,726	0	0	0	1,652,635	1,677,361
Unrealized Gain/Loss on Invest	0	10,307	0	0	0	1,573,068	1,583,375
Other Local Revenues	0	1,130	25,298	8,241	0	0	34,669
Total Revenues	0	558,774	525,881	485,489	233,249	3,967,531	5,770,923
EXPENSES:							
Non Bargaining Unit	0	375,079	0	0	0	0	375,079
Benefits	0	82,222	0	0	0	0	82,222
Instructional Supplies	0	0	56,566	0	0	0	56,566
Public Relations/Recognitions	0	2,952	1,150	0	0	0	4,102
Office/Operational Supplies	0	15,459	7,475	0	0	0	22,934
In Kind Supply Expense	0	0	1,824	0	0	0	1,824
Non Instr Printing	0	6,727	2,262	0	0	0	8,989
Food - Business Meetings/Events	0	63,766	48,847	0	0	0	112,613
Food - Student Activities	0	0	11,151	0	0	0	11,151
In-Kind Food Supplies	0	2,756	2,134	0	0	0	4,890
Indep Contractor (Individuals)	0	41,168	4,452	0	0	0	45,621
Service Contracts (Businesses)	0	65,090	53,935	0	0	0	119,025
In-Kind Service Contracts (Busnss)	0	3,046	1,149	0	0	0	4,195
Travel - All Travel Costs	0	6,666	2,473	0	0	0	9,139
In-Kind Travel Expense	0	428	2,789	0	0	0	3,217
On-Site-Prof. Develop/Webinars	0	588	0	0	0	0	588
Foundation Community Activities	0	21,588	5,000	0	0	0	26,588
Dues & Memberships	0	9,108	0	0	0	0	9,108
Non-Tech Licenses,Permits,Fees	0	1,647	1,170	0	0	0	2,817
Software License/Subscription Agrmt	0	57,188	14,710	0	0	0	71,898
Insurance	0	176	322	0	0	0	498
Facility Rental	0	2,000	0	0	0	0	2,000
Legal Fees	0	6,304	14,750	0	0	0	21,054
Sales Tax Expense	0	0	1,000	0	0	0	1,000
District/College Support	0	60,541	236,842	0	0	0	297,383
Postage/Express Services	0	6,167	896	0	0	0	7,063
Advertising/Sponsorships	0	10,507	0	0	0	0	10,507
In-Kind Advertising	0	5,000	0	0	0	0	5,000
Bank Service Charges	0	2,703	250	36	0	0	2,988
Merchant Fees	0	0	1	0	0	0	1
Investment Brokerage Fees	0	3,522	0	0	0	177,760	181,282
PCPA Support	0	0	17,539	82,118	0	0	99,657
Equipment	0	4,707	57,718	0	0	0	62,425
Student Assistance	0	2,135	15,492	0	0	0	17,627
In-Kind Student Assistance	0	0	2,450	0	0	0	2,450
Scholarships	0	3,417	220,942	578,999	0	0	803,359
Total Expenditures	0	862,657	785,290	661,153	0	177,760	2,486,860
Net Income (Loss)	0	(303,883)	(259,409)	(175,664)	233,249	3,789,771	3,284,063
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	0	255,714	624,707	345,080	302,757	140,321	1,668,578
Intrafund Transfers-Out	0	140,069	21,236	2,240	296,580	1,208,453	1,668,578
Other Transfer-In	0	318,419	0	0	0	0	318,419
Net Transfers	0	434,064	603,472	342,840	6,176	(1,068,132)	318,419
Net Inc/Dec in Fund Bal	0	130,181	344,063	167,176	239,425	2,721,639	3,602,482
FUND BALANCE:							
Fund Equity, July 1	0	930,161	1,349,945	948,072	17,911,219	6,388,848	27,528,245
Current Balance	0	1,060,342	1,694,008	1,115,248	18,150,644	9,110,487	31,130,727

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 09/30/2026

	Cash Admin	General Operations	Restricted	Scholar-ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions,Gifts,Grants&Endwmnts	0	167,909	119,093	76,957	50,000	0	413,958
Non Cash Contribution	0	12,931	0	0	0	0	12,931
Interest and Investment Income	0	8,074	419	0	0	252,069	260,562
Realized Gain/Loss on Invest	0	4,613	0	0	0	660,354	664,967
Unrealized Gain/Loss on Invest	0	(19,008)	0	0	0	(1,071,143)	(1,090,151)
Other Local Revenues	0	0	3,268	0	0	0	3,268
Total Revenues	0	174,519	122,780	76,957	50,000	(158,720)	265,535
EXPENSES:							
Non Bargaining Unit	0	113,089	0	0	0	0	113,089
Benefits	0	25,197	0	0	0	0	25,197
Public Relations/Recognitions	0	151	0	0	0	0	151
Office/Operational Supplies	0	4,436	8,441	0	0	0	12,877
Non Instr Printing	0	401	62	0	0	0	463
Food - Business Meetings/Events	0	35,888	3,544	0	0	0	39,432
In-Kind Food Supplies	0	2,992	0	0	0	0	2,992
Indep Contractor (Individuals)	0	40,176	925	0	0	0	41,101
Service Contracts (Businesses)	0	39,925	1,000	0	0	0	40,925
In-Kind Service Contracts (Busnss)	0	4,019	0	0	0	0	4,019
Travel - All Travel Costs	0	3,673	0	0	0	0	3,673
In-Kind Travel Expense	0	920	0	0	0	0	920
Foundation Community Activities	0	10,910	0	0	0	0	10,910
Dues & Memberships	0	5,350	0	0	0	0	5,350
Non-Tech Licenses,Permits,Fees	0	982	855	0	0	0	1,837
Software License/Subscription Agrmt	0	3	44,916	0	0	0	44,919
Insurance	0	176	0	0	0	0	176
District/College Support	0	12,997	192,571	0	0	0	205,568
Postage/Express Services	0	274	0	0	0	0	274
Advertising/Sponsorships	0	64	0	0	0	0	64
In-Kind Advertising	0	5,000	0	0	0	0	5,000
Bank Service Charges	0	1,039	44	0	0	0	1,083
Investment Brokerage Fees	0	941	0	0	0	47,923	48,864
PCPA Support	0	0	0	21,793	0	0	21,793
Equipment	0	0	23,738	0	0	0	23,738
Scholarships	0	1,750	0	620,858	0	0	622,608
Total Expenditures	0	310,352	276,094	642,651	0	47,923	1,277,020
Net Income (Loss)	0	(135,833)	(153,315)	(565,694)	50,000	(206,643)	(1,011,486)
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	0	39,527	0	16,450	0	0	55,977
Intrafund Transfers-Out	0	10,000	6,450	0	0	39,527	55,977
Other Transfer-In	0	243,084	0	0	0	0	243,084
Net Transfers	0	272,611	(6,450)	16,450	0	(39,527)	243,084
Net Inc/Dec in Fund Bal	0	136,778	(159,765)	(549,244)	50,000	(246,170)	(768,402)
FUND BALANCE:							
Fund Equity, July 1	0	1,060,341	1,694,007	1,115,248	18,150,644	9,110,486	31,130,727
Current Balance	0	1,197,119	1,534,242	566,004	18,200,644	8,864,316	30,362,325

