



NOTICE OF MEETING
ALLAN HANCOCK COLLEGE FOUNDATION
BOARD OF DIRECTORS

Agenda

Thursday, March 27, 2025
4-6 p.m.

Allan Hancock College
Lahr Family Boardroom
800 South College Drive
Santa Maria, CA 93454

OFFICERS

Judith Dale
President

Debra Hood
Vice President

Michael L. Gibson
Treasurer

Tim Harrington
Secretary

DIRECTORS

Carolyn Baldiviez
Michael Boyer
Michael Brady
Michael Carroll
Paul Cook
Erica Jane Flores
Judy Frost
Katie Gorndt
George Grama
Christina Hernandez
Len Jarrott
Manuel Molera
Candice Monge

EMERITUS DIRECTOR

Ronald L. Thatcher
Doris T. Lahr, In Memoriam

**COLLEGE TRUSTEE
REPRESENTATIVES**

Suzanne Levy, Ed.D.
Gregory A. Pensa

**COLLEGE
REPRESENTATIVES**

Kevin G. Walthers, Ph.D.
Superintendent/President

Dennis Curran
*Associate Superintendent/ Vice President,
Finance and Administration*

Keli Seyfert
Director, Auxiliary Accounting

Jon Hooten, Ph.D.
*Executive Director,
College Advancement*

Nichole Dechaine
Faculty

FOUNDATION STAFF

Erinn Artrip
Marisol Diaz
Tracy McKee
Natalie Rucobo

The purpose of the Allan Hancock College Foundation is to ensure college for all.



Notice of Organizational Meeting
Allan Hancock College Foundation Board of Directors
Thursday, March 27, 2025
4:00 p.m. – 6:00 p.m.
Lahr Family Boardroom
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		
<i>Public comment not pertaining to specific agenda items is welcome at this time. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.</i>		
4. Approval of Agenda for March 27, 2025 (ACTION)	1-2	4:02 PM
5. Approval of Minutes for November 21, 2024 (ACTION)	3-6	
6. Approval of Minutes for January 30, 2025 (ACTION)	7-8	
7. Welcome and Remarks from President, Judith Dale		
8. Student Presentation – Edward Lamberson		4:05 PM
9. Board Director Spotlight – Debra Hood		
10. Departmental Spotlight		4:30 PM
11. Governance and Nominations Committee		
11.A. Leadership and Succession Planning (ACTION)	9	
11.B. 2025-2026 Officers and Chairs Survey	10	
12. Finance Committee		4:45 PM
12.A. Review and Approval of Financial Statements through 1/31/2025 (ACTION)	11-15	
12.B. Auditors 2023-2024 IRS Form 990 Report (ACTION)	16	
12.C. Approval of Proposed 2025-2026 Operating and All Fund Budgets (ACTION)	17-18	
12.D. Administrative Fee on Promise Fund	19	
13. Advancement Committee (Information)		5:15 PM
13.A. Foundation Giving Report	20	
13.B. President’s Circle Campaign	21	



13.C. Scholarship Subcommittee Report	22	
13.D. Listening Parties	23	
13.E. Hancock Honors	24	
14. Oral Reports		5:30 PM
14.A. Executive Director, College Advancement – Jon Hooten		
14.B. College Superintendent/President - Kevin Walthers		
14.C. College Trustee – Greg Pensa		
14.D. PCPA Foundation Representative – Judy Frost		
14.E. Faculty Representative – Nichole Dechaine		
14.F. Student Representative – Angela Ruiz		
14.G. Member of the Board of Directors – General Announcements		
15. Consideration of New Business (Information)		5:58 PM
16. Next Meeting – May 15, 2025		
17. 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.

A handwritten signature in blue ink, appearing to read "Jon Hooten".

Jon Hooten, Executive Director
Allan Hancock College – College Advancement

ALLAN HANCOCK COLLEGE FOUNDATION

Organizational Board Meeting

Minutes of November 21, 2024

A regular meeting of the Board of Directors was held on November 21, 2024. This meeting was held at the Santa Maria campus, Fine Arts Complex, room F-225.

1. Call to Order

Foundation President J. Dale, called the meeting to order at 4:06 p.m.

2. Roll Call

Directors Present: Lee-Volker Cox, Dennis Curran, Judith Dale, J. Edwin Fields, Mike Gibson, Christina Hernandez, Debra Hood, Manny Molera, Keli Seyfert

Directors Absent: Naishadh Buch, Paul Cook, Nichole Dechaine, Erica Jane Flores, Judy Frost, George Grama, Jeff Hall, Tim Harrington, Len Jarrott, Mario Juarez, Greg Pensa, Kevin Walthers

Student Representative Absent: Angela Ruiz

Foundation Staff Present: Jon Hooten, Erinn Artrip, Natalie Rucobo

Recorder: Marisol Diaz

3. Public Comment

None

4. Approval of Agenda – November 21, 2024 (ACTION)

MOTION: On a motion by L.V. Cox, seconded by M. Gibson, the agenda was approved by a unanimous voice vote.

5. Approval of Minutes – July 25, 2024 (ACTION)

MOTION: On a motion by D. Hood, seconded by M. Molera, July 25, 2024, minutes were approved as presented by a unanimous voice vote.