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 06/30/2026

	Cash Admin	General Operations	Restricted	Scholar-ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(14,331,039)	1,042,104	1,563,905	1,117,609	1,496,934	9,110,486	0
AHC Fdtn Mechanics Bank Checking	174,785	0	0	0	0	0	174,785
AHC Fdtn MS Active Assets MM	517,149	0	0	0	0	0	517,149
Petty Cash	0	300	0	0	0	0	300
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	138,169	0	138,169
MS Select UMA Unrestr 2948 Inv Cash	48,421	0	0	0	0	0	48,421
Monarch WIth Strategies Pooled Cash	20,606	0	0	0	0	0	20,606
Monarch WIth Strategies Lahr Cash	0	0	0	0	538	0	538
Monarch WIth Strtgs HP 3588 Cash	0	0	0	0	184,141	0	184,141
Monarch WIth Strtgs Young 0897 Cash	0	0	0	0	10,843	0	10,843
MS Select UMA Pooled 1441 Inv Cash	408,450	0	0	0	0	0	408,450
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	4,878	0	4,878
Pledge Receivable - Current	0	0	100,000	0	0	0	100,000
Pledge Receivable - Non Current	0	0	100,000	0	0	0	100,000
Discount on Pledge Receivable	0	0	(6,689)	0	0	0	(6,689)
Other Receivables	0	0	15,637	0	0	0	15,637
Due From Other Funds	0	8,485	0	3,351	0	0	11,836
Prepaid Items	0	40,390	46,722	0	0	0	87,111
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,287,189	0	2,287,189
MS Select UMA Unrestr 2948 Inv Cost	481,824	0	0	0	0	0	481,824
Monarch WIth Strategies Pooled Cost	2,552,519	0	0	0	0	0	2,552,519
Monarch WIth Strategies Lahr Cost	0	0	0	0	60,459	0	60,459
Monarch WIth Strtgs HP 3588 Cost	0	0	0	0	9,834,430	0	9,834,430
Monarch WIth Strtgs Young 0897 Cost	0	0	0	0	1,264,066	0	1,264,066
MS Select UMA Pooled 1441 Inv Cost	7,355,370	0	0	0	0	0	7,355,370
Interest in CA Comm Colleges Cost	0	0	0	0	196,702	0	196,702
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	552,953	0	552,953
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	662,155	0	662,155
MS Select UMA Unrestr 2948 FMV Adj	111,290	0	0	0	0	0	111,290
Monarch WIth Strtgs Pooled FMV Adj	464,849	0	0	0	0	0	464,849
Monarch WIth Strtgs Lahr FMV Adj	0	0	0	0	11,841	0	11,841
Monarch WIth Strtgs HP 3588 FMV Adj	0	0	0	0	1,136,330	0	1,136,330
Monarch WIth Str Young 0897 FMV Adj	0	0	0	0	222,293	0	222,293
MS Select UMA Pooled 1441 FMV Adj	2,195,774	0	0	0	0	0	2,195,774
MrgStnly TitleV HSI HP 8826 FMV Adj	0	0	0	0	86,725	0	86,725
Total Assets	0	1,091,278	1,819,575	1,120,960	18,150,644	9,110,486	31,292,944
LIABILITIES:							
Accounts Payable	0	24,687	125,050	5,713	0	0	155,450
Sales Tax Payable	0	0	0	0	0	0	0
Other Accounts Payable	0	6,249	518	0	0	0	6,767
Total Liabilities	0	30,937	125,568	5,713	0	0	162,217
FUND BALANCE:							
Fund Equity FYB	0	930,161	1,349,945	948,072	17,911,219	6,388,848	27,528,245
Current Income/Loss	0	130,180	344,062	167,176	239,425	2,721,638	3,602,482
Total Fund Balance	0	1,060,341	1,694,007	1,115,248	18,150,644	9,110,486	31,130,727
Total Liabilities & Fund Balance	0	1,091,278	1,819,575	1,120,961	18,150,644	9,110,486	31,292,944

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 09/30/2026

	Cash Admin	General Operations	Restricted	Scholar-ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(13,545,050)	1,187,915	1,340,312	572,403	1,580,103	8,864,316	0
AHC Fdtn Mechanics Bank Checking	334,114	0	0	0	0	0	334,114
AHC Fdtn MS Active Assets MM	3,835	0	0	0	0	0	3,835
Petty Cash	0	300	0	0	0	0	300
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	145,785	0	145,785
MS Select UMA Unrestr 2948 Inv Cash	51,097	0	0	0	0	0	51,097
Monarch Wlth Strategies Pooled Cash	17,557	0	0	0	0	0	17,557
Monarch Wlth Strategies Lahr Cash	0	0	0	0	446	0	446
Monarch Wlth Strtgs HP 3588 Cash	0	0	0	0	217,756	0	217,756
Monarch Wlth Strtgs Young 0897 Cash	0	0	0	0	9,342	0	9,342
MS Select UMA Pooled 1441 Inv Cash	357,212	0	0	0	0	0	357,212
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	3,413	0	3,413
Pledge Receivable - Current	0	0	200,000	0	0	0	200,000
Discount on Pledge Receivable	0	0	(6,070)	0	0	0	(6,070)
Due From Other Funds	0	8,903	0	1,391	0	0	10,294
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,326,399	0	2,326,399
MS Select UMA Unrestr 2948 Inv Cost	489,629	0	0	0	0	0	489,629
Monarch Wlth Strategies Pooled Cost	2,671,786	0	0	0	0	0	2,671,786
Monarch Wlth Strategies Lahr Cost	0	0	0	0	63,435	0	63,435
Monarch Wlth Strtgs HP 3588 Cost	0	0	0	0	10,095,022	0	10,095,022
Monarch Wlth Strtgs Young 0897 Cost	0	0	0	0	1,358,528	0	1,358,528
MS Select UMA Pooled 1441 Inv Cost	7,479,001	0	0	0	0	0	7,479,001
Interest in CA Comm Colleges Cost	0	0	0	0	196,702	0	196,702
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	556,342	0	556,342
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	570,076	0	570,076
MS Select UMA Unrestr 2948 FMV Adj	92,282	0	0	0	0	0	92,282
Monarch Wlth Strtgs Pooled FMV Adj	354,838	0	0	0	0	0	354,838
Monarch Wlth Strtgs Lahr FMV Adj	0	0	0	0	9,009	0	9,009
Monarch Wlth Strtgs HP 3588 FMV Adj	0	0	0	0	859,112	0	859,112
Monarch Wlth Str Young 0897 FMV Adj	0	0	0	0	138,979	0	138,979
MS Select UMA Pooled 1441 FMV Adj	1,693,700	0	0	0	0	0	1,693,700
MrgStnly TitleV HSI HP 8826 FMV Adj	0	0	0	0	70,195	0	70,195
Total Assets	0	1,197,118	1,534,242	573,794	18,200,644	8,864,316	30,370,115
LIABILITIES:							
Sales Tax Payable	0	0	0	0	0	0	0
Due To/From Interchart Scholarshi	0	0	0	7,790	0	0	7,790
Total Liabilities	0	0	0	7,790	0	0	7,790
FUND BALANCE:							
Fund Equity FYB	0	1,060,341	1,694,007	1,115,248	18,150,644	9,110,486	31,130,727
Current Income/Loss	0	136,777	(159,765)	(549,244)	50,000	(246,170)	(768,401)
Total Fund Balance	0	1,197,118	1,534,242	566,004	18,200,644	8,864,316	30,362,326
Total Liabilities & Fund Balance	0	1,197,118	1,534,242	573,794	18,200,644	8,864,316	30,370,116