6. Approval of Minutes for September 26, 2024 (ACTION)

MOTION: On a motion by M. Gibson seconded by L.V. Cox, September 26, 2024, minutes were approved as presented by a unanimous voice vote.

7. Student Presentation – Olga Arutyunyan

Olga shared her inspirational story of how Hancock and the Foundation helped her out of homelessness and addiction.

8. Board Director Spotlight – Christina Hernandez

C. Hernandez shared her journey from being a young mother in Guadalupe to an elected official and member of a state assembly member's staff.

9. Welcome and Remarks from President and Executive Director (Information)

J. Dale thanked Olga and Christina for sharing their remarkable stories with the board.

800 South College Drive, P.O. Box 5170, Santa Maria, CA 93456-5170 | www.ahcfoundation.org
805.925.2004 or 805.922.6966, ext. 3621 | ahcfoundation@hancockcollege.edu

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

10. Governance and Nominations Committee

10.A. New Member Nomination – Candice Monge (ACTION)

MOTION: On a motion by M. Molera, seconded by M. Gibson, Candice Monge's nomination was approved by a unanimous voice vote.

10.B. New Member Nomination – Katie Gorndt (ACTION)

MOTION: On a motion by M. Molera, seconded by M. Gibson, Katie Gorndt's nomination was approved by a unanimous voice vote.

10.C. New Member Nomination – Michael Boyer (ACTION)

MOTION: On a motion by M. Molera, seconded by M. Gibson, Michael Boyer's nomination was approved by a unanimous voice vote.

10.D. New Member Nomination – Michael Carroll (ACTION)

MOTION: On a motion by M. Molera, seconded by M. Gibson, Michael Carroll's nomination was approved by a unanimous voice vote.

10.E. Advancement Committee Chair (ACTION)

G. Pensa has accepted an invitation to serve as the Advancement Committee Chair

MOTION: On a motion by M. Gibson, seconded by J. Fields, Greg Pensa was approved as the Advancement Committee Chair by a unanimous voice vote.

10.F. Updated 2024-2025 Committee and Chairs (ACTION)

The Advancement Committee and Governance and Nomination Committee for the 2024-2025 fiscal year was updated to include new Board Directors.

MOTION: On a motion by D. Hood, seconded by L. V. Cox, the updated Advancement Committee and Governance and Nominations Committee were approved by a unanimous voice vote.

10.G. Board Term Ends – Lee-Volker Cox (Information)

L.V. Cox's last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

10.H. Board Term Ends – J. Edwin Fields (Information)

J. Fields' last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

10.I. Board Term Ends – Mario Juarez (Information)

M. Juarez's last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

10.J. Board Member Resignation – Sam Orozco (Information)

S. Orozco submitted his resignation to the board, effective 11/21/2024.

11. Finance Committee

11.A. Review and Approval of Financial Statements through 8/31/2024 (ACTION)

The board reviewed the contributions report, statement of operations, statement of financial operations, and the general operating budget through 8/31/2024

MOTION: On a motion by J. Fields, seconded by L.V. Cox the financial statements through 8/31/2024 were approved as submitted by a unanimous voice vote.

11.B. Endowment Scholarship and Program Funding (ACTION)

M. Gibson discussed endowment scholarship and program funding report and considered staff's recommendation to fund at 5% across the board.

MOTION: On a motion by L.V. Cox, seconded by M. Molera, the endowment scholarship and program funding were approved as presented by a unanimous voice vote.

11.C. Investment Policy Plan (ACTION)

The Investment Policy Statement was revised to align with current processes.

MOTION: On a motion by D. Hood, seconded by M. Gibson, the Investment Policy Statement was approved as presented by a unanimous voice vote.

11.D. Restricted Funds (Information)

At the last Finance Committee meeting, J. Frost asked to see a report on all restricted funds. M. Gibson shared that the Finance Committee discussed the age of specific funds and how college staff are notified of these funds.

12. Advancement Committee (Information)

12.A. Foundation Giving Report and Hancock Promise Campaign Update (Information)

J. Hooten and J. Fields reviewed the Foundation Giving Report.

12.B. President's Circle Campaign (Information)

J. Hooten gave an update on the new President's Circle campaign and shared that staff will work on expanding this report.

12.C. Scholarship Subcommittee Report (Information)

N. Rucobo shared that applications are open now through February 2025. The committee will start reviewing mid-February. There are 194 applications in process compared to 117 last year.

13. Oral Reports (Information)

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

J. Hooten shared the Angel Tree drive has begun. They are accepting donations to provide toys for local children from single parent students.

13.B. College Superintendent/President – Kevin Walthers (Absent)

13.C. College Trustee – Jeffrey Hall (Absent)

13.D. PCPA Foundation Representative – Judy Frost (Absent)

13.E. Faculty Representative – Nichole Dechaine (Absent)

13.F. Student Representative – Angela Ruiz (Absent)

13.G. Members of the Board of Directors – General Announcements

M. Molera shared the new superintendent at Santa Ynez is looking to enhance the classes offered through Hancock so students in the district can graduate with two years' worth of credits due to the difficulty some students have commuting to Hancock.