Query View	**Budget Status by Account**
Fiscal period start date	07/01/2025
Fiscal period end date	06/30/2026
As of Date	06/30/2026
Currency	USD

Query Parameters		
Chart of Accounts	3	Allan Hancock College Foundn
Fund	831001	Fdtn General Operations
Organization	AFN	AHC Foundation
Account	All	
Program	709001	AHC Foundation

Account	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
Expenses					
214000	Non Bargaining Unit	375,079	375,079	375,079	0
332000	Classified Non Instr FICA-Soc Scrty	23,263	23,263	23,263	0
336000	Classified Non-Instr FICA-Medicare	5,441	5,441	5,441	0
342000	Classified Non Instr Health & Wlfr	48,000	48,000	34,087	13,913
352000	Classified Non-Instr SUI	2,170	2,170	808	1,362
352500	Classified ETT-Foundation	36	36	36	0
362000	Classified Non Instr Workers Comp	3,857	3,857	3,857	0
395100	Employer Matching of TSA	17,128	17,128	14,731	2,398
451500	Public Relations/Recognitions	2,400	2,400	2,392	8
452000	Office/Operational Supplies	4,559	4,559	3,819	740
454000	Non Instr Printing	10,000	10,000	5,175	4,825
471000	Food - Business Meetings/Events	7,700	7,700	7,460	240
511000	Indep Contractor (Individuals)	257	257	200	57
511200	Service Contracts (Businesses)	27,764	27,764	27,764	0
521000	Travel - All Travel Costs	8,000	8,000	6,370	1,630
522000	On-Site-Prof. Develop/Webinars	1,000	1,000	588	412
522400	Foundation Community Activities	20,000	20,000	15,998	4,002
531000	Dues & Memberships	5,500	5,500	4,642	858
532000	Non-Tech Licenses,Permits,Fees	2,000	2,000	400	1,600
532200	Software License/Subscription Agrmt	38,570	38,570	28,260	10,310
587000	Postage/Express Services	5,126	5,126	5,126	0
588000	Advertising/Sponsorships	9,607	9,607	9,607	0
589200	Bank Service Charges	2,255	2,255	1,878	377
641000	Equipment	4,707	4,707	4,707	0
721500	Intrafund Transfers-Out	40,000	40,000	39,069	931
Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	54,980	54,980	29,241	25,739
886000	Interest and Investment Income	0	0	3,262	-3,262
886600	Unrealized Gain/Loss on Invest	0	0	0	0
889000	Other Local Revenues	1,200	1,200	1,130	70
898200	Intrafund Transfer-In	280,000	280,000	154,714	125,286
898300	Other Transfer-In	328,239	328,239	318,419	9,820
Revenue Total		664,419	664,419	506,766	157,654
Expenditure Total		664,419	664,419	620,756	43,663
Report Total (of all records)		0	0	-113,990	113,990

Intra Fund Transfers-Out	**Budget**	**Actual**
Scholarship Banquet	40,000	39,069
	40,000	39,069

Intra Fund Transfers-In		
Administration Fee @ 1.5%	130,000	149,219
Unrestricted End. Proceeds-Madson	5,000	5,000
Unrestr PCC Contributions	50,000	
Unrestr Hancock Honors	95,000	
Unrestricted Endowment	0	
Hancock Promise Gift Fee@ 1.5%	0	494
Other Transfer-In (District support)	111,733	101,913
Other Transfer-In (District support)	216,506	216,506
	608,239	473,132

Query View **Budget Status by Account**

Fiscal period start date 07/01/2026
Fiscal period end date 06/30/2027
As of Date 09/30/2026
Currency USD

Query Parameters

Chart of Accounts	3	Allan Hancock College Foundn
Fund	831001	Fdtn General Operations
Organization	AFN	AHC Foundation
Account	All	
Program	709001	AHC Foundation

Account	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
Expenses					
214000	Non Bargaining Unit	496,982	496,982	113,089	383,893
332000	Classified Non Instr FICA-Soc Scrty	30,813	30,813	7,012	23,801
336000	Classified Non-Instr FICA-Medicare	7,206	7,206	1,640	5,566
342000	Classified Non Instr Health & Wlfr	65,000	65,000	11,283	53,717
352000	Classified Non-Instr SUI	1,218	1,218	154	1,064
352500	Classified ETT-Foundation	42	42	7	35
362000	Classified Non Instr Workers Comp	5,109	5,109	1,184	3,925
395100	Employer Matching of TSA	42,709	42,709	3,918	38,791
451500	Public Relations/Recognitions	2,000	2,000	151	1,849
452000	Office/Operational Supplies	3,000	3,000	436	2,564
454000	Non Instr Printing	7,500	7,500	295	7,205
471000	Food - Business Meetings/Events	4,000	4,000	1,180	2,820
511000	Indep Contractor (Individuals)	24,500	24,500	0	24,500
511200	Service Contracts (Businesses)	3,800	3,800	963	2,837
521000	Travel - All Travel Costs	9,496	9,496	3,466	6,030
522000	On-Site-Prof. Develop/Webinars	1,295	1,295	0	1,295
522400	Foundation Community Activities	15,000	15,000	10,410	4,590
531000	Dues & Memberships	6,500	6,500	4,480	2,021
532000	Non-Tech Licenses,Permits,Fees	300	300	50	250
532200	Software License/Subscription Agrmt	34,000	34,000	3	33,997
587000	Postage/Express Services	5,500	5,500	50	5,450
588000	Advertising/Sponsorships	7,500	7,500	64	7,436
589200	Bank Service Charges	1,500	1,500	734	766
641000	Equipment	500	500	0	500
721500	Intrafund Transfers-Out	35,000	35,000	0	35,000
Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	44,424	44,424	7,966	36,458
886000	Interest and Investment Income	0	0	1,267	-1,267
898200	Intrafund Transfer-In	435,000	435,000	39,527	395,473
898300	Other Transfer-In	331,046	331,046	243,084	87,962
Revenue Total		810,470	810,470	291,843	518,627
Expenditure Total		810,470	810,470	160,567	649,903
Report Total (of all records)		0	0	131,277	-131,277