J. Dale would like to look into transportation services to see if Hancock and/or the Foundation can help students from other areas of the district attend.

14. Consideration of New Business

None

15. Next Meeting – Thursday, January 30, 2025

16. Adjourn (ACTION)

MOTION: On a motion by L.V. Cox, seconded by M. Molera, the meeting was adjourned at 5:13 p.m. by a unanimous voice vote.

ALLAN HANCOCK COLLEGE FOUNDATION

Discussion Board Meeting
Minutes of January 30, 2025

A regular meeting of the Board of Directors was held at the Maker's Son in Los Alamos, California.

1. Call to Order

Foundation President J. Dale, called the meeting to order at 4:50 p.m.

2. Roll Call

Directors Present: Michael Carroll, Paul Cook, Lee-Volker Cox, Judith Dale, J. Edwin Fields, Erica Jane Flores, Judy Frost, Mike Gibson, Katie Gorndt, Christina Hernandez, Debra Hood, Len Jarrott, Candice Monge, Greg Pensa,

Directors Absent: Michael Boyer, Dennis Curran, Nichole Dechaine, George Grama, Tim Harrington, Mario Juarez, Suzanne Levy, Manuel Molera, Kevin Walthers

Student Representative Present: Angela Ruiz

Foundation Staff Present: Erinn Artrip, Jon Hooten, Tracy McKee, Natalie Rucobo

Recorder: Marisol Diaz

3. Public Comment

None

4. Approval of Agenda – January 30, 2025 (ACTION)

MOTION: On a motion by M. Gibson, seconded by J. Frost, the agenda was approved by a unanimous voice vote.

5. New Member Nomination – Carolyn Baldiviez (ACTION)

MOTION: On a motion by M. Gibson, seconded by P. Cook, the board accepts Carolyn's nomination and was approved by a unanimous voice vote.

6. New Member Nomination – Michael Brady (ACTION)

MOTION: On a motion by J. Frost, seconded by D. Hood, the board accepts Michael's nomination and was approved by a unanimous voice vote.

7. Adoption of Foundation Priorities

Board Directors made a number of commitments during the board retreat for the coming year, related to supporting the President's Circle Campaign and improving board governance.

The board will support the President's Circle by supporting Foundation staff in better engaging current students as future alumni, board outreach to grow the Hancock network - enabling the board to be more visible in the community and creating an annual matching grant from the board in July each year.

MOTION: On a motion by C. Hernandez, seconded by D. Hood, the board approved their commitment to support the President's Circle Campaign in 2025 and was approved by a unanimous voice vote.

The board discussed improving board governance by developing and distributing key messages for board members and elevating board members profile in the community as well as providing leadership and succession planning.

MOTION: On a motion by G. Pensa, seconded by L. Jarrott, the board approved a plan for improving board governance by a unanimous voice vote.

8. Board Member Resignation – Gloria Soto

J. Hooten shared with the committee that Gloria submitted her resignation from the Board.

9. Board Member Resignation – Naishadh Buch

J. Hooten shared with the committee that Naishadh submitted his resignation from the Board.

10. Consideration of New Business

L. Jarrott – Festival Mozaic concert on February 20, 2025, at Boyd Hall at 5:30 p.m.

J. Hooten – Day of Gratitude Brunch on March 8, 2025, in the Commons on the Santa Maria campus.

11. Next Meeting – Thursday, March 27, 2025 at 4:00 p.m.

12. Adjourn (ACTION)

MOTION: On a motion by L.V. Cox seconded by L. Jarrott, the meeting was adjourned at 5:09 p.m. by a unanimous voice vote.

To: Board of Directors	ACTION
From: Debra Hood, Chair Governance and Nominations Committee	March 27, 2025
Subject: Leadership and Succession Planning	

BACKGROUND

At the retreat in January, the Board indicated that a focus on developing succession planning is a priority for 2025. The board does not currently have a leadership planning or selection process. This discussion will begin the conversation about how the board would like to structure its self-governance in a way that provides stable and predictable leadership.

The Governance and Nominations Committee proposes two-year terms for all officers and recommends the Vice President as the next President.

RECOMMENDATION

The Governance and Nominations Committee recommends approval of two-year terms for officers and recommends the Vice President as the next President.

To: Board of Directors	Information
From: Debra Hood, Chair Governance and Nominations Committee	March 27, 2025
Subject: 2025-2026 Officers and Chairs	

BACKGROUND

Each year in July, the Board elects officers and chairs for the following fiscal year. Each spring, the Board is asked to complete a short survey about leadership interests. We will be sending this survey to all Board Directors in the following weeks. Please make sure to fill it out as it allows us to understand your preferences and interests.