Intra Fund Transfers-Out	**Budget**	**Actual**
Scholarship Banquet	35,000	0
	35,000	0

Intra Fund Transfers-In		
Administration Fee @ 1.5%	150,000	39,527
Unrestricted End. Proceeds-Madson	5,000	
Unrestr PCC Contributions	85,000	
Unrestr Hancock Honors	95,000	
Unrestricted Endowment	100,000	
Other Transfer-In (District support)	114,540	26,578
Other Transfer-In (District support)	216,506	216,506
	766,046	282,611

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Endowment Scholarship & Program Funding 2026-2027	

BACKGROUND

According to the Foundation's Endowment Funding Policy, Foundation staff determines the endowment funding with the review date of September 30, 2026. That process begins with a review of each endowment value and application of the approved funding policy formula.

In keeping with the endowment funding policy, the Finance Committee reviewed the attached scholarship and program endowments funding report its last meeting. The Finance Committee recommends funding at 5% across the board.

RECOMMENDATION

The Finance Committee recommends the Executive Committee approve the 2026-2027 endowment funding proposal with the review date of September 30, 2026. Upon approval, the recommendation will be forwarded to the board of directors for review and approval.

PRINCIPAL_CODE	FUND_TITLE	Total 6/30/26	Total 9/30/26	12-Quarter Average	9/30/2026 Corpus	Endowment Value	Funding									
							3% of 12Q Avg Value	Endowment Value After Funding	4% of 12Q Avg Value	Endowment Value After Funding	5% of 12Q Avg Value	Endowment Value After Funding	Proposed Scholarship Funding	Proposed Program Funding	
834005	J M Davis Meml Endowment Principal	134,954.18	132,259.32	121,822.90	90,196.26	1.47	3,655	1.426	4,873	1.412	6,091	1.399	6,091		
834010	R H Tesene Endowment Principal	39,248.90	38,465.15	35,438.24	26,000.00	1.48	1,063	1.439	1,418	1.425	1,772	1.411	1,772		
834030	Acquistapace RE Meml Sch Princ	30,805.21	30,190.06	27,779.43	21,000.00	1.44	833	1.398	1,111	1.385	1,389	1.371	1,389		
834035	Adam Wm C End Principal	400,255.15	392,262.51	361,288.45	270,000.00	1.45	10,839	1.413	14,452	1.399	18,064	1.386	18,064		
834040	Adams C NonFed Title III Principal	33,491.54	32,822.78	30,255.13	20,292.25	1.62	908	1.573	1,210	1.558	1,513	1.543	1,513		
834045	Ames Ana Endowment Principal	14,656.80	14,364.11	13,219.59	10,000.00	1.44	397	1.397	529	1.384	661	1.370	661		
834050	Atkinson Justin Hum Sch Princ	83,661.76	81,991.13	75,501.79	55,519.93	1.48	2,265	1.436	3,020	1.422	3,775	1.409	3,775		
834055	AHC Dance NonFed Title III Princ	33,178.92	32,516.36	29,955.81	20,243.23	1.61	899	1.562	1,198	1.547	1,498	1.532		1,498	
834060	AHC Math Sci NonFed Title III Princ	49,500.31	48,511.85	44,706.70	30,695.60	1.58	1,341	1.537	1,788	1.522	2,235	1.508	2,235		
834065	AHC Music Boyd Prgm Principal	3,087,512.90	3,042,259.81	2,887,642.77	2,000,000.00	1.52	86,629	1.478	115,506	1.463	144,382	1.449		144,382	
834070	AHC Fire Tch NonFed Title III Princ	34,084.99	33,404.34	30,782.45	21,336.03	1.57	923	1.522	1,231	1.508	1,539	1.493		1,539	
834075	AHC Pol Sci NonFed Title III Princ	34,359.38	33,673.26	31,016.27	20,457.30	1.65	930	1.601	1,241	1.585	1,551	1.570		1,551	
834076	Andrastek Nursing Endow Principal	532,388.35	521,757.19	478,822.22	381,000.00	1.37	14,365	1.332	19,153	1.319	23,941	1.307		23,941	
834077	ASBG Joe White Schol Endow Principal	11,649.56	11,416.94	10,753.13	10,000.00	1.14	323	1.109	430	1.099	538	1.088	538		
834080	Coe Robert NonFed Title III Princ	32,813.21	32,157.96	29,626.41	20,311.76	1.58	889	1.539	1,185	1.525	1,481	1.510	1,481		
834081	Baker Fmly Nursing Prg End Princ	18,168.26	17,805.47	16,372.26	12,591.51	1.41	491	1.375	655	1.362	819	1.349		819	
834090	Beck B&G Meml Schl End Princ	14,929.17	14,631.06	13,466.70	10,000.00	1.46	404	1.423	539	1.409	673	1.396	673		
834095	Bennett K Meml Sch End Princ	33,779.04	33,104.52	30,144.44	23,027.80	1.44	904	1.398	1,206	1.385	1,507	1.372	1,507		
834100	Bennett R Meml Sch End Princ	139,580.32	166,108.15	123,278.85	126,839.68	1.31	3,698	1.280	4,931	1.271	6,164	1.261	6,164		
834105	Bartleson Fml NF Title III Princ	453,065.92	444,018.71	409,139.61	293,934.21	1.51	12,274	1.469	16,366	1.455	20,457	1.441	20,457		
834113	Bob Brandenburg Meml Sch End Princ	13,755.17	13,480.49	12,399.44	10,000.00	1.35	372	1.311	496	1.298	620	1.286	620		
834115	Bonaccorsi Meml Sch End Principal	87,973.19	86,216.47	79,344.83	60,700.00	1.42	2,380	1.381	3,174	1.368	3,967	1.355	3,967		
834130	Braman Nancy Meml End Principal	7,673.32	7,520.09	6,925.23	5,000.00	1.50	208	1.462	277	1.449	346	1.435	346		
834131	Brunello, Fidenzo Edu Sch Principal	14,274.22	13,989.18	12,820.91	10,000.00	1.40	385	1.360	513	1.348	641	1.335	641		
834132	Cracker Barrel Schol End Principal	13,910.36	13,632.59	12,495.50	10,000.00	1.36	375	1.326	500	1.313	625	1.301	625		
834135	Dana S Meml Sch End Principal	23,742.63	23,268.50	21,413.21	16,120.00	1.44	642	1.404	857	1.390	1,071	1.377	1,071		
834136	Dan Blough Meml Sch End Principal	148,320.42	145,358.64	118,451.79	122,478.62	1.19	3,554	1.158	4,738	1.148	5,923	1.138	5,923		
834140	DeGasparis Fam Sch End Principal	80,948.52	79,332.08	72,990.99	55,928.05	1.42	2,190	1.379	2,920	1.366	3,650	1.353	3,650		
834141	Dino & Mabel Colli Family End Princ	49,451.67	48,464.16	44,572.08	43,285.70	1.12	1,337	1.089	1,783	1.078	2,229	1.068	2,229		
834142	Denise Bray Meml Schl End Principal	11,301.03	11,075.37	10,638.99	10,000.00	1.11	319	1.076	426	1.065	532	1.054	532		