Committee's roles and duties:

1. **Executive Committee** has the authority of the board of directors for the day-to-day management of the corporation as prescribed by the bylaws or as directed by the board of directors. The committee includes the elected officers of the corporation, a trustee appointee, the Superintendent/President, and at least two at-large members of the board of directors.
2. **Finance Committee** makes recommendations to the Executive Committee about the Foundation's financial activities including investments, allocations of earnings, budgets, and fiscal policy. The committee monitors the foundation's financial activities, policies, and procedures and reports to each regular board meeting the income, expenses and investments of the corporation. The committee is chaired by the elected treasurer of the corporation. Membership includes the college's Associate Superintendent/Vice President, Finance and Administration, and other voluntary members from the board and/or community.
3. **Governance and Nominations Committee** seeks out, screens, and proposes new directors and officers to be nominated for election to the board. Generally, at the final board meeting of the calendar year, the committee recommends the slate of officers for board consideration.
4. **Advancement Committee** provides vision, leadership, and accountability for all Foundation fundraising and outreach efforts. The Advancement Committee will include a subcommittee for the Scholarship programs.
5. **Scholarship Subcommittee** oversees and advises the board on the foundation's annual scholarship program including the reviewing process, annual awards, and web-based application procedures.

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	March 27, 2025
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

Contributions Report	9/1/2024 - 1/31/2025	12
Statement of Operations	1/31/2025	13
Statement of Financial Position	1/31/2025	14
General Operations Budget	1/31/2025	15

RECOMMENDATION

Staff recommend approval of the financial statements as submitted.

Allan Hancock College Foundation
Contributions
July 1, 2024 through June 30, 2025

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 6,508	\$ 70	\$ 25	\$ 6,543	\$ 35	\$ 6,578	\$ 35						\$ 19,794
Other Local Income	\$ -	\$ 1,201	\$ 30	\$ 3,207	\$ 1,104	\$ 1,929	\$ -						\$ 7,471
President's Circle Campaign	\$ 1,031	\$ 3,491	\$ 8,560	\$ 11,813	\$ 8,658	\$ 55,822	\$ 15,122						\$ 104,497
Restricted	\$ 23,861	\$ 7,575	\$ 3,025	\$ 430	\$ 1,815	\$ 23,515	\$ 9,160						\$ 69,381
Scholarships	\$ 32,404	\$ 32,641	\$ 32,626	\$ 42,920	\$ 29,758	\$ 111,464	\$ 35,481						\$ 317,293
Hancock Honors	\$ 166,175	\$ 31,125	\$ 22,317	\$ 33,285	\$ 28,285	\$ 1,035	\$ 835						\$ 283,057
Hancock Promise	\$ 3,512	\$ 4,268	\$ 5,209	\$ 20,749	\$ 249	\$ 10,807	\$ 149						\$ 44,943
Title V - Hancock Promise	\$ -	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -						\$ 50,000
Endowments	\$ 10,000	\$ 200	\$ 50	\$ 100	\$ -	\$ 72,661	\$ -						\$ 83,011
MONTHLY TOTALS	\$ 243,491	\$ 80,570	\$ 71,842	\$ 169,048	\$ 69,904	\$ 283,810	\$ 60,782	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 979,448
CURRENT YTD TOTALS	\$ 243,491	\$ 324,061	\$ 395,903	\$ 564,951	\$ 634,855	\$ 918,666	\$ 979,448	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 979,448

PRIOR YEARS CONTRIBUTIONS

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
July 2009 - June 2010	941,725

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

Final Title V-Hancock Promise \$50,000.00 installment was invoiced October 2024 - Rec'd Nov 2024

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 01/31/2025

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions,Gifts,Grants&Endwmnts	0	120,508	391,733	317,293	133,011	0	962,545
Non Cash Contribution	0	0	9,432	0	0	0	9,432
Interest and Investment Income	0	27,250	0	0	0	535,709	562,959
Realized Gain/Loss on Invest	0	4,181	0	0	0	419,326	423,507
Unrealized Gain/Loss on Invest	0	13,493	0	0	0	510,238	523,730
Other Local Revenues	0	1,201	2,720	3,550	0	0	7,471
Total Revenues	0	166,633	403,885	320,843	133,011	1,465,273	2,489,644
EXPENSES:							
Non Bargaining Unit	0	174,702	0	0	0	0	174,702
Benefits	0	39,997	0	0	0	0	39,997
Instructional Printing	0	0	1,517	0	0	0	1,517
Public Relations/Recognitions	0	1,756	13	0	0	0	1,769
Office/Operational Supplies	0	1,904	10,829	0	0	0	12,733
Non Instr Printing	0	6,199	1,606	0	0	0	7,805
Food - Business Meetings/Events	0	9,184	48,288	0	0	0	57,473
In-Kind Food Supplies	0	0	185	0	0	0	185
Indep Contractor (Individuals)	0	11,956	37,328	0	0	0	49,284
Service Contracts (Businesses)	0	6,038	37,675	0	0	0	43,713
In-Kind Service Contracts (Busnss)	0	0	3,302	0	0	0	3,302
Travel - All Travel Costs	0	3,883	556	0	0	0	4,439
In-Kind Travel Expense	0	0	946	0	0	0	946
On-Site-Prof. Develop/Webinars	0	888	200	0	0	0	1,088
Foundation Community Activities	0	18,148	0	0	0	0	18,148
Dues & Memberships	0	4,793	294	0	0	0	5,087
Non-Tech Licenses,Permits,Fees	0	74	1,492	0	0	0	1,566
Software License/Subscription Agrmt	0	29,767	0	0	0	0	29,767
Insurance	0	0	190	0	0	0	190
Equipment Rental	0	0	2,524	0	0	0	2,524
District/College Support	0	21,228	39,951	0	0	0	61,178
Postage/Express Services	0	2,028	566	0	0	0	2,594
Advertising/Sponsorships	0	3,575	39	0	0	0	3,614
In-Kind Advertising	0	0	5,000	0	0	0	5,000
Bank Service Charges	0	872	378	0	0	0	1,249
Investment Brokerage Fees	0	1,888	0	0	0	103,860	105,749
Cash Over and Short	0	0	0	0	0	0	0
PCPA Support	0	0	0	58,572	0	0	58,572
Equipment	0	631	9,176	0	0	0	9,807
Student Assistance	0	0	6,991	0	0	0	6,991
Scholarships	0	4,922	3,500	544,677	0	0	553,098
Total Expenses	0	344,432	212,545	603,249	0	103,860	1,264,086
Net Income (Loss)	0	(177,799)	191,340	(282,405)	133,011	1,361,412	1,225,558
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	0	84,538	226,029	282,174	41,737	0	634,478
Intrafund Transfers-Out	0	19	51,223	2,000	0	581,236	634,478
Other Transfer-In	0	297,554	0	0	0	0	297,554
Net Transfers	0	382,073	174,807	280,174	41,737	(581,236)	297,554
Net Inc/Dec in Fund Bal	0	204,274	366,146	(2,231)	174,748	780,176	1,523,112
FUND BALANCE:							
Fund Equity, July 1	0	735,205	1,662,110	836,488	17,531,279	4,617,775	25,382,858
Current Balance	0	939,479	2,028,257	834,256	17,706,026	5,397,951	26,905,970

ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 01/31/2025

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(12,295,250)	950,565	1,713,054	830,900	3,402,781	5,397,951	0
AHC Fdtn Mechanics Bank Checking	383,530	0	0	0	0	0	383,530
AHC Fdtn MS Active Assets MM	341,466	0	0	0	0	0	341,466
Petty Cash	0	300	0	0	0	0	300
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	123,463	0	123,463
MS Select UMA Unrestr 2948 Inv Cash	43,324	0	0	0	0	0	43,324
Monarch With Strategies Pooled Cash	21,229	0	0	0	0	0	21,229
Monarch With Strategies Lahr Cash	0	0	0	0	523	0	523
Monarch With Strtgs HP 3588 Cash	0	0	0	0	5,663	0	5,663
Monarch With Strtgs Young 0897 Cash	0	0	0	0	12,635	0	12,635
MS Select UMA Pooled 1441 Inv Cash	273,103	0	0	0	0	0	273,103
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	6,008	0	6,008
Accounts Receivable	0	0	21,000	44,000	0	0	65,000
Pledge Receivable - Current	0	0	103,200	0	0	0	103,200
Pledge Receivable - Non Current	0	0	202,800	0	0	0	202,800
Discount on Pledge Receivable	0	0	(11,967)	0	0	0	(11,967)
Due From Other Funds	0	8,406	700	0	0	0	9,106
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,267,895	0	2,267,895
MS Select UMA Unrestr 2948 Inv Cost	424,581	0	0	0	0	0	424,581
Monarch With Strategies Pooled Cost	2,188,421	0	0	0	0	0	2,188,421
Monarch With Strategies Lahr Cost	0	0	0	0	61,491	0	61,491
Monarch With Strtgs HP 3588 Cost	0	0	0	0	9,069,183	0	9,069,183
Monarch With Strtgs Young 0897 Cost	0	0	0	0	1,292,916	0	1,292,916
MS Select UMA Pooled 1441 Inv Cost	6,675,855	0	0	0	0	0	6,675,855
Interest in CA Comm Colleges Cost	0	0	0	0	164,132	0	164,132
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	520,620	0	520,620
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	564,344	0	564,344
MS Select UMA Unrestr 2948 FMV Adj	93,881	0	0	0	0	0	93,881
Monarch With Strtgs Pooled FMV Adj	175,880	0	0	0	0	0	175,880
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	4,572	0	4,572
Monarch With Strtgs HP 3588 FMV Adj	0	0	0	0	113,243	0	113,243
Monarch With Str Young 0897 FMV Adj	0	0	0	0	58,809	0	58,809
MS Select UMA Pooled 1441 FMV Adj	1,673,979	0	0	0	0	0	1,673,979
MrgStnly Title V HSI HP 8826 FMV Adj	0	0	0	0	37,749	0	37,749
Total Assets	0	959,271	2,028,787	874,900	17,706,026	5,397,951	26,966,934
LIABILITIES:							
Sales Tax Payable	0	908	0	0	0	0	908
Due To/From Interchart Scholarshi	0	0	0	40,643	0	0	40,643
Total Liabilities	0	908	0	40,643	0	0	41,551
FUND BALANCE:							
Fund Equity FYB	0	735,205	1,662,110	836,488	17,531,279	4,617,775	25,382,858
Current Income/Loss	0	204,274	366,146	(2,231)	174,748	780,176	1,523,112
Total Fund Balance	0	939,479	2,028,256	834,257	17,706,027	5,397,951	26,905,970
Total Liabilities & Fund Balance	0	940,387	2,028,256	874,900	17,706,027	5,397,951	26,947,521