834145	Dority Lola A End Principal	222,860.24	218,409.99	201,158.78	150,000.00	1.46	6,035	1.416	8,046	1.402	10,058	1.389		10,058	
834150	Dugger J Nursing Sch End Princ	46,806.94	45,872.27	42,233.87	31,850.00	1.44	1,267	1.400	1,689	1.387	2,112	1.374	2,112		
834160	Foxworthy Ann Sch End Principal	24,817.30	24,321.75	18,886.59	18,350.00	1.33	567	1.295	755	1.284	944	1.274	944		
834165	Dunn Memorial Sch End Principal	31,673.01	31,040.51	28,588.40	21,848.19	1.42	858	1.381	1,144	1.368	1,429	1.355	1,429		
834166	Enos Family Schol End Principal	129,119.04	126,540.69	115,968.51	100,000.00	1.27	3,479	1.231	4,639	1.219	5,798	1.207	5,798		
834167	Erik Frost Nursing Schol End Princ	11,838.07	11,601.66	11,176.77	10,000.00	1.16	335	1.127	447	1.115	559	1.104	559		
834168	Friends of the Library Endow Princ	11,786.97	11,551.58	10,954.07	10,000.00	1.16	329	1.122	438	1.111	548	1.100	548		
834175	Hancock Tech Fund Principal	134,903.13	132,209.28	121,499.85	95,392.37	1.39	3,645	1.348	4,860	1.335	6,075	1.322		6,075	
834180	Hancock Marian Mem End Principal	147,173.90	144,234.99	132,856.63	101,945.00	1.41	3,986	1.376	5,314	1.363	6,643	1.350	6,643		
834185	Hansen Meml End Principal	242,323.09	237,484.19	207,967.84	155,175.31	1.53	6,239	1.490	8,319	1.477	10,398	1.463		10,398	If needed
834190	Hansen Engineering End Principal	326,539.44	320,018.82	294,722.33	220,000.00	1.45	8,842	1.414	11,789	1.401	14,736	1.388	14,736		
834195	Harelson Don&Gwen Meml Principal	15,118.58	14,816.67	13,647.93	10,000.00	1.48	409	1.441	546	1.427	682	1.413		682	
834200	Hartman L Sch Meml End Princ	70,333.73	68,929.24	63,475.09	45,579.77	1.51	1,904	1.470	2,539	1.457	3,174	1.443	3,174		
834205	Harvey Ed Sch End Principal	123,124.18	120,665.53	111,137.69	82,839.80	1.46	3,334	1.416	4,446	1.403	5,557	1.390	5,557		
834210	Heaton Katherine End Principal	10,203.61	9,999.84	9,209.98	6,618.17	1.51	276	1.469	368	1.455	460	1.441	460		
834212	Helping Hands Endowment Principal	12,250.44	12,005.82	11,183.99	10,000.00	1.20	336	1.167	447	1.156	559	1.145	559		
834215	Herrera Fidel Sch End Principal	15,387.67	15,080.39	13,887.05	10,500.00	1.44	417	1.397	555	1.383	694	1.370	694		
834220	Holdsambeck Franzman Svc Principal	56,146.53	55,025.35	50,678.01	37,000.00	1.49	1,520	1.446	2,027	1.432	2,534	1.419		2,534	
834221	Hoogs Meml Sch Endow Principal	20,162.62	19,759.99	18,108.03	15,447.74	1.28	543	1.244	724	1.232	905	1.221	905		
834225	Howard Family End Principal	30,642.91	30,031.00	27,661.99	20,000.00	1.50	830	1.460	1,106	1.446	1,383	1.432	1,383		
834226	Hunter T Heaney Meml End Principal	16,648.51	16,316.04	14,948.67	11,700.00	1.39	448	1.356	598	1.343	747	1.331	747		
834230	Isaacson B Mml Sch Principal	69,023.59	67,645.28	61,553.02	48,582.96	1.39	1,847	1.354	2,462	1.342	3,078	1.329	3,078		
834234	John Kerr Meml Veteran's Sch Princ	26,542.87	26,012.84	23,839.61	20,000.00	1.30	715	1.265	954	1.253	1,192	1.241	1,192		
834235	Johnson Family Sch End Principal	23,478.13	23,009.28	21,180.89	15,000.00	1.53	635	1.492	847	1.477	1,059	1.463	1,059		
834240	Kanton Meml Sch End Principal	20,229.61	19,825.66	18,252.42	14,000.00	1.42	548	1.377	730	1.364	913	1.351	913		
834241	Karin Kappen Meml Sch End Principal	32,292.05	31,647.22	19,052.19	30,250.00	1.05	572	1.027	762	1.021	953	1.015	953		
834243	Lee Cox Award Endowment Principal	35,192.17	34,489.41	32,210.93	31,000.00	1.11	966	1.081	1,288	1.071	1,611	1.061	1,611		
834255	Lipscomb Sch End Principal	150,513.44	147,507.87	135,850.23	100,000.00	1.48	4,076	1.434	5,434	1.421	6,793	1.407	6,793		
834260	Lmpc Knights of Pythias End Princ	14,762.55	14,467.75	13,326.50	10,000.00	1.45	400	1.407	533	1.393	666	1.380	666		
834265	Knotts Fred & Joie End Principal	97,642.21	95,692.41	88,116.69	64,129.82	1.49	2,644	1.451	3,525	1.437	4,406	1.423	4,406		
834270	Lahr Family Sch End Principal	53,919.87	52,843.17	48,566.39	37,750.00	1.40	1,457	1.361	1,943	1.348	2,428	1.335	2,428		
834275	Don Lahr Ind Weld Sch End Principal	70,737.78	70,790.76	61,124.26	31,626.97	2.24	1,834	2.180	2,445	2.161	3,056	2.142	3,056		
834280	Johnson B NonFed Title III Princ	169,978.39	166,584.12	153,530.66	105,354.01	1.58	4,606	1.537	6,141	1.523	7,677	1.508	7,677		
834285	Karns Msy N NonFed Title III Princ	35,544.65	34,834.88	32,081.47	22,469.19	1.55	962	1.508	1,283	1.493	1,604	1.479	1,604		
834290	Lancaster Depuy Sch End Principal	14,094.16	13,812.69	12,714.25	10,000.00	1.38	381	1.343	509	1.330	636	1.318	636		
834295	M W Likes Endowment Principal	28,009.88	27,450.55	25,268.79	18,379.13	1.49	758	1.452	1,011	1.439	1,263	1.425	1,263		
834300	Madsen Margaret T Meml Princ	57,336.64	56,191.70	46,928.71	33,499.21	1.68	1,408	1.635	1,877	1.621	2,346	1.607	2,346		
834310	Madson Unrst End Principal	144,766.16	141,875.37	129,634.30	96,322.24	1.47	3,889	1.433	5,185	1.419	6,482	1.406		5000	
834315	Madson PCPA End Principal	144,899.39	142,005.92	130,778.67	96,322.25	1.47	3,923	1.434	5,231	1.420	6,539	1.406		6539	
834317	Maggie Daane Memorial End Princ	8,408.65	8,240.75	7,185.76	6,550.00	1.26	216	1.225	287	1.214	359	1.203	359		
834318	Mahon Scholarship Endowment Princ	42,186.27	41,343.86	22,630.66	38,267.00	1.08	679	1.063	905	1.057	1,132	1.051	1,132		
834320	Malvarose Ruth Meml End Princ	32,864.01	32,207.74	29,673.01	20,542.07	1.57	890	1.525	1,187	1.510	1,484	1.496	1,484		
834325	Mainini T P End Principal	23,274.44	22,809.69	20,987.70	15,500.00	1.47	630	1.431	840	1.417	1,049	1.404	1,049		

834329	Margaret Segura Meml End Princ	11,907.71	11,669.92	10,692.58	10,100.00	1.16	321	1.124	428	1.113	535	1.103	535		
834330	Marine Cpl Allen Meml Sch Principal	47,599.14	46,648.64	42,944.79	31,350.00	1.49	1,288	1.447	1,718	1.433	2,147	1.420	2,147		
834331	Margaret Tillery Meml Schol Princ	**11,143.46**	10,920.92	11,032.19	10,000.00	1.09	331	1.059	441	1.048	552	1.037	552		
834332	Martha Velasco Meml Sch End Princ	13,120.21	12,858.23	11,827.06	10,000.00	1.29	355	1.250	473	1.239	591	1.227	591		
834335	Melby Fml Mem Schol End Principal	38,973.86	38,195.61	35,171.10	25,889.50	1.48	1,055	1.435	1,407	1.421	1,759	1.407	1,759		
834337	Michelle Newcomb Meml Sch End Princ	17,149.47	16,807.01	16,144.82	15,000.00	1.12	484	1.088	646	1.077	807	1.067	807		
834340	A Melsheimer End Principal	199,920.16	215,471.38	166,330.76	170,175.00	1.27	4,990	1.237	6,653	1.227	8,317	1.217	8,317		
834345	Nightingale Music Sch End Principal	15,431.83	15,123.67	13,939.10	10,000.00	1.51	418	1.471	558	1.457	697	1.443	697		
834350	Mendez A Fire Acad Sch End Princ	32,441.61	31,793.80	29,248.91	22,770.96	1.40	877	1.358	1,170	1.345	1,462	1.332	1,462		
834355	Nolan William Memorial Principal	22,370.22	21,923.51	20,175.66	15,000.00	1.46	605	1.421	807	1.408	1,009	1.394	1,009		
834365	ONeill Edwin Law End Principal	435,125.77	426,436.83	389,666.60	263,719.12	1.62	11,690	1.573	15,587	1.558	19,483	1.543	19,483		
834370	PCPA R Perlman Plywrt End Princ	153,953.80	150,879.50	138,969.33	100,000.00	1.51	4,169	1.467	5,559	1.453	6,948	1.439		6,948	
834375	Pearson L NonFed Title III Princ	82,918.96	81,263.17	74,906.62	51,012.22	1.59	2,247	1.549	2,996	1.534	3,745	1.520	3,745		
834376	Penelope L Hartnell Sch End Princ	12,546.70	12,296.15	11,268.44	10,000.00	1.23	338	1.196	451	1.185	563	1.173	563		
834380	Perlman Biology Sch End Princ	75,950.30	74,433.66	68,548.40	50,000.00	1.49	2,056	1.448	2,742	1.434	3,427	1.420	3,427		
834385	Perlman AJ Sch End Principal	29,455.62	28,867.42	26,588.92	20,000.00	1.44	798	1.403	1,064	1.390	1,329	1.377	1,329		
834390	Robertson Dr NonFed Title III Princ	32,488.39	31,839.65	29,346.23	20,389.70	1.56	880	1.518	1,174	1.504	1,467	1.490	1,467		
834395	Rick Family Memorial End Princ	699,472.89	685,505.23	631,404.41	473,500.00	1.45	18,942	1.408	25,256	1.394	31,570	1.381	31,570		
834400	Reiwald Brian Mrl Sch End Principal	37,044.49	36,304.75	33,438.70	24,361.84	1.49	1,003	1.449	1,338	1.435	1,672	1.422	1,672		
834405	Reiwald Larry Mrl Sch End Principal	36,942.96	36,205.27	33,347.55	24,361.84	1.49	1,000	1.445	1,334	1.431	1,667	1.418	1,667		
834410	Robinson Glenn H End Principal	147,914.03	144,960.36	133,516.72	100,000.00	1.45	4,006	1.410	5,341	1.396	6,676	1.383	6,676		
834415	Roby Lionel NonFed Title III Princ	34,140.53	33,458.78	30,842.34	20,293.90	1.65	925	1.603	1,234	1.588	1,542	1.573	1,542		
834420	Ryan Eugene Nonfed Title III Princ	25,134.54	24,632.64	22,693.12	16,295.39	1.51	681	1.470	908	1.456	1,135	1.442	1,135		
834425	Rudy Smithers Meml Sch End Princ	35,557.65	34,847.62	32,025.43	25,470.56	1.37	961	1.330	1,281	1.318	1,601	1.305	1,601		
834430	Semelsberger Roth Fdtn End Princ	157,699.33	154,550.27	142,475.04	97,355.32	1.59	4,274	1.544	5,699	1.529	7,124	1.514	7,124		
834435	SM Brkfst Rotary NF Title III Princ	40,359.27	39,553.36	36,458.97	25,277.72	1.56	1,094	1.521	1,458	1.507	1,823	1.493	1,823		
834445	Smith D & M NonFed Title III Princ	195,026.12	191,131.66	176,189.53	122,260.75	1.56	5,286	1.520	7,048	1.506	8,809	1.491	8,809		
834450	Severson Jan Endowment Principal	76,585.85	75,056.52	69,180.11	50,018.50	1.50	2,075	1.459	2,767	1.445	3,459	1.431	3,459		
834455	Snelling C NonFed Title III Princ	63,395.26	62,129.32	57,271.92	40,383.93	1.54	1,718	1.496	2,291	1.482	2,864	1.468	2,864		
834460	Simko John Mem End Principal	17,950.74	17,592.29	16,200.54	12,000.00	1.47	486	1.426	648	1.412	810	1.399	810		
834465	Sladek Phyllis Mem End Principal	42,331.28	41,485.95	37,344.33	29,821.00	1.39	1,120	1.354	1,494	1.341	1,867	1.329	1,867		
834470	Smith Wm L NonFed Title III Princ	33,064.02	32,403.77	29,869.34	20,289.03	1.60	896	1.553	1,195	1.538	1,493	1.523	1,493		
834471	Susan Farley Meml Sch End Princ	36,545.01	35,815.25	32,762.88	26,550.00	1.35	983	1.312	1,311	1.300	1,638	1.287	1,638		
834472	Stepping Stone Schol Endow Princ	54,296.91	53,212.66	51,607.88	50,000.00	1.06	1,548	1.033	2,064	1.023	2,580	1.013	2,580		
834475	Teal Mml Nursing End Principal	50,559.60	49,550.00	45,309.79	36,508.00	1.36	1,359	1.320	1,812	1.308	2,265	1.295	2,265		
834480	Telleria Henry & Mary End Principal	120,519.77	118,113.14	104,579.98	84,803.51	1.39	3,137	1.356	4,183	1.343	5,229	1.331	5,229		
834485	Tri-Co Train Ofc End Principal	16,443.42	16,115.06	14,841.26	11,200.00	1.44	445	1.399	594	1.386	742	1.373	742		
834490	Truit D & A NF Title III Princ	32,893.94	32,237.07	29,716.38	20,337.95	1.59	891	1.541	1,189	1.527	1,486	1.512	1,486		
834495	Twitchell Blockman End Principal	29,681.93	29,089.21	26,792.72	20,000.00	1.45	804	1.414	1,072	1.401	1,340	1.387	1,340		
834500	Urbach-Sjovold Sch End Principal	691,557.79	677,748.17	342,694.49	438,049.20	1.55	10,281	1.524	13,708	1.516	17,135	1.508	17,135		
834507	Vandenberg Spouses' Club Endw Princ	11,381.91	11,154.61	10,746.19	10,000.00	1.12	322	1.083	430	1.072	537	1.062	537		
834510	Watts Tim Meml NF Title III Princ	41,203.77	40,380.97	37,223.30	25,242.34	1.60	1,117	1.555	1,489	1.541	1,861	1.526	1,861		
834520	Westerfield AM KH Meml End Princ	127,688.41	125,138.62	115,330.45	81,115.30	1.54	3,460	1.500	4,613	1.486	5,767	1.472	5,767		
834525	Westerfield E W Meml End Princ	45,363.80	44,457.95	40,949.35	30,000.00	1.48	1,228	1.441	1,638	1.427	2,047	1.414	2,047		
834526	Westerfield Arthur H Meml End Princ	28,376.47	27,809.82	22,750.65	21,125.00	1.32	683	1.284	910	1.273	1,138	1.263	1,138		
834530	Williams Corey Sch End Principal	15,045.49	14,745.04	13,579.81	10,040.00	1.47	407	1.428	543	1.415	679	1.401	679		
834535	Williams Merrell NF Title III Princ	118,899.98	116,525.69	92,445.37	85,323.92	1.37	2,773	1.333	3,698	1.322	4,622	1.312	4,622		
834540	Yanagibashi Kay Endow Principal	89,818.66	88,025.10	77,682.34	62,264.58	1.41	2,330	1.376	3,107	1.364	3,884	1.351	3,884		
834545	Young F Endowment Principal	1,497,201.17	1,506,848.93	1,404,161.56	702,255.77	2.15	42,125	2.086	56,166	2.066	70,208	2.046		70,208	If needed
838002	STEM Fed Grnt Endowment Principal	723,386.63	708,941.41	653,512.75	450,000.00	1.58	19,605	1.532	26,141	1.517	32,676	1.503		32,676	
838101	Title V HSI Hancock Promise Princ	644,556.11	629,950.37	556,964.44	500,000.00	1.26	16,709	1.226	22,279	1.215	27,848	1.204			
			15,696,368.70		**10,418,660.98**								**350,833**	**324,848**	