Query View Budget Status by Account
Fiscal period start date 07/01/2024
Fiscal period end date 06/30/2025
As of Date 01/31/2025
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	296,007	296,007	174,702	121,305
332000	Classified Non Instr FICA-Soc Scrt'y	18,352	18,352	10,832	7,520
336000	Classified Non-Instr FICA-Medicare	4,292	4,292	2,533	1,759
342000	Classified Non Instr Health & Wlfr	36,240	35,461	16,740	18,721
352000	Classified Non-Instr SUI	1,736	1,736	71	1,665
352500	Classified ETT-Foundation	28	28	25	3
362000	Classified Non Instr Workers Comp	2,368	2,368	1,869	499
395100	Employer Matching of TSA	35,521	26,217	7,928	18,289
451500	Public Relations/Recognitions	1,500	1,756	1,756	0
452000	Office/Operational Supplies	5,000	5,000	1,493	3,507
454000	Non Instr Printing	10,000	9,222	6,199	3,022
471000	Food - Business Meetings/Events	6,000	11,310	3,174	8,136
511000	Indep Contractor (Individuals)	500	850	650	200
511200	Service Contracts (Businesses)	4,500	6,950	6,038	912
521000	Travel - All Travel Costs	7,800	9,542	3,883	5,659
522000	On-Site-Prof. Develop/Webinars	0	1,183	888	295
522400	Foundation Community Activities	15,000	24,258	17,258	7,000
531000	Dues & Memberships	3,053	3,690	3,315	375
532000	Non-Tech Licenses,Permits,Fees	2,000	1,000	74	926
532200	Software License/Subsription Agrmt	28,000	29,767	29,767	0
587000	Postage/Express Services	5,000	2,709	2,028	681
588000	Advertising/Sponsorships	7,500	4,700	3,575	1,125
589200	Bank Service Charges	1,000	1,000	416	584
594000	Cash Over and Short	0	0	0	0
641000	Equipment	1,000	1,000	631	369
721500	Intrafund Transfers-Out	45,000	39,000	0	39,000
Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	65,000	65,000	19,794	45,206
886000	Interest and Investment Income	0	0	10,392	-10,392
889000	Other Local Revenues	100	100	1,201	-1,101
898200	Intrafund Transfer-In	123,000	123,000	84,538	38,462
898300	Other Transfer-In	349,297	349,297	297,554	51,743
Revenue Total		537,397	537,397	413,480	123,917
Expenditure Total		537,397	537,397	295,843	241,554
Report Total (of all records)		0	0	117,637	-117,637

Intra Fund Transfers-Out

	Budget	Actual
Scholarship Banquet	45,000	0
	45,000	0

Intra Fund Transfers-In

Administration Fee @ 1.5%	118,000	79,065
Hancock Promise Gift Fee @ 1.5%	0	473
Unrestricted End. Proceeds-Madson	5,000	5,000
Unrestricted Endowment	0	0
Other Transfer-In (District support)	108,735	56,992
Other Transfer-In (District support)	240,562	240,562
	472,297	382,092

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	March 27, 2025
Subject: Auditor's 2023-2024 IRS Form 990 Report	

BACKGROUND

As a part of the foundation's annual audit, representatives from CWDL, Certified Public Accountants, prepare the Internal Revenue Service's Form 990. The firm has provided the foundation with the filed *Form 990 – Return of Organization Exempt from Income Tax* form for the committee's review and approval. The form will be included as a PDF packet emailed to the committee. A hardcopy will not be included in the mailed packet.

RECOMMENDATION

Staff recommend approval of the IRS Form 990 as submitted.

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	March 27, 2025
Subject: Approval of 2025-2026 Proposed Operating and All Fund Budgets	

BACKGROUND

Each year the Finance Committee reviews and approves the Foundation's operating budget for the upcoming fiscal year. The proposed 2025-2026 Operating Budget is being presented for review and consideration by the Finance Committee. The proposed budget includes a 3% COLA for staff salaries.

RECOMMENDATION

The Finance Committee recommend the approval of the fiscal year 2025-2026 *Foundation Operating Budget* as submitted.