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Fundraising Report	

Foundation Giving Report

The Foundation Giving Report provides a comparison of Foundation fundraising revenue for FY 2024-25, 2025-26, and 2026-27 (through September 30, 2026). The numbers below are for fundraising receivables and are reconciled with the foundation's contributions report.

Foundation Revenue Comparison	7/1/24 - 6/30/25	7/1/25 - 6/30/26	7/1/26 - 9/30/26
Hancock Promise	$103,600	$30,672	$23,704
Annual Scholarships	$486,273	$477,248	$76,957
Endowed Scholarships	$173,011	$212,230	$50,000
Endowments (Other)	$0	$0	$0
President's Circle Annual Campaign	$120,054	$187,627	$26,543
General Operations	$29,572	$29,241	$7,966
Hancock Honors	$369,327	$272,229	$146,331
Other restricted (Depts, programs, etc.)	$232,527	$467,832	$95,389
	$1,514,364	**$1,677,079**	**$426,890**

To: Executive Committee	**Information**
From: Jon Hooten, Executive Director **Allan Hancock College Foundation**	**November 12, 2026**
Subject: Campaign Update	

BACKGROUND

Our campaign consultant experienced a significant health setback this summer and is now ready to continue the campaign readiness study. At our last full board meeting, we heard some of the needs at the college that a campaign can help fund. We'll discuss some of these priorities as well as other possible campaign priorities.

To: Executive Committee	Information
From: Tim Harrington, Chair Scholarship Subcommittee	November 12, 2026
Subject: Scholarship Subcommittee Report	

BACKGROUND

The Scholarship Working Committee met in October to review the rubric and discuss any changes for the upcoming scholarship season. Scholarships open on November 4, 2026, and will close at 11:59 p.m. on February 3, 2027. Students with a 3.00 cumulative GPA who are enrolled in at least 6 units are encouraged to apply.

Scholarship reviewing will begin in mid-February. Any directors interested in reading, ranking, and reviewing applications are encouraged to reach out to Natalie.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Alumni Update	

BACKGROUND

Alumni Database and Engagement

The Foundation continues to build and maintain its alumni network. Currently, we have 54,214 clean and verified records in our database with 11,341 of those records having had at least one year of engagement with us. Engagement efforts include event invites, career information shared on behalf of the Career Center, New Year's email, and quarterly newsletters distributed to targeted alumni groups.

From Bulldog to Gaucho Event

On Thursday, October 29, the UCSB Transfer Center partnered with us to host an event welcoming Hancock transfer students and providing an opportunity to connect, share experiences, and discuss ways to better support students through the transition to a four-year university. The event generated meaningful conversations and positive feedback, offering valuable insight into the challenges transfer students face, opportunities to strengthen support during this transition, and ways to stay connected with us.

Registered Nursing Alumni Gathering

The Foundation is collaborating with the Nursing department to host the Registered Nursing Alumni Gathering on November 13, 2026, at the college winery from 5-7 p.m. This evening is designed to bring nursing alumni, the current RN cohort, faculty/staff, and clinical partners together to celebrate the Hancock Nursing program.

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 12, 2026
Subject: Manager of Philanthropy	

BACKGROUND

The Foundation will consider the establishment of a new Manager of Philanthropy position, reviewing the proposed role and its alignment with the Foundation's strategic goals and organizational needs.

RECOMMENDATION

Staff recommend the Executive Committee approve the proposed Manager of Philanthropy position as submitted.

HANCOCK COLLEGE FOUNDATION

POSITION ANNOUNCEMENT

Manager of Philanthropy

The Allan Hancock College Foundation exists for one purpose: to **Ensure College for All.** We believe every student in our community deserves the chance to start, continue, and finish a college education, whatever their income, background, or circumstance. Every scholarship, emergency grant, and program we fund removes a barrier between a student and their future.

The Manager of Philanthropy is critical to pursuing this purpose. Reporting to the Director of Philanthropy, you will work alongside Foundation colleagues, the Board of Directors, college faculty and staff, and community partners across northern Santa Barbara County toward this audacious vision.

Key Responsibilities

- Manage a portfolio of 100+ prospects and donors for annual and major giving for annual fund, scholarships, and planned gifts, through cultivation, solicitation, renewal, and stewardship.
- Annual Giving: Participate in the planning and own the execution and evaluation of the President's Circle campaign, the Foundation's annual unrestricted fund, utilizing a multi-channel communication strategy focused on acquisition, retention, upgrade, and recurring giving
- Identify, research, and qualify new individual, corporate, and foundation prospects using wealth screening, public records, alumni data, and community networks.
- Set annual fund goals and budgets with Foundation leadership and manage employee giving and giving day campaigns.
- Write and coordinate appeals, acknowledgments, and stewardship communications

Other Duties and Reporting

- Ensure all gifts are acknowledged, receipted, and stewarded in line with donor intent, Foundation policy, and IRS requirements.
- Contribute to the annual impact report and other donor stewardship materials.
- Support Foundation events as cultivation and stewardship opportunities.
- Engage in community and networking events to extend the Foundation's network of potential supporters.
- Maintain donor confidentiality and follow the Association of Fundraising Professionals Code of Ethics and the Donor Bill of Rights.
- Participate in professional associations and professional development opportunities,
- Perform related duties as assigned.

Preferred Qualifications

- Bachelor's degree from an accredited institution, or an equivalent combination of education and experience.
- Three years of progressively responsible fundraising experience, including direct solicitation of individual donors.
- Demonstrated experience managing an annual giving program and/or multichannel appeals.
- Working knowledge of donor databases (such as Raiser's Edge, Bloomerang, or similar).
- Valid California driver's license and ability to travel locally for donor visits and events.

Knowledge, Skills, and Abilities

- Principles of prospect research, moves management, and donor cultivation.
- Annual fund strategy, segmentation, and performance metrics such as retention rate, average gift, budgeting, and cost per dollar raised.
- Strong written and verbal communication, including persuasive appeal writing.

- Demonstrated experience utilizing AI for workplace efficiency.
- Comfortable asking for gifts in person and building trust with donors of diverse backgrounds and ages.
- Sound judgment and discretion with confidential donor and financial information.
- Commitment to the mission of a community college and its diverse student population.

Compensation and Working Conditions

- Salary range: $[minimum] to $[maximum] annually, plus generous benefits including health insurance and a 12% retirement match.
- Schedule: Full time and flexible. Evenings and weekends are often required for donor meetings and Foundation events.
- Work environment: Office setting on the Santa Maria campus with regular local travel to meet donors.

Equal Employment Opportunity

The Allan Hancock College Foundation is an equal opportunity employer. We welcome applicants of all backgrounds and encourage candidates who reflect the diversity of the students and communities the college serves.

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Notice of Organizational Meeting
Allan Hancock College Foundation Board of Directors
Thursday, November 19, 2026
4:00 p.m. – 6:00 p.m.
Fine Arts Complex, Building F Room 225
800 South College Drive, Santa Maria, CA 93454

AGENDA

		Page	Tentative Time
1.	Call to Order		4:00 PM
2.	Roll Call		
3.	Public Comment *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.*		
4.	Approval of Agenda for November 19, 2026 (ACTION)		4:02 PM
5.	Approval of Minutes for July 23, 2026 (ACTION)		
6.	Student Spotlight, TBD		4:10 PM
7.	Board Director Spotlight, TBD		
8.	Departmental Spotlight, TBD		4:45 PM
9.	Consent Agenda		
	10.A. Acceptance of Updated 2026-2027 Slate of Officers		
	10.B. Acceptance of Updated 2026-2027 Committees and Chairs		
	10.C. Approval of Financial Statements through 9/30/2026		
	10.D. Acceptance of Advancement Committee Reports		
10.	Action Items		
	11.A. New Member Nomination – Joseph “Joe” Dana		
	11.B. Endowment Scholarship and Program Funding		
	11.C. Adoption of Resolution 2026-01, Authorization of Savings, Checking, and Investment Account Signatures		
11.	Information		
	12.A. Board Retreat		
	12.B. Campaign Priorities		
	12.C. Board Term Ends – Judy Frost		

12.D. Board Term Ends – Tim Harrington

12. Oral Reports 5:00 PM

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

11.B. College Superintendent/President - Kevin Walthers

11.C. College Trustee – Greg Pensa

11.D. Faculty Representative – Nichole Dechaine

11.E. Student Representative – Khadija Abdourahamane Moussa

11.F. Member of the Board of Directors – General Announcements

13. Consideration of New Business (Information) 5:40 PM

14. Next Meeting – January 28, 2027

15. Adjourn (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, Executive Director
Allan Hancock College – College Advancement

Notice of Annual Board Retreat
Allan Hancock College Foundation Board of Directors
Thursday, January 28, 2027
1:30 p.m. – 5:00 p.m.
Community Room at CoastHills Credit Union

AGENDA

		Page	Time
1.	Call to order		5:00 PM
2.	Roll Call		
3.	Public Comment *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.*		
4.	Approval of Agenda – January 30, 2025 (ACTION)		5:02 PM
5.	Campaign 101		5:15 PM
6.	Consideration of Draft Campaign Case Statement		
7.	Consideration of New Business		5:20 PM
8.	Next Meeting – Thursday, March 25, 2027, 4-6 p.m.		
9.	Adjourn (ACTION)		5:30 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