**Allan Hancock College Foundation
All Foundation Funds
Proposed Operating Budget and Budget for District**

July 1, 2025 - June 30, 2026

	Account Title	FY25 Gen Opr Budget	FY25 Rest. Sch. & End.	Approved FY25 Total Budget	Proposed FY26 Gen Opr	Proposed FY26 Unrestr. Rest. Sch. & End.	FY26 Proposed Total Budget
	EXPENDITURES						
	Non Bargaining Unit	\$ 296,007	\$ -	\$ 296,007	\$ 374,338	\$ -	\$ 374,338
	Classified Non Instr FICA-SocScty	\$ 18,352	\$ -	\$ 18,352	\$ 23,209	\$ -	\$ 23,209
	Classified Non-Instr FICA-Medi	\$ 4,292	\$ -	\$ 4,292	\$ 5,428	\$ -	\$ 5,428
(*1)	Classified Non Instr Health & Wlfr	\$ 36,240	\$ -	\$ 36,240	\$ 48,000	\$ -	\$ 48,000
	Classified Non-Instr SUI	\$ 1,736	\$ -	\$ 1,736	\$ 2,170	\$ -	\$ 2,170
	Classified ETT-Foundation	\$ 28	\$ -	\$ 28	\$ 35	\$ -	\$ 35
	Classified Non Instr Workers Comp	\$ 2,368	\$ -	\$ 2,368	\$ 2,995	\$ -	\$ 2,995
(*2)	Employer Matching of TSA	\$ 35,521	\$ -	\$ 35,521	\$ 44,921	\$ -	\$ 44,921
	Public Relations/Recognitions	\$ 1,500	\$ -	\$ 1,500	\$ 2,000	\$ 400	\$ 2,400
	Office/Operational Supplies	\$ 5,000	\$ 35,000	\$ 40,000	\$ 5,000	\$ 35,000	\$ 40,000
	Non Instr Printing	\$ 10,000	\$ 20,000	\$ 30,000	\$ 10,000	\$ 7,500	\$ 17,500
	Food - Business Meetings/Events	\$ 6,000	\$ 96,000	\$ 102,000	\$ 7,000	\$ 110,000	\$ 117,000
	Indep Contractor (Individuals)	\$ 500	\$ 40,000	\$ 40,500	\$ 1,000	\$ 65,000	\$ 66,000
	Service Contracts (Businesses)	\$ 4,500	\$ 30,000	\$ 34,500	\$ 9,900	\$ 55,000	\$ 64,900
	Travel - All Travel Costs	\$ 7,800	\$ -	\$ 7,800	\$ 8,000	\$ 4,000	\$ 12,000
	On-Site Prof Develop/Webinars	\$ -	\$ -	\$ -	\$ 1,000	\$ 500	\$ 1,500
	Foundation Community Activities	\$ 15,000	\$ -	\$ 15,000	\$ 20,000	\$ -	\$ 20,000
	Dues & Memberships	\$ 3,053	\$ 7,000	\$ 10,053	\$ 5,500	\$ 6,000	\$ 11,500
	Non-Tech Licenses,Permits,Fees	\$ 2,000	\$ 5,000	\$ 7,000	\$ 2,000	\$ 2,200	\$ 4,200
	Software/Technology Licenses	\$ 28,000	\$ -	\$ 28,000	\$ 38,570	\$ 5,336	\$ 43,906
	Equipment Rental	\$ -	\$ 28,000	\$ 28,000	\$ -	\$ 10,000	\$ 10,000
	District/College Support	\$ -	\$ 345,000	\$ 345,000	\$ -	\$ 450,000	\$ 450,000
	Postage/Express Services	\$ 5,000	\$ 200	\$ 5,200	\$ 4,000	\$ 1,000	\$ 5,000
	Advertising	\$ 7,500	\$ -	\$ 7,500	\$ 6,500	\$ -	\$ 6,500
	Bank Service Charges	\$ 1,000	\$ 500	\$ 1,500	\$ 1,000	\$ 900	\$ 1,900
	PCPA/PCPA Fdtn. Support	\$ -	\$ 80,000	\$ 80,000	\$ -	\$ 90,000	\$ 90,000
	Equipment	\$ 1,000	\$ -	\$ 1,000	\$ 1,000	\$ 10,000	\$ 11,000
	Student Assistance	\$ -	\$ 34,500	\$ 34,500	\$ -	\$ 31,400	\$ 31,400
	Scholarship	\$ -	\$ 600,000	\$ 600,000	\$ -	\$ 600,000	\$ 600,000
(*3)	Intrafund Transfers-Out	\$ 45,000	\$ 1,800,000	\$ 1,845,000	\$ 40,000	\$ 2,200,000	\$ 2,240,000
	REVENUES						
	Contributions,Gifts,Grants & End.	\$ 65,000	\$ 1,421,200	\$ 1,486,200	\$ 54,127	\$ 1,584,236	\$ 1,638,363
	Other Local Revenues	\$ 100	\$ -	\$ 100	\$ 1,200	\$ -	\$ 1,200
	Intrafund Transfer-In	\$ 123,000	\$ 1,700,000	\$ 1,823,000	\$ 280,000	\$ 2,100,000	\$ 2,380,000
(*4)	Other Transfer-In	\$ 108,735	\$ -	\$ 108,735	\$ 111,733	\$ -	\$ 111,733
(*5)	Other Transfer-In	\$ 240,562	\$ -	\$ 240,562	\$ 216,506	\$ -	\$ 216,506
Revenue Total		\$ 537,397	\$ 3,121,200	\$ 3,658,597	\$ 663,566	\$ 3,684,236	\$ 4,347,802
Expenditure Total		\$ 537,397	\$ 3,121,200	\$ 3,658,597	\$ 663,566	\$ 3,684,236	\$ 4,347,802
Report Total		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

NOTES:

(*1) Maximum budgeted benefits with 10% increase

(*2) Maximum budgeted at 12% of salaries

(*3) Scholarship reception support

(*4) Advancement Officer payroll

(*5) District support for salaries/benefits

**General Operations
Approved FY25 Intrafund Transfers-In**

Administration Fee @ 1.5%	\$ 118,000
Unrestricted End. Proceeds-Madson	\$ 5,000
Unrestricted Endowment	\$ -
Other Transfer-In (District support)	\$ 108,735
Other Transfer-In (District support)	\$ 240,562
	<u>\$ 472,297</u>

**General Operations
Proposed FY26 Intrafund Transfers-In**

Administration Fee @ 1.5%	\$ 130,000
Unrestricted End. Proceeds-Madson	\$ 5,000
Unrestr PCC Contributions	\$ 50,000
Unrestr Hancock Honors	\$ 95,000
Unrestricted Endowment	\$ -
Other Transfer-In (District support)	\$ 111,733
Other Transfer-In (District support)	\$ 216,506
	<u>\$ 608,239</u>

To: Board of Directors	Information
From: Jon Hooten Executive Director, College Advancement	March 27, 2025
Subject: Administrative Fee on Promise Fund	

BACKGROUND

The committee discussed the possibility of assessing a 1.5% administrative fee on the Promise endowments, which we currently do with our other pooled endowments. The discussion ranged from assessing the fee annually to accessing the fee on an as-needed basis. No action was taken during the meeting and will be revisited during the July meeting.

To: Board of Directors	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 27, 2025
Subject: Foundation Giving Report	

Foundation Giving Report

The Foundation Giving Report provides a comparison of Foundation fundraising revenue for FY 2022-23, 2023-24, and 2024-25 (through January 31, 2025). The numbers below are for fundraising receivables and are reconciled with the foundation's contributions report.

<u>Foundation Revenue Comparison</u>	<u>7/1/22 - 6/30/23</u>	<u>7/1/23 - 6/30/24</u>	<u>7/1/24 - 1/31/25</u>
Hancock Promise	\$456,867	\$1,791,369	\$44,943
Annual Scholarships	\$399,150	\$363,715	\$317,293
Endowed Scholarships	\$35,750	\$170,974	\$133,011
Endowments (Other)	\$238	\$0	\$0
President's Circle	\$74,827	\$68,374	\$104,497
General Operations	\$30,958	\$47,040	\$19,794
Hancock Honors		\$230,107	\$283,057
Other restricted (Depts, programs, etc.)	\$156,244	\$197,027	\$69,381
	\$1,154,034	\$2,868,606	\$971,976

To: Board of Directors	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 27, 2025
Subject: President's Circle Campaign	

President's Circle Campaign

The 2024-2025 President's Circle Campaign has been successful in converting previous donors from the Hancock Promise Campaign to unrestricted giving, both through proceeds from the Hancock Honors and solicitations through direct mail, email, and in-person. This revenue is critical for serving students in acute financial distress, funding college priorities as directed through the Office of the President and expanding fundraising and outreach capacity at the Foundation.

President's Circle Campaign

	Revenue	Donors
FY 23-34	\$68,374	50
FY 24-25 (12/24)	\$104,497	81

To: Board of Directors	Information
From: Tim Harrington, Chair Scholarship Subcommittee	March 27, 2025
Subject: Scholarship Subcommittee Report	

BACKGROUND

The Scholarship Working Team Committee has read, ranked, and reviewed student applications. The committee is finalizing scholarship awards, with our final meeting set for April 4, 2025. The committee will award over \$560,000 as of March with some scholarships still pending.

The annual Scholarship Awards and Donor Reception is scheduled for Thursday, May 22, 2025, from 5:30-7:30 p.m. in the Joe White Gymnasium. All board members will receive an invitation via email as we get closer to the date.

FINAL SCHOLARSHIP NUMBERS

	Incomplete	Complete	Total
2/7/2024	224	475	699
2/6/2025	282	573	855

To: Board of Directors	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 27, 2025
Subject: Listening Parties	

BACKGROUND

As the Foundation enters a post-campaign period, we need to continue raising awareness of the Foundation's work to potential friends and donors. The Board of Directors can play a significant role in expanding the Foundation's reach in the community, especially among individuals.

One proven way to increase awareness is small cocktail parties hosted by board members in their homes or other venues to learn about the Foundation's work. At the board retreat, the following were discussed:

- May: Nurse's Day at Marian (Monge)
- June: Santa Ynez Valley (Flores, Dale, Pensa, Brady, Molera)
- July: Santa Maria / Elected school officials or retired teachers (Frost)
- Oct-Nov: Nipomo/South San Luis Obispo/Guadalupe (Jarrott, Hernandez)

To: Board of Directors	Information
From: Jon Hooten, Executive Director AHC Foundation	March 27, 2025
Subject: Hancock Honors	

BACKGROUND

The first two years of the Hancock Honors have shown overall growth in net revenue due to

- (1) increased ticket prices (plus increased attendance)
- (2) net increase in number of sponsors
- (3) decreased expenses

	Gross	Expense	Net
2023	\$ 230,107	\$ 135,003	\$102,020
2024	\$ 283,057	\$129,235	\$154,657

Planning for the 2025 Hancock Honors is well underway. Branding has been finalized, and leadership sponsors are already being solicited. Potential honorees will be contacted in March and announced in May.

This year's goals include continue to decrease expenses, increase the number of sponsors, and increase individual ticket sales.

This year, we will not be utilizing a steering committee. Instead, we will ask for assistance from the Board of Directors to help identify and solicit potential sponsors and invite new friends to the event.